

Individual High Sales

Top 10 Interior Repair Technicians January 2017

JOE STROTHMAN	ASSOCIATE OF	LOUISVILLE KY	\$17,375.00
CHRIS RIOS	ASSOCIATE OF	DALLAS/FT WORTH TX	\$15,658.00
JUSTIN HOLT	DR. VINYL OF	SALT LAKE CITY UT	\$14,756.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$13,530.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MO	\$13,075.00
TODD LESTER	DR. VINYL OF	CENTRAL TEXAS	\$12,272.50
JESSE LOGSDON	ASSOCIATE OF	INDIANAPOLIS IN	\$12,260.00
ISRAEL GROBER	ASSOCIATE OF	INDIANAPOLIS IN	\$12,105.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$11,568.00
PHIL NEUMEIER	ASSOCIATE OF	INDIANAPOLIS IN	\$11,374.00
TODD LAWERENCE	ASSOCIATE OF	SPRINGFIELD MO	\$11,340.00

Top 5 Upholstery Repair Technicians January 2017

JERRY GERKE	DR. VINYL OF	MADISON WI	\$11,280.00
MEGAN COCHRANE	ASSOCIATE OF	MIDDLE TENNESSEE	\$9,684.00
JOY GONZALEZ	DR. VINYL OF	CONCORD NC	\$9,294.00
DOUG MCKAIG	DR. VINYL OF	DENVER CO	\$6,881.67
TAWNYA BARNETT	ASSOCIATE OF	MIDDLE TENNESSEE	\$6,586.00

Top 10 Auto Paint Repair Technicians January 2017

RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$14,882.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$14,375.00
MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$13,625.00
BRANDON JONES	ASSOCIATE OF	THE CUMBERLAND TN	\$12,012.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$11,525.00
JASON ROLLOFF	THE DOCTORS TOUCH OF	CENTRAL MINNESOTA	\$10,322.00
STEVE HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$10,079.00
CHRISTOPHER WORCESTER	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$10,045.00
ROB HINSON	ASSOCIATE OF	INDIANAPOLIS IN	\$9,880.00
CLINT EMBERTON	ASSOCIATE OF	INDIANAPOLIS IN	\$9,558.50

Top 10 Interior Repair Technicians February 2017

DREW HUBBARD	ASSOCIATE OF	INDIANAPOLIS IN	\$15,953.00
JOE STROTHMAN	ASSOCIATE OF	LOUISVILLE KY	\$14,050.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$13,625.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MO	\$13,451.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$12,171.00
JUSTIN HOLT	DR. VINYL OF	SALT LAKE CITY UT	\$11,815.00
JESSE LOGSDON	ASSOCIATE OF	INDIANAPOLIS IN	\$11,430.00
ISRAEL GROBER	ASSOCIATE OF	INDIANAPOLIS IN	\$11,334.00
AUSTIN RATLIFF	ASSOCIATE OF	GREEN COUNTRY OK	\$10,826.00
JEFF GREGORY	DR. VINYL OF	WEST CENTRAL MO	\$10,799.00

Top 5 Upholstery Repair Technicians February 2017

TAWNYA BARNETT	ASSOCIATE OF	MIDDLE TENNESSEE	\$13,489.00
JOY GONZALEZ	DR. VINYL OF	CONCORD NC	\$11,390.00
JERRY GERKE	DR. VINYL OF	MADISON WI	\$10,750.00
MEGAN COCHRANE	ASSOCIATE OF	MIDDLE TENNESSEE	\$9,795.00
DOUG MCKAIG	DR. VINYL OF	DENVER CO	\$9,325.78

Top 10 Auto Paint Repair Technicians February 2017

RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$15,293.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$14,425.00
BRAD REWITZER	ASSOCIATE OF	GREATER MINNEAPOLIS MN	\$12,825.00
CHRISTOPHER WORCESTER	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$12,655.00
JASON ROLLOFF	THE DOCTORS TOUCH OF	CENTRAL MINNESOTA	\$12,553.00
STEVE HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$11,725.00
ALEX RASMUSSEN	ASSOCIATE OF	CENTRAL MINNESOTA	\$11,696.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$11,615.00
JEFF MCCORD	ASSOCIATE OF	HAMILTON COUNTY IN	\$11,095.00
JEFF ROLLOFF	THE DOCTORS TOUCH OF	GREATER MINNEAPOLIS MN	\$10,910.00



