

January - March 2020

What's Up, Doc?



**Dr. Vinyl Interior
Repair News**



**The Doctors Touch
Auto Paint Repair
News**



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DR. VINYL CORPORATE OFFICE

COVID-19 UPDATE

The county of Jackson in the State of Missouri has issued a Stay-At-Home order effective Tuesday March 23, 2020 12:00am through April 24, 2020 for all non essential businesses.

During the coronavirus outbreak, Dr. Vinyl headquarters in Lee's Summit, MO focus is on the safety and well-being of our employees, who are vitally important to support you and your business. We are also highly focused on the safety of all our franchise partners around the world. We are providing you with an update on how Dr. Vinyl corporate will be dealing with this current situation. We will be implementing the following preventative and precautionary actions to do our part in flattening the curve in regards to health, safety and keeping day-to-day business activities as normal as possible.

Effective Immediately:

1. **Dr. Vinyl Parts department will only be allowing for pickup/shipping of orders 1-day a week. For all franchise associates (local & throughout U.S.) all orders for Dr. Vinyl Parts Department must be placed by Monday of each week. In order to minimize phone delays, we ask that you kindly try to place all orders by email, parts@drvinyl.com. We will accept phone orders, however, you may need to leave your order on voicemail. All orders can be picked up or will ship on Wednesday of each week.**
2. **Anyone coming to Dr. Vinyl headquarters (particularly local associates) must contact the appropriate person at headquarters whom you need to see, to make arrangements for pickup or delivery of any merchandise or paperwork prior to you traveling to headquarters. We**

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want to ensure you that we will be able to accommodate your needs before making the trip.

3. 3. If you call the 1-800-531-6600, the phones will be answered as normal. The phone system is now fully automated. Please listen carefully to the auto attendant for phone extensions. They are also listed on the following page. We will continue to send out workorders, forward calls to you from customers looking for service, answering any questions you may have related to accounting or reporting. To keep it short, business as usual from our end.
4. 4. Training will take place as long as possible by law. Both trainers, Teresa & David, will be available for technical support.

We understand that the continuation of your business is a must. We want to minimize service disruptions or impacts to your business as much as possible. Our goal is to offer the level of quality, responsiveness and support that you have come to expect from Dr. Vinyl. Although this is definitely not normal, we will do our best as we work through this trying times that we've never experienced before. If we work together and with some patience, we will get through this. As the rules and regulations relating to Covid-19 continues to change on a daily basis, Dr. Vinyl, as well as all other businesses, will continue to abide by all Federal, State & Local authorities.

Stay safe & stay healthy!

Richard Reinders - President

Dr Vinyl & Associates Ltd

To All Franchise Owners & Associates

During this economic disaster that we are in, all Dr. Vinyl owners and associates can and should apply for an SBA Loan to cover your business expenses, like payroll cost, vehicle payments, fees and etc.

For any additional information regarding SBA Loans, feel free to email me at richard@drvinyl.com or contact me directly on my cell phone at (816) 838-9440. Please do not hesitate to take action regarding this matter.

Together we need to do all we can to get through this and support our businesses as best as we can. I'm looking forward to hearing from you!

Richard Reinders - President

Dr. Vinyl & Associates, Ltd.

Dr. Vinyl Corporate Phone System



Hello Dr. Vinyl partners. We would like to inform you that there have been some minor changes to our phone systems here at Dr. Vinyl. We have recently upgraded our phone system and wanted to make you aware of some of its features. The new phone system is fully automated and can do many things internally, but the changes that you will notice will be very minimal.

Most importantly, the phone extensions for Dr. Vinyl staff members have changed slightly. To keep it simple, we added a zero to the end of our previous extensions. Below is the new listing:

Dr. Vinyl Corporate Office Contact Information

Local (816) 525-6060 Toll Free (800) 531-6600 Fax (816) 525-6333

Receptionist	Receptionist	Extension 100	receptionist@drvinyl.com
Richard Reinders	CEO	Extension 120	richard@drvinyl.com
Buster Coppage	Franchise Operations	Extension 130	buster@drvinyl.com
Tony Rende	Parts	Extension 140	tonyr@drvinyl.com
Teresa Lang	INT Trainer	Extension 150	teresa@drvinyl.com
David Lang	APR Trainer	Extension 160	davidl@drvinyl.com
Vickie Borrón	Accounts Receivable	Extension 170	vickieb@drvinyl.com
Darrell Wirths	Parts	Extension 180	dwirths@drvinyl.com
Steve Gwadera	UPH Trainer	(816) 882-2312	steveg@drvinyl.com

Here are two other features you will notice.

