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The **AUTO BODY** Monthly

from

D&R AUTO PAINT AND SUPPLY

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Volume 5, Issue 08

August 2010

3M's New Quick Connect Buff Pad System



- All pads are double sided
- A new Low Linting wool pad
- Pad is perfectly centered every time
- No pad fly offs
- Change pads faster than Velcro.

These are just a few advantages of the new 3M Quick Connect Buff Pad System. A truly revolutionary way to simplify changing pads throughout the buffing process.

All pads are double sided. If you're polishing with a fine pad and it gets loaded up with polish, simply pull down on the Quick Connect and flip it over.

Want to see it for yourself....Go to; <http://www.youtube.com/watch?v=v54rjVEWp4M>



D&R Auto Paint & Supply Special

Buy Any 6 Mix-N-Match Pads and Receive The Quick Connect FREE

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6H Deadline Draws Near

- Do You Know ALL Of The Rules Details?
- Are Your Techs Educated On The Rule?

As many of you already know, there is a new Federal Rule pertaining to refinish application, training, and equipment. It's known in short as the "6H" rule.

Collision Repair shops must send in an initial notification of operation by January 11th, 2010, and be in compliance by January 10th 2011. The overall rule has several parts including equipment, training, processes, and record keeping. According to the Nebraska Department of Environmental Qualities (NDEQ) the fine for non-compliance can be as high as \$25,000.00 per day. Some insurance companies have already stated that any shop doing work for them must be in compliance by the required dates.

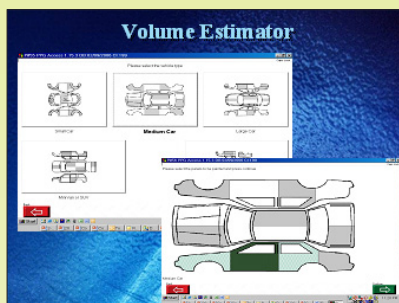
There is a lot of mis-information floating around as to specifics of the rule. We have spoken to several non-D&R supplied shops who thought they knew all the details to the rule only to find out that they have been misinformed.

Whether you choose to be "Compliant" or "Ex-empt", your technicians play a huge role in implementing the guidelines of the rule. Have your techs been educated on their role within the rule?

Whether you choose to be "Compliant" or "Ex-empt", do you have a simple checklist to follow so as to be sure you have completed all the rules requirements?

If you and your technicians would like to see a 30 minute lunch Power Point done at your shop and receive a shop checklist, contact your supplying D&R location for an appointment.

Control Material Costs



Are you ever concerned about how much sealer, color, and clear the shop uses per job?

Take the guess work out of mixing your sealer, color, and clear, per job, with PPG's Touch Mix Volume Estimator. Simply indicate the panels you are painting in full and the one's you are blending. Touch Mix will calculate a suggested amount to mix....down to the ounce! While painting habits and methods may cause the amount used by individual painters to differ slightly, you can use painter specific historical data to dial the system in to match the painter.

Do you realize that some of today's specialty colors can cost more than \$20.00 per ounce????

As insurance companies continue to put pressure on paint time, the material reimbursement will be under pressure as well. Using today's technology to help control the over mixing of expensive paint products should be a standard operation at all shops.

After the repair is complete and your painters have used "Volume Estimator", you can then easily run reports per R.O. to insure materials were not wasted. This will help your shop achieve the highest material gross profit possible.

As a supplier, we hear shops talk about controlling material costs. We now have the tools to help our customers do just that. **MAXIMIZE MATERIAL PROFITABILITY.** Call your supplying D&R Auto Paint and Supply location for details.

D&R Auto Paint and Supply Water Base Update



Even though the Midwest is not regulated to use water base products, 2010 has been a busy year for water conversions at D&R Auto Paint and Supply. It seems a week doesn't go by without one of our customers inquiring about moving towards waterborne base coat.

By the end of 2010, over 55% of our toner sales will be Water!

If we are not regulated, why the interest? What we hear, is that when one customer switches to water, they talk to other shops about the speed and color match of the product. As we all know, this is a small industry and word travels fast. We actually have painters who have left water shops only to ask us if there are any other water shops looking for help. The painters don't want to go back to solvent!

If you are looking at any system that requires today's style of agitator mix machines...keep looking. With this old technology, you're only changing the liquid in the can. You're not improving the system. Why bother???

- **PPG is truly unique.**
- **No** more mix machine.
- **No** more shaking toners.
- **No** more unbalanced mix systems.
- **No** more variables for color mis-match.
- **No** more guessing on variant choices. Ours variant chips match your end result.

**D&R Auto Paint and Supply Water Base Update
Continues on the next page**

D&R Auto Paint and Supply Water Base Update

Continuing from the previous page

D&R Auto Paint and Supply currently has more PPG water customers in Omaha than all other paint brands.....COMBINED. This isn't a coincidence. PPG works, it's fast, and the color match is unbelievable.

The move to water requires careful planning to ensure minimal paint shop interruption and a smooth transition from solvent to water. If someone says "we'll have the water in your shop and ready for use tomorrow", **RUN!** PPG's "Convert With Confidence" program is the industry benchmark that others try to achieve.

If you would like to see PPG's water in action, call us and we can show you why PPG's Envirobase is without a doubt the best waterborne system on the market.

If you would like to hear what our customers are saying about their experience with water, click the link below;

<http://www.youtube.com/watch?v=UUnrpxP86zs>

Words To Live By

Go the extra mile. It's never crowded there.