

JULY 2017

What's Up, Doc?

The first half of 2017 has been very hectic at Dr. Vinyl, but in a good way. The training has been steady, parts sales are up, we're upgrading our computer systems to better service you and sales from technicians in the field are steadily increasing. That is a strong sign that business is good everywhere in Dr. Vinyl land.

As we are now in the middle of another hot summer across the U.S., I want to remind everyone that your health and well being in these extreme temperatures is most important. Be sure not to over do it while performing your services. Keep cool and stay well hydrated.

We are extremely proud to announce the latest addition to our franchise system. **Joe Oesterling** and his son **Chris Oesterling** joins us as **Dr. Vinyl of Michigan**. Joe was first introduced to Dr. Vinyl by his sister **Janet Pribble, Dr. Vinyl of Indianapolis, IN**. Thank you Janet & Curt for bringing Joe & Chris to our family. Chris is the official owner of the business and Joe will be working with him behind the scenes. They will start their operations in Washtenaw & Saginaw Counties, MI and continue to develop the entire state. They've also purchased the rights to Lucas County, OH. As you can probably guess, Joe & Chris have big plans for Dr. Vinyl of Michigan. They already have one partner, **Shane Barnes**, that has completed the initial training course with another student attending the August training session, that will focus on the Toledo, OH market. More information about Chris, Joe & Shane in the training section of the newsletter. **Welcome aboard guys!**

Are you looking to add new associates to your business? **Communication, Attitude and Appearance** plays a big role in the hiring process. For the most part, successful people attract successful people. Maybe your dealer, restaurant manager or a close friend has a son, nephew or friend looking for a new career. If he/she has been impressed with you and your standards, he/she is more likely to suggest this person to you. Once you bring on new people that are happy and excited about what they are doing, they will tell others. And it goes on and on and on. At this point, you have a business that people are excited about and want to be a part of. We know that pay is important, but the work environment is even more important. So take the time to look at and evaluate your business. Take a step back from your everyday routine and try to see how others are perceiving you and your business. Ask someone that is familiar with you and your operation for their opinion. Whomever that person is, ask them to be honest and straight forward with you. Most importantly, listen to what they tell you. Do not interrupt them by justifying the reasons. If you are unsure of what they are saying, ask questions. Constructive criticism is a good way to enable growth personally and professionally.

Happy Summer & Happy Selling!

Buster Coppage



Dr. Vinyl
Interior Repair
News



The Doctors
Touch Auto Paint
Repair News



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ANNIVERSARY DATES

FIRST NAME	ASSOCIATE OF	FRANCHISE #	START DATE	
MARIO LEON	DR. VINYL OF	EAST METRO MINNEAPOLIS & ST. PAUL MN	7/8/2002	15 YEARS
STEVE HUBBARD	ASSOCIATE OF	INDIANAPOLIS IN	8/5/2002	15 YEARS

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PARTS DEPARTMENT

ORDERING PROCEDURES UPDATE

Due to the increased volume of calls to the parts department, **effective immediately**, the parts department is asking if you can place orders with one of the three options below:

Email your order to parts@drvynl.com.

Fax your order to (816) 525-6333.

Visit the Dr. Vinyl Private website www.docvynl.com (username & password required) and place your order at the [Online Parts Store](#).

You can still call your order in as you have in the past, however, we kindly request that you **have your entire order ready to read off prior to placing your call**. There have been many cases where individuals are rambling through their van and tool boxes while placing their order and this takes up valuable time on the phone. **If you get voicemail, please leave your order on my voicemail**. Please note that the parts department is always available by phone. We're in the final stages of completing the new private website which will include an app that will make it easier for Dr. Vinyl partners to purchase products and so much more. Keep your eyes on the mail for more information soon.

If there are any questions regarding your order, you will receive a call back from the parts department as soon as possible.

Thank you for cooperation and your business.