1. During normal business hours, there will always be some one answering the phone to assist you. However, if we're on another line, the auto attendant will be initiated. At this time, you can dial the extension # of the person you wish to speak to at any time.
2. If you do not know the extension of the party you are trying to reach, the company directory will inform you of your options. You can also enter extension 100 to return to the receptionist at any time.

**Thank you,
Dr. Vinyl Corporate**



Are you looking to grow your business with employees? If so, the Department of Defense (DOD) has a very exciting program titled SkillBridge that may be just what you are looking for.

The DoD SkillBridge program is an opportunity for Service members to gain valuable civilian work experience through specific industry training, apprenticeships, or internships during the last 180 days of service. SkillBridge connects Service members with industry partners in real-world job experiences.

For Service members SkillBridge provides an invaluable chance to work and learn in civilian career areas. For industry partners SkillBridge is an opportunity to access and leverage the world's most highly trained and motivated workforce at no cost. Service members participating in SkillBridge receive their military compensation and benefits, and industry partners provide the training and work experience.

SkillBridge is an excellent benefit for installation and Unit Commanders who have members nearing military separation. SkillBridge can help Service members bridge the gap between the end of service and the beginning of their civilian careers. Commanders can greatly ease this transition to civilian life by supporting their reports' interest in SkillBridge. When mission permits, Commanders who support SkillBridge participation are helping their personnel transition more seamlessly from service to a civilian career with a trusted employer.

Separating Service members can be granted up to 180 days of permissive duty to focus solely on training full-time with approved industry partners after unit commander (first O-4/Field Grade commander in chain of command) provides written authorization and approval. These industry partners offer real-world training and work experience in in-demand fields of work while having the opportunity to evaluate the Service member's suitability for the work.

Each year approximately 200,000 members of the U.S. Armed Forces, stationed in over 140 military installations in the U.S. and overseas, will separate from active duty and re-enter the civilian work force or pursue higher education.

Through the SkillBridge program industry partners benefit from gaining early access to the extensive experience, skills, and unmatched work ethos Service members bring to the workforce. Employers craft SkillBridge programs to meet their specific workforce needs, matching those needs to the skills and abilities of highly motivated Service members, all at no cost.

How is this possible? The U.S. Department of Defense pays Service member salary and benefits while the Service member participates in SkillBridge. This opportunity may last up to the final 180-days of service. Military installation Commanders can make on-base facilities available to industry partners for use in their SkillBridge programs, or members may be authorized to train at the industry partner's location off installation at minimal to no cost.



Again, if you are looking to expand your Dr. Vinyl business and are looking to add employees, then this is something you absolutely need to investigate to see if it is the right choice for you and your business.

We strongly encourage you to visit <https://dodskillbridge.usalearning.gov/>. Here you will find everything you need to know about the program and how it can benefit your business while at the same time giving Service members an opportunity to transition into the civilian workforce.

We would like to give a big thank you to **Doug Hancock, Associate - Dr. Vinyl of Omaha NE & Council Bluffs IA** for bringing this information to our attention.

Sincerely,

Richard Reinders - CEO

Dr. Vinyl & Associates, Ltd.

Working Safely In The Field By Joe Oesterling - Dr. Vinyl of Michigan

Here are two photographs demonstrating how we technicians can work safely. The first picture demonstrates the use of the N-95 facemask, which protects us from the virus. The second picture demonstrates the use of vinyl gloves. You might want to put these pictures in the next newsletter. Despite hard times, with the proper protection we can work safely. Also, with good relationships with the used car managers, the workload can remain strong, even in these difficult times.



Anniversary Date Recognition

In each publication of the "What's Up Doc?" newsletter, we would like to recognize those individuals whose anniversary date falls within that month. We will recognize those celebrating their 5, 10, 15, 20, 25 years of service to The Dr. Vinyl Group.

