

# What's Up Doc?

July - August 2020

Dr. Vinyl & The Doctors Touch  
Headline News

## MESSAGE FROM THE CEO

*Dear Owners and Associates:*

*No doubt we all have our struggles with the china virus. This china born pandemic leaves us with uncertainty, doubts and despair. Many owners and associates saw a possible record year blown away.*

*I hope you and your families are healthy and safe, though I know of some of our Dr. Vinyl family who have lost family members due to this terrible plague. Our thoughts are with them.*

*At this point, in the middle of what used to be our best sales part of the year, I'm seeing the decline of sales due to this historic event caused by china. I also know that Dr. Vinyl will come back stronger as ever before once the tide has turned in the favor of all people worldwide.*

*For now the reality demands from me to tell you that there will be no convention in 2021. I just want to be realistic and honest, the financial blow just doesn't allow me to plan the event the way I want to do it.*

*I'm confident that we will have the greatest convention in 2022 where we will celebrate half a century of Dr. Vinyl and a tremendous come back from this recession.*

*Thousands of families worked, build and enjoyed a great lifestyle with Dr. Vinyl the last 50 years. With your support, we will do it another 50 years as we carry on being a small but proud part of the small business backbone of the American economy.*

*Always yours,*

*Richard Reinders*

**The Dr. Vinyl Group**



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**Dr. Vinyl  
Interior Repair  
News**

**The Doctors**



**Touch Auto Paint  
Repair News**

## 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 July, August & September 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.*

<b>FIRST NAME</b>	<b>DR. VINYL/ ASSOCIATE OF</b>	<b>TERRITORY</b>	<b>START DATE</b>	<b>YEARS OF SERVICE</b>
<b>JEFF GREGORY</b>	<b>DR. VINYL OF</b>	<b>WEST CENTRAL MO</b>	<b>7/8/1995</b>	<b>25 Years</b>
<b>MIKE BREND</b>	<b>DR. VINYL OF</b>	<b>SW HOUSTON TX</b>	<b>7/10/2000</b>	<b>20 Years</b>
<b>BRYAN IRVIN</b>	<b>ASSOCIATE OF</b>	<b>SOUTHERN MINNESOTA</b>	<b>7/6/2015</b>	<b>5 Years</b>
<b>RANDY FUERNSTEIN</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS IN</b>	<b>7/13/2015</b>	<b>5 Years</b>



### DR. VINYL RACE CAR "LITTLE PHILLY"

Photo submitted by  
Steve & Jeannie Oakes

Dr. Vinyl of Hampton & Newport News VA



## OCTOBER PARTS SPECIAL

Free Shipping On Any Order Over  
\$1,250.00

Or

5% Off All Orders  
\$500.00 - \$1,249.00

Stock Up For The Fall On This Great Offer!  
**VALID OCTOBER 1ST - 31ST**



## Dr. Vinyl Corporate Contact Information

**Dr. Vinyl Corporate Office Contact Information**  
**Local (816) 525-6060   Toll Free (800) 531-6600   Fax (816) 525-6333**

Receptionist	Receptionist	Extension 100	<a href="mailto:reception-ist@drviny.com">reception-ist@drviny.com</a>
Richard Reinders	CEO	Extension 120	<a href="mailto:richard@drviny.com">richard@drviny.com</a>
Buster Coppage	Franchise Operations	Extension 130	<a href="mailto:buster@drviny.com">buster@drviny.com</a>
Tony Rende	Parts	Extension 140	<a href="mailto:tonyr@drviny.com">tonyr@drviny.com</a>
Teresa Lang	INT Trainer	Extension 150	<a href="mailto:teresa@drviny.com">teresa@drviny.com</a>
David Lang	APR Trainer	Extension 160	<a href="mailto:davidl@drviny.com">davidl@drviny.com</a>
Vickie Borron	Accounts Receivable	Extension 170	<a href="mailto:vickieb@drviny.com">vickieb@drviny.com</a>
Darrell Wirths	Parts	Extension 180	<a href="mailto:dwirths@drviny.com">dwirths@drviny.com</a>
Steve Gwadera	UPH Trainer	(816) 882-2312	<a href="mailto:steveg@drviny.com">steveg@drviny.com</a>

# TELL US

## If you have changed your:

Name, address, phone number,  
email address, etc.