THE PAINT ZONE



Hello from The Doctors Touch team! By now I'm sure we're all ready for the spring and summer months and all the opportunities they bring to our business. With that said, I'm sure that you're all prepared for the busy days ahead. This means making sure that you've switched to all of the appropriate products for spring and summer temperatures. You should be prepared for your products to react differently in the rising temperatures and humidity in the days ahead. The hotter it is, the faster your products will dry. Sometimes it will dry too fast, so you will need to be ready to slow them down. Also keep in mind, the higher the humidity the slower your products will dry. You will need to be prepared for that condition as well.

Being aware of the working conditions for your products is very important, it is even more important to pay attention to your health and well being. Be sure to use sun screen, drink plenty of water, try to find some shade to work in and know the signs of heat exhaustion. The better you care for yourself, the more work you will be able to get done.

I would like to thank all of those who took the time and made the effort to attend your annual convention. It was a very informative convention. As far as The Doctors Touch part of the event, we were happy and proud to have a representatives from PPG and Transtar, to talk about their products and the improvements to each product line respectively. We also were excited to demonstrate some new products to make your jobs easier and faster. I would like to thank all of the technicians that helped with the demo's and the round table discussions. If you were unable to attend this year, you should start planning now to be here next year. I guarantee you will be glad that you did.

For the months ahead, I would encourage everyone in our system to think outside of the box as it relates to what you offer your customers. Try new things, provide a service that you have been wanting to do but just haven't yet. Now is the time. Add something that would be beneficial to your customers as well as your business. It's out there, go get it.

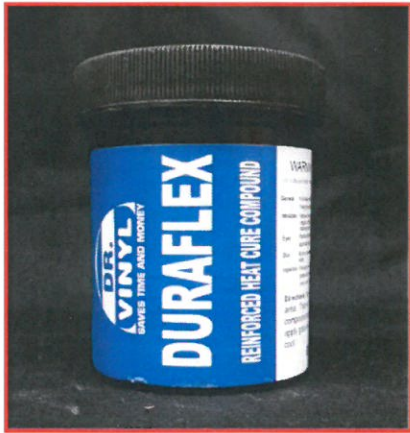
Respectfully,
Buzz McClain



NEW PRODUCTS PRESENTED AT CONVENTION

- by Teresa Lang

DURA FLEX



Quick-Facts:

- **Heat Cure Compound**
- **Medium—Thick Viscosity**
- **Cures Dull**
- **Grains Easy**
- **Non Migrating**
- **Strongest Heat Cure Compound**
- **Contains Fiberglas Particles**

Dr. Vinyl Dura Flex Heat Cure Compound For Vinyl And Leather!

Dura Flex was introduced at the 2017 Dr. Vinyl “Go for it” Convention. This new heat cure compound solves all the problems technicians had with other compounds. Due to the content of fiberglass particles, the Dura Flex is more durable and stronger than our other heat cure compounds such as the XR-15, Extra Thick Vinyl Hyde or the Base Fill. Further more, Dura Flex cures dull which solves the problem we had with the sheen of the XR-15 being too shiny. Dura Flex is non-migrating heat cure compound, which means no barrier coat is necessary. After the compound is fully cured and completely cooled, it sands extremely smooth. This Heat Cure Compound is designed to combine all the advantages of other heat cure compounds. It fills holes and cuts as quick as the Extra Thick Vinyl Hyde does. The Dura Flex takes grain impressions very good and is sand-able.

Now Available In The Dr. Vinyl Parts Department! Order Your Dura Flex Today!

For further questions about Dura Flex Heat Cure Compound call

****Teresa: 1-800-531-6600 Ext. 15****

For questions about Pricing and Availability call

****Tony: 1-800-531-6600 Ext. 14****

DURAFLEX



NEW PRODUCTS PRESENTED AT CONVENTION

- by Teresa Lang

NEW

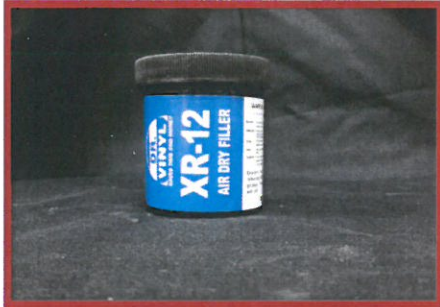
XR-10



The XR-10 is an air-dry filler with thin viscosity used on leather scratches, leather surface wear and leather steering wheels. It dries very quickly in hot weather and can be speed dried in cold weather with a hair dryer. Work in thin layers!