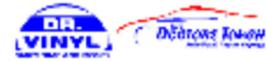
For the month of November 2019 & January, February and March 2020, we would like to recognize the following individuals for their years of service with The Dr. Vinyl Group. If we somehow missed recognizing you or your associate, please let us know as soon as possible.

DAVID HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	Feb-85	35 YEARS
RAYMOND SCOTT	DR. VINYL OF	SPRINGFIELD MISSOURI	Feb-90	30 YEARS
STEVE BIGGERSTAFF	DR. VINYL OF	CATAWBA VALLEY NC	Feb-95	25 YEARS
CHRIS STRONG	ASSOCIATE OF	WESTERN KENTUCKY	Mar-95	25 YEARS
DON & NANCY BRADBURY	ASSOCIATE OF	DR. VINYL - KANSAS	Nov-99	20 YEARS
TODD LAWRENCE	ASSOCIATE OF	SPRINGFIELD MISSOURI	Jan-00	20 YEARS
DREW HUBBARD	ASSOCIATE OF	INDIANAPOLIS IN	Nov-14	5 YEARS
STEVE GWADERA	ASSOCIATE OF	HEADQUARTERS	Feb-15	5 YEARS
TERESA LANG	ASSOCIATE OF	JOPLIN MO	Feb-15	5 YEARS

We Want to Hear From You

If you have any pictures or articles you would like to contribute -- interesting jobs you've done, record months in sales, good before-and-after pictures, local sports teams you've sponsored, or anything else you think people might enjoy hearing about -- let us know! You can e-mail buster@drvynl.com.

2020 Dr. Vinyl Group Training Schedule



January							February							March						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4							1	1	2	3	4	5	6	7
5	6	7	8	9	10	11	2	3	4	5	6	7	8	8	9	10	11	12	13	14
12	13	14	15	16	17	18	9	10	11	12	13	14	15	15	16	17	18	19	20	21
19	20	21	22	23	24	25	16	17	18	19	20	21	22	22	23	24	25	26	27	28
26	27	28	29	30	31		23	24	25	26	27	28	29	29	30	31				

April							May							June						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4						1	2		1	2	3	4	5	6
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12	13	14	15	16	17	18	10	11	12	13	14	15	16	14	15	16	17	18	19	20
19	20	21	22	23	24	25	17	18	19	20	21	22	23	21	22	23	24	25	26	27
26	27	28	29	30			24	25	26	27	28	29	30	28	29	30				
							31													

July							August							September						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4							1			1	2	3	4	5
5	6	7	8	9	10	11	2	3	4	5	6	7	8	6	7	8	9	10	11	12
12	13	14	15	16	17	18	9	10	11	12	13	14	15	13	14	15	16	17	18	19
19	20	21	22	23	24	25	16	17	18	19	20	21	22	20	21	22	23	24	25	26
26	27	28	29	30	31		23	24	25	26	27	28	29	27	28	29	30			
							30	31												

October							November							December						
Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa	Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3	1	2	3	4	5	6	7			1	2	3	4	5
4	5	6	7	8	9	10	8	9	10	11	12	13	14	6	7	8	9	10	11	12
11	12	13	14	15	16	17	15	16	17	18	19	20	21	13	14	15	16	17	18	19
18	19	20	21	22	23	24	22	23	24	25	26	27	28	20	21	22	23	24	25	26
25	26	27	28	29	30	31	29	30						27	28	29	30	31		

Federal Holidays 2020

Jan 1	New Year's Day	Jul 4	Independence Day	Nov 26	Thanksgiving Day
Jan 20	Martin Luther King Day	Sep 7	Labor Day	Dec 25	Christmas Day
Feb 17	Presidents' Day	Oct 12	Columbus Day		
May 25	Memorial Day	Nov 11	Veterans Day		



By Teresa Lang

hosted by Steve Biggerstaff and Jason McCurdy - Dr. Vinyl & Cardinal Fabrics

Dear owners and associates,

At the beginning of the month I was lucky to visit yet another successful Dr. Vinyl Convention. This time it was not hosted by Dr. Vinyl Headquarters but by **Steve Biggerstaff - Dr. Vinyl of Catawba Valley NC, Jason McCurdy - Dr. Vinyl of Union County NC** and **Mitchell Reid, associate - Dr. Vinyl of The Cumberland TN**. These three, together with other helpful hands such as **Brian and Nina Greenfield - Dr. Vinyl of Green Country**, put together an extremely informative “Mini-Convention”. Though I wouldn’t think “Mini” is the right word, since there were around 30 participants. I think “Regional Convention” would be a better fit!