**Dear Franchise Partners,**

It has come to our attention that we've been sending out information via email, text message and mail to associates that are no longer affiliated with Dr. Vinyl. Those same individuals also still have access to the ***Dr. Vinyl Private Website, drvinyl.com email addresses and PPG ColorMobile*** where they can continue to gather information that should no longer be available to them if they are not affiliated with Dr. Vinyl/The Doctors Touch. We would like to make sure that the information we send out only goes to associates that are active partners with the Dr. Vinyl Group.

***Please take a moment of your time to review your records. If you could go back at least 6 months and make a list of any repair technicians that were apart of your team that is no longer with you now and email those names to me ([buster@drvinyl.com](mailto:buster@drvinyl.com)), I will make sure they are no longer in our system. If you prefer to call me directly, that is fine as well. Otherwise, we will unknowingly continue to send them information that they should not receive. In the future, please note that you can inform anyone at corporate headquarters when someone is no longer a part of your team.***

Also, if there are any other changes that we should be aware of such as new team members, new phone numbers or how you wish to receive information from Dr. Vinyl, please let us know.

**Thanks,  
Buster Coppage**

## ***A Side Note From Buster***

As the days get shorter and temperatures gets colder, you may want to start thinking ab out making the most of your work day. Be sure that you've made the necessary product changes for transitioning from the summer months to the winter months. Be sure that your vehicle is up to par for the cold days ahead.



With the current situation of Covid-19 and the uncertainty of what's coming next, make sure you talk to your customers and let them know that you are preparing for the season changes and that you will be there for them. Remember, they are going through these challenging times as well. The more you communicate with your customers, the better it will be for both of you. It's best to be proactive instead of reactive. Get out in front of the situation while you can.

**Below is a small list of products to protect from the cold temperatures that will be coming in a month or so.**

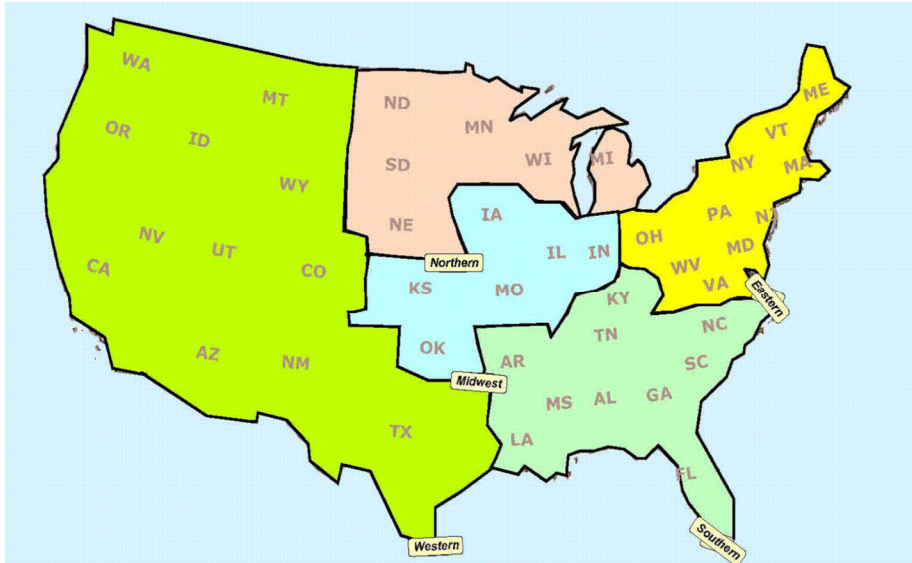
**UNIQUE STITCH  
AIR DRY FILLERS  
VELOUR ADHESIVE  
WHIP-IT & SURFACE PREP  
WATERBASE DYE SYSTEMS  
WATERBASE PAINT SYSTEMS  
CYNOACRALATES & ADHESIVES  
VINYL SIDING REPAIR MATERIAL  
PRIMERS/BODY FILLERS/EPOXIES  
VINYL & LEATHER REPAIR PRODUCTS**

Although this is not a complete listing, keep in mind that any product that contains water is capable of freezing. Most o your solvent-based products will thicken. When products are cold, they are more difficult to use and take longer to cure. If you know of a job that you have to perform, move the necessary products to a warm setting prior to use. This would also include aerosols.