Sincerely,

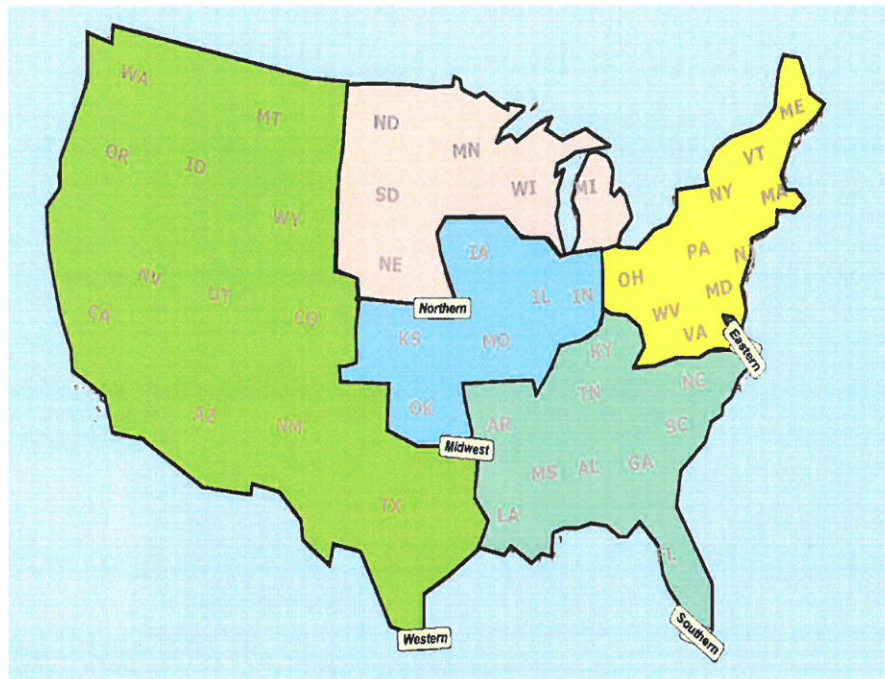
Tony Rende

Director of Purchasing



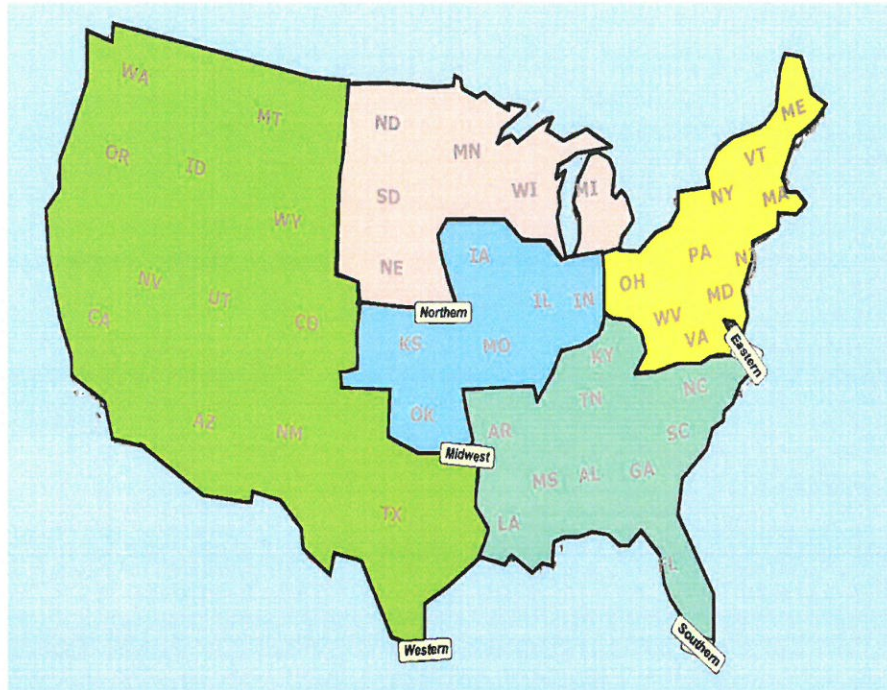
THANK
YOU

MAY 2017 SALES BY REGION



Western	Northern	Midwest	Southern	Eastern
\$29,516.89	\$57,106.07	\$436,116.94	\$99,700.12	\$80,252.25
\$21,300.00	\$49,564.79	\$67,730.20	\$78,345.10	\$35,254.00
\$18,855.00	\$43,871.00	\$61,765.00	\$37,318.00	\$9,230.00
\$17,416.00	\$36,708.26	\$49,211.00	\$17,365.00	\$8,725.00
\$13,785.00	\$32,909.00	\$40,179.00	\$15,831.00	\$6,145.00

JUNE 2017 SALES BY REGION



Western	Northern	Midwest	Southern	Eastern
\$33,841.00	\$81,700.93	\$473,012.08	\$95,904.28	\$74,411.23
\$20,799.35	\$54,758.49	\$76,121.07	\$78,541.07	\$28,735.00
\$15,766.00	\$45,255.04	\$58,225.00	\$20,466.00	\$10,655.00
\$15,525.00	\$37,331.00	\$51,772.00	\$20,015.00	\$10,010.00
\$13,107.25	\$33,561.00	\$49,539.00	\$15,812.10	\$8,363.00

JUNE INTERIOR TRAINING

Todd Edwards



Todd Edwards joins Brian Greenfield, Dr. Vinyl of Green Country OK, as an interior repair technician. Prior to attending the Dr. Vinyl training, Todd worked as a Recreational Guard at a federal prison. He sees Dr. Vinyl as a great new career opportunity. Todd and his wife Christy have three sons: Frankie -21 and the twins Perry and Trey -18. In his spare time Todd likes to spend time with his family, working out, coaching little league football, and watching his sons play football and wrestling.

We are glad you joined us Todd! Welcome Aboard!



JUNE AUTO PAINT REPAIR TRAINING



A Division Of The Dr. Vinyl Group

Cameron Watson



Cameron joins Steve Biggerstaff, Dr. Vinyl of Catawba Valley NC as an Auto Paint Repair Technician. Prior to joining The Doctors Touch, Cameron was a Pipe Welder. Cameron says that this is a great opportunity to better himself, as well as learning a new trade with another company. In his spare time he says he enjoys spending time on the lake, watching baseball and playing music.

Welcome aboard Cameron, we are glad to have you!

Wally Pellegrin



Wally joins Thomas Tyler, Dr. Vinyl of DFW & Louisiana, as an APR technician. Prior to joining The Doctors Touch, Wally was a Crane operator. He and his wife Denise have three children; Joseph - 22, Ben - 14 and Chris - 11. Wally says he was ready for a change in life, particularly the opportunity to be working for himself. In his spare time, Wally enjoys hunting and fishing.

We're glad you joined us Wally. Good Luck!

EXPRESS SERVICE...SUPERIOR QUALITY... INCREDIBLE VALUE...