Also attending Mini Con 2020 were **Dustin Williamson - Associate of Catawba Valley NC, John Waldron - Associate of Catawba Valley NC, Bradley Micol - Associate of Catawba Valley NC, Josh Hentschel - Associate of Catawba Valley NC, Kristina Biggerstaff - Associate of Catawba Valley NC, Ryan Coffey - Associate of Catawba Valley NC, Nelson Helms - Associate of Union County NC, Chris Hawkins - Dr. Vinyl of The Cumberland TN, Ryan McGann - Associate of The Cumberland TN, Greg Struckhoff - The Doctors Touch of St. Louis, Jason & Amy Cole - Dr. Vinyl of Blue Grass KY, Dan Lawhorn - Dr. Vinyl of Louisville KY, Rebecca Croft - Associate of Louisville KY, Mike Wallace - Associate of Louisville KY, Norbert & Oi Gonzalez - Dr. Vinyl of Concord NC, Kevin & Linda Vane - Dr. Vinyl of The Shore DE** and representing **Corporate Headquarters and Associates of Joplin MO, David & Teresa Lang**. Thanks to everyone for taking time out of your busy schedule to make this a successful meeting!

The focus of the regional Dr. Vinyl convention in Asheville was upholstery. For me it was probably one of the most educational conventions ever. Mitchell, Brian, Nina and many others shared all their secrets and success stories with us.

From repairing/installing springs on booths (by Brian Greenfield) to sewing tips and tricks on rounded booths and exam tables (by Nina Greenfield) to inspirational speeches about “*not only working hard but working smart*” (by Mitchell Reid) we heard and saw a variety of things that will make the upholstery business much easier.

Also in attendance was the **National Sales Representative from Spradling International, Inc, Anita Kasior**. Anita services the District of Columbia, Georgia (Richmond County only), Maryland, North Carolina, South Carolina, Virginia & West Virginia areas. Anita was full of knowledge and educated us on all the different brands and materials that were available to us. **Mark Leagon, a partner of Steve & Jason from Cardinal fabrics** was also in attendance.

Many laughs, ideas and stories were shared at the North Carolina Regional Convention. One idea that came up I'd like to specifically highlight in this newsletter article: Regular Bi-Annual Regional Conventions!!! Instead of HQ hosting the convention every year in Kansas City, MO, why don't we start having Regional Conventions every other year. Corporate will be happy to help support the hosting franchisee financially and with the planning process. This might help having owners and associates, who feel Kansas City, MO is to far to travel on a yearly basis by putting together a local event in their area. Please share your thoughts about this idea by emailing office@drvinyl.com.

Next year, in 2021, we will definitely have a Dr. Vinyl Convention in Kansas City, MO. I can already tell you the theme of this Convention... **50 YEARS OF DR. VINYL & ASSOCIATES.**

50 years! Wow! This sounds crazy to me. Dr. Vinyl is almost 20 years older than I am. And what's even more amazing is how many of you have been part of the Dr. Vinyl family since almost the beginning. We have owners and associates that have been with Dr. Vinyl & associates since more than 20, 30, 40 years. Shout out to y'all. This upcoming convention will be about YOU. It will not only be about our seasoned Dr. Vinyl's though. It will also be about all our newbies and rookies. All together we will keep Dr. Vinyl great over the next 50 years!

I hope to see all of you next year and thanks again to all of you that were part of the 2020 Regional Dr. Vinyl Convention in Asheville, NC and special thanks to Steve Biggerstaff for inviting David and me to this great event. We had a blast!

