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The **AUTO BODY** Monthly

from

D&R AUTO PAINT AND SUPPLY

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The Newest Technology 3M™ Dirt Trap Protection System



3M's newest Dirt Trap Protection Material is a white adhesive back booth wall coating that traps airborne dirt while brightening the booth work area.

It's great for waterborne paint shops where increased air flow can cause loose dirt to float into the job.

It's easy to apply and replace. For more information, contact your supplying D&R Auto Paint and Supply location or go to www.3m.com/dirttrap

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6H...What Now????

So...you sent in your EPA initial notification form before the January 11th, 2010 deadline? If not, you're late. If so, what's next?

According to the rule, you must have all the appropriate training, use booth filters that are 98% efficient, use an HVLP or equivalent spray gun, and not prime out in the open shop.

OR...

You can file a "Petition for Exemption" form. If your not a D&R Auto Paint and Supply customer, you may not know about this. If you are using a Metals Free paint system, you can apply for the exemption which will take you completely out of all the requirements. In short, it will be business as usual. Your only requirement is to closely monitor any product entering your shop to be sure it complies with the Exemption rules.

We at D&R Auto Paint and Supply have said before and will say again, "There is a lot of mis-information with regard to the EPA 6H rule". If you would like more information about the rule or how you may be able to apply for an Exemption, contact your supplying D&R location.

Words To Live By



Some days you're the bug.....Some days you're the windshield!

D&R Auto Paint and Supply Plans for 2010



With 2009 in the bag, we at D&R Auto Paint and Supply have been making our 2010 plans. So far we have another 6 Waterborne conversions scheduled.

After these are completed, we will have more Waterborne shops in the metro than all other brands COMBINED. Some might say that all Water Base products are the same. NOT TRUE. For the first time in a long time there is a distinct brand performance difference. When Customer Satisfaction (color match), Speed, and ease of use are more important than ever, PPG's Envirobase system is the market leader.



If you are a D&R Auto Paint and Supply customer, you've probably heard us say several times, "We only sell more paint when our customers paint more cars". If you're not a D&R customer, we doubt if you've heard that. In 2010, it's our goal to continue and improve upon our offerings that can help shops perform better. We've

learned that every shop is in a different place and has different needs when it comes to marketing, financial benchmarking, and "Lean" training. Some shops are well on their way and need advanced training. Some shops haven't even started and need to just get the ball rolling. Wherever you are, continual improvement is a must. If any shop, large or small, doesn't continue to improve, the others will pass you by.

[This article continuous on the right column...](#)



Electronic shop ordering and inventory control will be a major initiative for D&R Auto Paint and Supply in 2010.

Our current "call 3 or 4 times a day" manual system is antiquated and costly not only to us but the shop. If you add the chance for error, shop overstock, shop under stock (lost labor), the physical time of managing the order, and the lack of tracking inventory, it's a wonder anyone makes a profit on Paint Materials.

[If your shops 2010 goals include improvement, change, growth, or performance, call a supplying D&R Auto Paint and Supply location for help.](#)

Reduce Cost, Minimize, & Simplify Your Adhesive System

By using the newest FE Maxim Panel Adhesive, Plastic Repair material, and Seam Sealers you can reduce your shops inventory to just 4 part numbers. If you haven't tried the FE Maxim line for awhile, take another look. The 416 Panel adhesive is certified by GM and has excellent strength. The 898 Plastic Repair glue is brand new. It needs no adhesion promoter and works on most all plastics. The 822 and 823 Seam Sealers can duplicate most any factory seam sealer to help achieve that pre-loss appearance shops are looking for.



Buy any Mix-N-Match 18 tubes of Maxim Adhesives and Receive a Free Maxim Wall Cabinet

[Call your supplying D&R location for a no cost, in shop Maxim product demo.](#)