**Have a great fall & winter!  
Stay Safe, Stay Warm & Stay Healthy!**

# US REGIONS

*Did you have your best month ever?  
Compare your sales with the highest in your region.*



## Top Sales By Region for May 2020

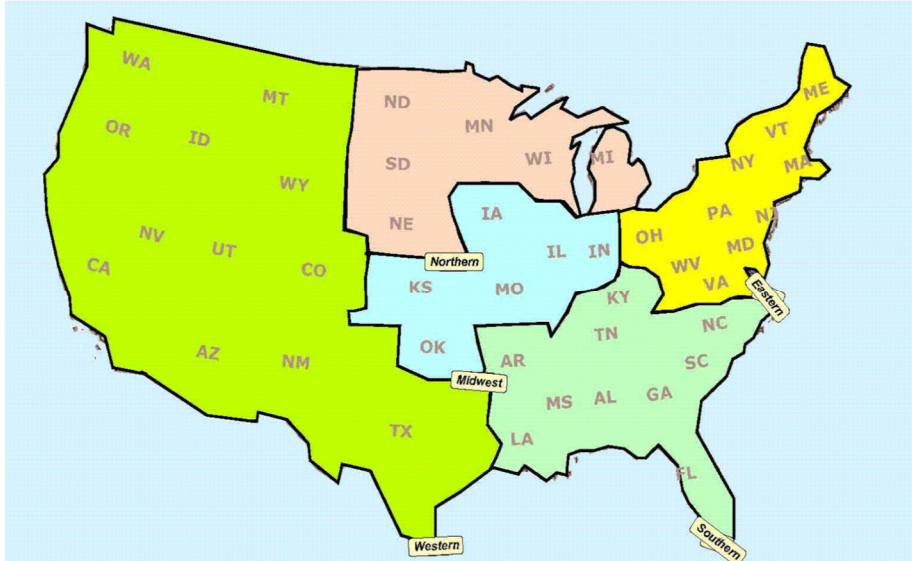
Western	Northern	Midwest	Southern	Eastern
\$26,020.00	\$33,338.00	\$322,983.00	\$104,750.32	\$53,180.15
\$25,449.00	\$25,585.34	\$50,412.00	\$54,748.75	\$31,479.54
\$25,417.86	\$24,044.00	\$44,817.00	\$12,782.00	\$7,570.00
\$15,748.00	\$19,988.00	\$39,165.09	\$10,251.00	\$2,427.65
\$12,285.00	\$19,043.49	\$36,361.00	\$9,550.00	\$2,390.00

## Top Sales By Region for June 2020

Western	Northern	Midwest	Southern	Eastern
\$33,040.00	\$81,184.00	\$407,737.00	\$119,054.00	\$72,443.38
\$25,572.00	\$37,367.00	\$63,675.00	\$91,897.00	\$39,391.70
\$22,174.00	\$32,345.64	\$56,225.00	\$20,145.00	\$6,283.00
\$17,882.50	\$30,825.39	\$54,215.40	\$17,056.00	\$3,350.00
\$14,235.00	\$28,850.00	\$53,621.50	\$16,583.00	\$2,875.00

# US REGIONS

*Did you have your best month ever?  
Compare your sales with the highest in your region.*



## Top Sales By Region for July 2020

Western	Northern	Midwest	Southern	Eastern
\$33,690.00	\$65,690.00	\$419,825.40	\$127,280.35	\$75,631.33
\$30,755.00	\$54,557.00	\$64,473.00	\$89,717.00	\$43,150.40
\$14,089.29	\$42,608.00	\$58,544.40	\$17,400.00	\$6,965.00
\$14,070.00	\$37,632.13	\$46,097.00	\$15,742.07	\$5,080.00
\$13,365.00	\$34,357.00	\$43,867.00	\$15,375.00	\$3,826.40