Sincerely,
Teresa Lang



Cardinal Fabrics

Distributor of Spradling Vinyl for Automotive Marine Residential & Commercial Applications

Jason McCurdy
(704) 996-8306

jason@cardinalfabrics.com

Steve Biggerstaff
(828) 612-6731

steve@cardinalfabrics.com



Mini Con 2020 Vendor - Anita Kasior



Anita Kasior, with Spradling International, Inc heading up a question and answer session with Dr. Vinyl technicians.





Mini Con 2020 Testimonials

Thank you to everyone who organized, shared, demonstrated and supported the Mini Con 2020. It was a very informative convention. Events like this would not be a success without each one of your input and participation. It was extremely beneficial for me. I strongly encourage all owners and associates to take advantage of attending these type of meetings whether it's a regional meeting or the national meeting in Kansas City. Mitchell Reid - Associate - The Cumberland TN

I've been to many trade shows promoting our products to different companies. Dr. Vinyl was the first group I've ever seen were it wasn't all about the individual business owner. Dr. Vinyl members seemed to thrive on sharing their knowledge with each other to ensure everyone can capitalize on success. What a great group of people! Anita Kasior - Spradling International, Inc.





Demonstrations



Mini Con 2020 Certificate Presentations & Luncheon



Mini Con 2020 Attendees



First row L to R: Dylan Biggerstaff, Kristina Biggerstaff, Teresa Lang, David Lang, Mark Leagon,

Second row: L to R: Tammy Williamson, Dustin Williamson, Michael Wallace, Steve Biggerstaff, Amy Cole, Rebecca Croft, Nina Greenfield, Brian Greenfield, Kevin Vane, Greg Struckhoff, Norbert Gonzalez, Oi Gonzalez.

Third Row L to R: John Waldron, Mitchell Reid, Bradley Micol, Josh Hentschel, Chris Hawkins, Jason Cole, Nelson Helms, Jason McCurdy, Dan Lawhorn.

NEWS FROM THE FIELD

BOLO ALERT



We would like for all franchise partners to “Be On Lookout” with your Logan’s Restaurant account receivables. **Thank you to Mitchell Reid, Associate of The Cumberland TN for bringing this to our attention.**

According to wlns.com, the company that owns Logan’s Roadhouse and Old Chicago has filed for [Chapter 11 bankruptcy](#). [CraftWorks Holdings](#), LLC filed the request in a federal court in Delaware Tuesday. The Nashville-based company is asking the court to sign off on an agreement to sell its assets to Fortress Credit Co. LLC. A move that CraftWorks says would reduce its debt by more than 60%, or \$140 million, and free up funding for future investment. As part of the deal, Fortress would give CraftWorks \$23 million in financing to support operations during the bankruptcy process. CraftWorks says despite the restructuring, it will be business as usual at its restaurants and franchisees, with CraftWorks planning to continue to pay its more than 18,000 employees, honor gift cards and loyalty programs and pay vendors during the process.

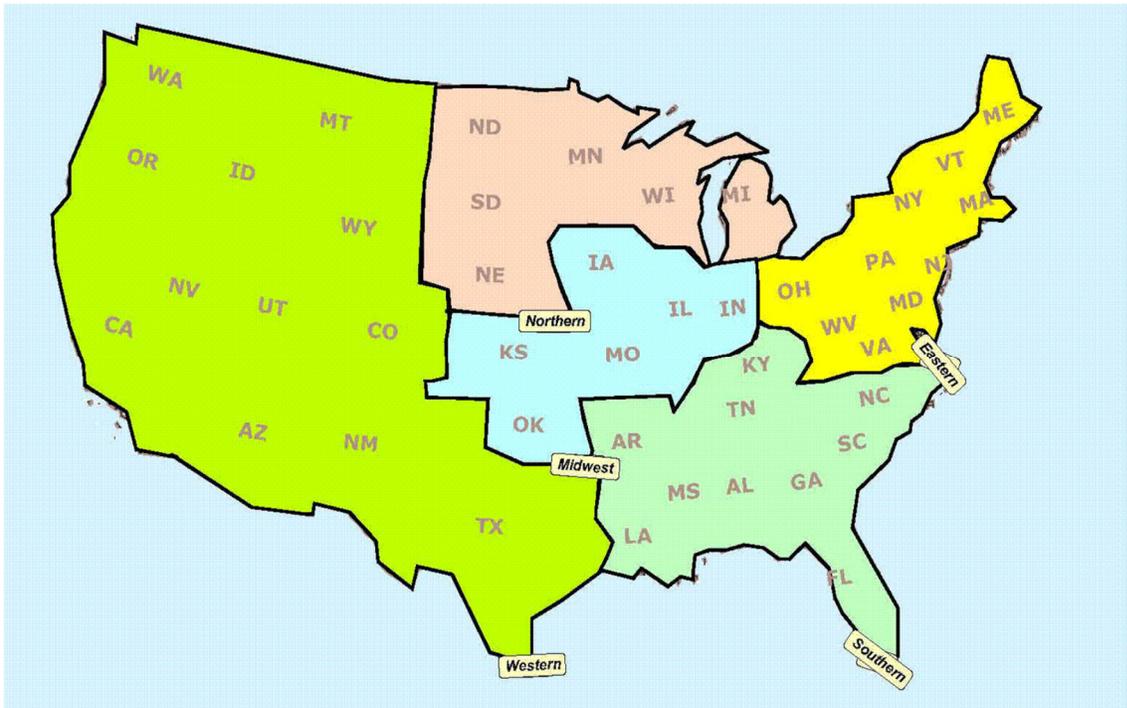
Read More: [Logan's Roadhouse In Portage Files For Bankruptcy](#)