NEW

XR-12



The XR-12 is an air-dry filler with thick viscosity used on deep leather cracks and scratches and high surface wear on leather. It can be speed dried with a hair dryer. XR-10 can work as an Adhesion Promoter for the XR-12.

THAT'S WHAT'S NEW ABOUT THE XR-10 AND XR-12:

- The new XR-10 and XR-12 both **can now be Cross-Linked** for extra adhesion. Just add a couple of drops of Dr. Vinyl Safe Link (with a syringe) to the amount of Product you will need to complete the job.
- Once Cross-Linked these Air-Dry-Fillers will be extremely Weather & Wear resistant due to extra strong binding to the leather.
- Both Products can be intermixed with each other. It is advisable to use the XR-10 prior to the XR-12 as it also will work as an adhesion promoter. It does not however replace the Grip-Base Adhesion Promoter.
- You can add a couple of drops of pure pigment to those Air-Dry-Fillers. This will make the covering afterwards easier by reason of less layers of dye required. Without Color Pigments added the XR-10 will dry almost clear and the XR-12 will dry gray.



NEW PRODUCTS PRESENTED AT CONVENTION

COLOR LOCK

This new Water Base Dye Products are stronger and more durable than the Pro Coat Water Base Dye Products and will eventually completely replace it. The Color Lock Dyes use pure pigments with pure bases to archive the color you're matching (Similar to the Pro Coat Pigments). It is also combinable with the Pro Coat Products and will also be available in a pre-blended version such as the Pro Coat Blended. Color Lock can be matched by eye or by formula. Remember to shake bottles well before attempting to match your color.

Color Matching Was Never So Easy!

The **Color Lock System** includes a color scan instrument "NIX-Pro" that will send the formula needed for color match right to an app on your phone! Now all you have to do is follow the formula to archive the best possible color match!

This is how the Color Lock Matching System works :

- You should have downloaded your "NIX-App" onto your smart-phone and set it up with the **Color Lock Library**.
- Connect your "NIX-App" with your "NIX-Pro" (Color Scan Instrument) the App is now ready to scan the color.
- Put the "NIX-Pro" right onto the surface with the desired color and press down hard to get the correct reading. Press the Scan-Button on your "NIX-App".
- You'll get a representation of the color on your phone. Go into the Library to get right to the color formula. It will show you exactly how many grams of every **Color Lock Pigment** Color you'll need to archive the desired color.
- Mix with Clear. Gloss for a shiny finish, Low Gloss for a dull finish or a mixture between those two for a Semi Shiny (Satin Gloss) finish. **Cross-Link with Dr. Vinyl Safe Link.**

Tips for matching Color Lock Pigments by eye:

- *Always start with the weakest color. In most cases you should start with white.*
- *Adjust for depth of color first. Adjust for color cast after adjusting for depth.*
- *Water Base Colors are dry darker and have a slightly different cast. NOTE: The Pigment-Color-Match without the clear added will give you a truer view on what the color will look like than the blended product.*
- *Mix with Clear. Gloss for a shiny finish, Low Gloss for a dull finish or a mixture between those two for a Semi Shiny (Satin Gloss) finish. **Cross-Link with Dr. Vinyl Safe Link.***

****For further questions about how the Color Lock System works call****

****Teresa: 1-800-531-6600 Ext. 15****

****For questions about Pricing and Availability call****

****Tony: 1-800-531-6600 Ext. 14****

February 2017 Interior Training

Brett Poppelwell



Brett Poppelwell joins Ryan Rusnak, Dr. Vinyl of Alberta Canada as an interior repair technician. Prior to attending Dr. Vinyl training, Brett worked in mechanics. He sees Dr. Vinyl as a great career option. Especially as our main customer are car dealerships and Brett's hobby is everything involving cars. In his spare-time Brett enjoys spending time with his wife Amanda and his kids Tristyn-21, Elisa-3 and Isla-1.

We are glad you joined us Brett! Welcome Aboard!

INTERIOR TRAINING PHOTOS



BEFORE & AFTER

