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The **AUTO BODY** Monthly

from

**D&R** AUTO PAINT AND SUPPLY

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Make Frame Straightening Easy,  
Fast, & With Improved Quality

## THE RAIL SAVER

Repair rails from the inside out. Stop drilling holes in the side of frame rails. Stop welding tabs only to have to clean them up. Save potential "Total Losses". Cut labor time in less than half.



Watch [The Rail Saver](#) video link to see the in action.

### THE RAIL SAVER

is available at D&R Auto Paint and Supply for the sale price of

**\$279.95**

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## Limited Edition SATA Liberty Gun



There is a very limited supply of the new collector edition SATA Liberty Spray Gun. This SATA 3000 has a brilliant Red, White, and Blue anodized finish that is perfect for solvent or water base products. D&R Auto Paint and Supply has made a special purchase of the Liberty Gun in an assortment of tip sizes. Let us know what your spraying and what set up you want. Supply is very limited so don't wait. They will go fast, call your supplying D&R Auto Paint and Supply location to order yours.

## STRANGE BUT TRUE: Woman Blames Vampire for Crash

A Colorado woman claims that a vampire in the road startled her and made her back her car into a canal around 11 p.m. June 27.

KKCO-TV reports that the woman was driving on a dirt road when she allegedly saw the spooky blood-sucker. The woman told police that she threw her car in reverse and backed into a canal.

The woman wasn't injured, and her husband gave her a ride home. Police said alcohol or drugs weren't a factor in the incident. Police also said they found no evidence of a vampire in the area.

## Agent Networking At It's Best 144 At A Time



On a perfect day, Tuesday June 15th, the Omaha Certified First Group of Auto Body Shops sponsored it's 9th insurance agent golf outing. Pacific Springs Golf Course was the home of this year's event. A full field of 144 insurance agents showed up and had a great time.

Each shop sets up on one of the 18 tee boxes and networks with all 144 agents throughout the day. Shops give away koozie's, golf towels, umbrellas, or any other type of marketing tool that helps get their name out. Agents routinely say that this is the most fun golf event that they play all year. Shops tell us that they get great results from the golf outing. Many shops have built relationships with agents on the course that they otherwise wouldn't have had. These relationships add up to increased business.

Mary Jepsen, marketing manager for the Certified First group, say's "the agents are asking about this event all summer. They also talk about their appreciation and the fact that they support Certified First shops every time they get the chance."

This was the first of three events that the Omaha Certified First Group will be sponsoring this year. If you would like see what Certified First can do for you and your shop, contact your supplying D&R location and power point presentation can be sent to you.

[Click here to view our video.](#)

## Who's "The Boss"?

There is only one "Boss", and whether a person shines shoes for a living or heads up the biggest corporation in the world, the "Boss" remains the same. It's the Customer. The Customer is the person who pays everyone's salary and decides whether a business is going to succeed or fail. And The "Boss" doesn't care if a business has been around for 100 years.

The minute you start treating "The Boss" badly, "The Boss" will put you out of business. "The Boss", The Customer, has bought and will buy everything you have or will have – all of your clothes, your home, your car, your children's education, and your vacations. "The Boss" pays all of your bills, and pays in the exact proportion to the way you treat him/her.

The person who works inside a big office building or plant might think he/she works for the company that writes the paychecks, but that's not true. They are working for "The Boss" who buys the product at the end of the line. In fact, The Customer will fire everybody in the company from the President on down, and can do it simply by spending money somewhere else.

Some of the largest companies that had flourishing businesses a few years ago are no longer in existence. They couldn't or didn't satisfy "The Boss".

At D&R Auto Paint and Supply, our "Boss" is you, the Customer. If there is anything I can do for you, "The Boss", please feel free to contact me anytime.

**Ron L. Stazzoni, President  
D&R Auto Paint and Supply**

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## Words To Live By

**They say that nobody is perfect. Then they tell you that practice makes perfect. I wish they would make up their minds.**