fogit

Dr. Vinyl Partners, we've received multiple calls from technicians wondering if they can market or advertise to customers that Fogit Odor Kits will kill Covid19. Per the manufacturer of the product, Fogit cannot and will not make the claim that it will kill the corona virus. It has not been specifically tested on this particular virus. By making a false claim, you could be putting yourself and your business at risk as well as facing serious legal issues.



**Have you had your best month ever?
Compare your sales with others in your region!**



Top Sales By Region for January 2020

Western	Northern	Midwest	Southern	Eastern
\$32,715.00	\$98,211.00	\$352,748.50	\$129,584.04	\$71,522.01
\$25,005.00	\$57,273.51	\$56,403.00	\$90,068.75	\$43,010.15
\$21,087.50	\$35,972.00	\$54,320.50	\$26,561.00	\$5,985.00
\$19,432.50	\$34,272.67	\$53,766.96	\$18,849.63	\$5,320.00
\$16,940.00	\$26,456.00	\$49,291.00	\$16,514.00	\$5,025.00

February 2020 Interior Training

PAT SPARKS



Pat Sparks joins Letitia Gentry, **Dr. Vinyl of Southeast MO & Southern IL** as an Interior Repair Technician. Prior to partnering up with her husband as a Dr. Vinyl technician, Pat's professional career included being a Optometrist Receptionist , a repair technician at Briggs & Stratton and a Sales Representative for a local company. Pat says she is excited about this new opportunity and looks forward to getting started working with her husband **Dale Sparks** who is also a interior repair technician with Dr. Vinyl of Southeast MO & Southern IL.

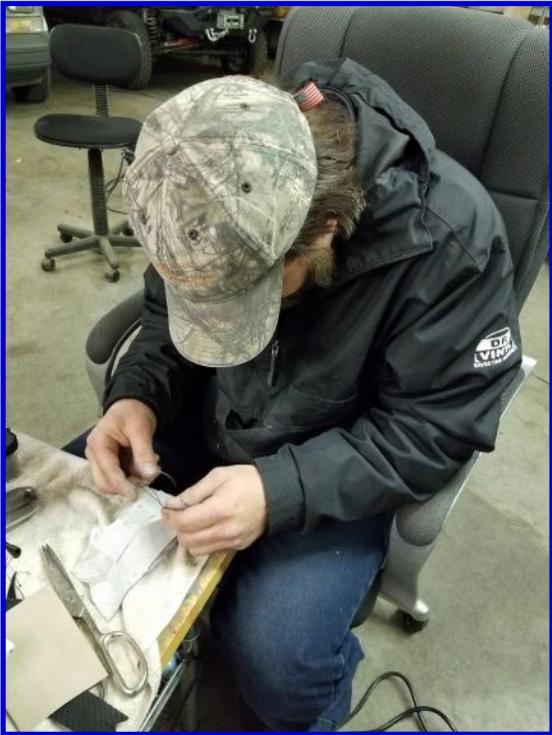
We're glad to have you Pat! Welcome aboard!

DAVID LANG



David Lang, **Auto Paint Repair Trainer for The Doctors Touch**, decided to expand his reconditioning knowledge by taking on the interior repair training course with his wife Teresa at the head of the class. Teresa insured us that he wouldn't be receiving any favoritism while in training. Matter of fact, if he didn't pass her class with flying colors, he could face other consequences. In his spare time, David enjoys fishing, camping and just about anything to do with being outdoors. As most of you are already aware, David and Teresa has relocated to Joplin, MO were they are working as associates for **Don Rahmeier, Dr. Vinyl of Joplin**.

Hope you passed the class David! And Keep up the good work!



PHOTOS FROM THE FIELD

The photos below were submitted by Teresa Lang,
Associate - Dr. Vinyl of Joplin MO.
From Bonded Leather to High Grade Fabric!



Bonded Leather



The local furniture store was extremely disappointed that the leather sectional (bonded leather) begin to flake and peel while on the showroom floor. They asked if Dr. Vinyl of Joplin had a solution to their problem.



Dr. Vinyl of Joplin suggested that they contact the manufacturer and have them send pre-sewn replacement fabric covers to furniture store at a discounted price (leather covers were available for a higher price). The manufacturer did exactly that. David and myself where able to install the new covers.



High Grade Fabric

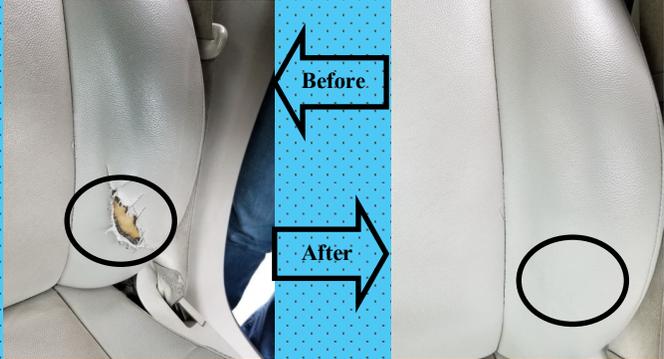
PHOTOS FROM THE FIELD

The photos below were submitted by Teresa Lang,
Associate - Dr. Vinyl of Joplin MO.
Keep'em Coming Teresa!

**Leather Resurface
& Refinish**



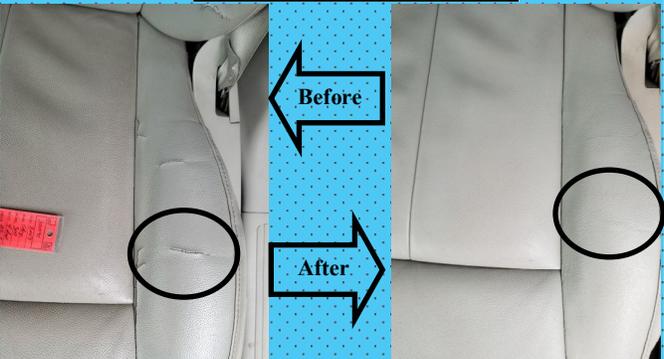
**Leather Repair
Upper Bolster**



**Multiple Burns
On Fabric**



**Leather Repair
Lower Bolster**



PHOTOS FROM THE FIELD

*Submitted by Lori Fultz Van Beek,
Associate - Dr. Vinyl of Central MN
Thanks for the photos, Lori! They look great!*



To properly repair & refinish, I removed damaged trim bezels from center console.

← BEFORE →



Up Close



PHOTOS FROM THE FIELD



Trim bezels completely stripped and primed. Temporary decals applied. Trim is now ready for final topcoat and clear.

*Job Complete!
Another Satisfied Customer!
Courtesy of
Lori Fultz Van Beek
Dr. Vinyl of Central MN*



PHOTOS FROM THE FIELD

The photos below were submitted by **David Samuel, Associate - Dr. Vinyl of Kansas**, showing a curling dash on the 2012-14 Jeep Grand Cherokee. **Very Impressive David! Keep up the good work!**



Individual High Sales

Top 10 Interior Repair Technicians January 2020

JOSEPH OESTERLING	ASSOCIATE OF	DR. VINYL - MICHIGAN	\$20,892.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$19,683.00
TODD LESTER	DR. VINYL OF	CENTRAL TEXAS	\$18,032.50
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$16,940.00
SHANE BARNES	ASSOCIATE OF	DR. VINYL - MICHIGAN	\$16,027.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$15,031.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$14,494.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TN	\$14,349.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$13,800.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TN	\$13,789.38

Individual High Sales

Top 10 APR Technicians January 2020

MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$21,499.40
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$17,650.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$16,520.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$15,685.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$15,200.00
ROB HINSON	ASSOCIATE OF	INDIANAPOLIS IN	\$13,880.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$13,680.00
ERIC SIEFERT	ASSOCIATE OF	INDIANAPOLIS IN	\$12,720.00
RICK ALBERS	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$12,529.92
JEREMY DRINKARD	ASSOCIATE OF	THE PERMIAN BASIN TX	\$12,360.00

Top 5 Upholstery Repair Technicians January 2020

BILL FABER	ASSOCIATE OF	KANSAS CITY MO	\$10,428.00
TAWNIA BARNETT	ASSOCIATE OF	MIDDLE TENNESSEE	\$10,090.00
CLIFTON GENTRY	ASSOCIATE OF	SOUTHEAST MO & SOUTHERN IL	\$9,214.50
AMANDA CHAPMAN	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$9,082.50
MEGAN COCHRANE	ASSOCIATE OF	MIDDLE TENNESSEE	\$8,679.00

Top 5 Paintless Dent Removal Technicians January 2020

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$19,529.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$7,075.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$6,307.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$5,910.00
WES SPRADLIN	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$5,722.00

Top 5 Wheel Repair Technicians January 2020

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$14,398.00
CHRIS HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$12,992.00
CHARLES ARTHUR	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,295.00
MATT BANKEN	ASSOCIATE OF	SOUTHEAST MO & SOUTHERN IL	\$6,045.00
ETHAN GENTRY	ASSOCIATE OF	SPRINGFIELD MO	\$5,024.00



U.S. Small Business
Administration

COVID-19 DISASTER RELIEF INFORMATION FROM THE SBA

Coronavirus (COVID-19) Assistance

If you are inquiring about Coronavirus (COVID-19) assistance, the U.S. Small Business Administration is offering low-interest federal disaster loans for working capital to small businesses in designated areas suffering substantial economic injury as a result of the Coronavirus (COVID-19).

As of March 21, 2020, small businesses located in all 50 states, the District of Columbia, and the U.S. territories of American Samoa, Guam, Northern Mariana Islands, Puerto Rico, and the Virgin Islands are now eligible to apply for SBA Disaster Assistance.

If your business was economically impacted by Coronavirus (COVID-19) you may apply online at <https://disasterloan.sba.gov/ela>. If you are unable to apply online, you may download an application at <https://disasterloan.sba.gov/ela>, under the Loan Information tab.

Completed applications should be mailed to:

U.S. Small Business Administration
Processing and Disbursement Center
14925 Kingsport Road
Fort Worth, TX 76155

To find the latest information related to the Coronavirus please continue to check our website at sba.gov/disaster.

Additional information about our Economic Injury Disaster Loans:

- SBA's Economic Injury Disaster Loans offer up to \$2 million for working capital to help support small businesses overcome the temporary loss of revenue they are experiencing.
- These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact. The interest rate is 3.75% for small businesses and 2.75% for non-profits.
- SBA offers long-term loans up to a maximum of 30 years. Terms are determined on a case-by-case basis, based upon each borrower's ability to repay.
- SBA's Economic Injury Disaster Loans are just one piece of the expanded focus of the federal government's coordinated response, and the SBA is strongly committed to providing the most effective and customer-focused response possible.

If you have any additional questions, please feel free to reach back out to us via email, or call our Customer Service Center at (800) 659-2955. Individuals who are deaf or hard-of-hearing may call (800) 877-8339.

Thank you in advance for your patience,



DR.
VINYL
SAVES TIME AND MONEY



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DOCTORS TOUCH
Auto Paint Repair Express