## Top Sales By Region for August 2020

Western	Northern	Midwest	Southern	Eastern
\$32,228.25	\$70,976.00	\$444,905.00	\$124,615.96	\$71,060.53
\$30,221.00	\$47,620.00	\$66,055.00	\$79,678.75	\$41,114.00
\$11,458.14	\$44,247.01	\$65,928.00	\$16,641.00	\$9,982.50
\$3,570.00	\$32,713.00	\$51,083.30	\$15,256.00	\$5,840.00
\$3,560.01	\$27,006.20	\$46,933.00	\$13,805.00	\$5,572.40



## **DR. VINYL—THE NEXT GENERATION**

**Submitted by Chris Strong (Grandpa), Dr. Vinyl of Western KY**



# ***Congratulations!***

***It's A Girl!  
Maggie James Gentry***



***Congratulations to Ethan & Allie Gentry - Associate - Dr. Vinyl of Springfield MO, on the birth of their daughter Maggie James Gentry. Maggie was born July 15, 2020 at 8:58 p.m., weighing 6 lbs. 12 oz. and 19 3/4" long. Momma, daddy and baby are all doing very well.***

## MAY 2020 Individual High Sales

### DR. VINYL TOP TEN INTERIOR TECHS FOR MAY 2020

MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$14,954.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$14,533.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$13,923.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TN	\$13,328.00
TODD EDWARDS	ASSOCIATE OF	GREEN COUNTRY OK	\$12,798.00
GREG RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$12,528.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$12,285.00
DREW HUBBARD	ASSOCIATE OF	INDIANAPOLIS IN	\$11,599.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$11,073.00
ISRAEL GROBER	ASSOCIATE OF	INDIANAPOLIS IN	\$11,043.00

### DR. VINYL TOP TEN APR TECHS FOR MAY 2020

MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$18,327.74
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$14,860.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$13,385.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$11,895.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$11,625.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$11,625.00
JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA	\$11,547.00
STEVE HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$10,849.00
ERIC SIEFERT	ASSOCIATE OF	INDIANAPOLIS IN	\$10,675.00

## MAY 2020 Individual High Sales

### DR. VINYL TOP FIVE PDR TECHS FOR MAY 2020

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$14,987.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$7,257.50
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$7,130.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$2,800.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$693.75

### DR. VINYL TOP FIVE UPHOLSTERY TECHS FOR MAY 2020

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$12,782.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$5,060.00
MELISSA HUNT	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$4,075.00
CLIFTON GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	\$4,074.00
MARK SEDLACEK	DR. VINYL OF	JOHNSON & LINN COUNTY IA	\$3,145.00

### DR. VINYL TOP FIVE WHEEL TECHS FOR MAY 2020

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$13,492.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$13,348.00
CALEB REED	ASSOCIATE OF	BLUEGRASS KENTUCKY	\$5,251.00
JASON COLE	DR. VINYL OF	BLUEGRASS KENTUCKY	\$5,000.00
MATT BANKEN	ASSOCIATE OF	SOUTHEAST MO & SOUTHERN IL	\$3,740.00

## JUNE 2020 Individual High Sales

### DR. VINYL TOP TEN INTERIOR TECHS FOR JUNE 2020

THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$21,884.00
JOSEPH OESTERLING	ASSOCIATE OF	DR. VINYL - MICHIGAN	\$17,950.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$17,169.00
TODD LESTER	DR. VINYL OF	CENTRAL TEXAS	\$17,082.50
BRIAN GREENFIELD	DR. VINYL OF	GREEN COUNTRY OK	\$14,549.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$14,307.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$14,235.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$13,382.00
TODD EDWARDS	ASSOCIATE OF	GREEN COUNTRY OK	\$13,323.00
CHRIS STRONG	DR. VINYL OF	WESTERN KENTUCKY	\$13,310.00

### DR. VINYL TOP TEN APR TECHS FOR JUNE 2020

JARED SCHORNIC	ASSOCIATE OF	INDIANAPOLIS IN	\$24,525.00
MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$19,610.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$18,195.00
ERIC SIEFERT	ASSOCIATE OF	INDIANAPOLIS IN	\$17,645.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$17,135.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$15,675.00
THERESA WINTER	ASSOCIATE OF	INDIANAPOLIS IN	\$15,060.00
JOHN VOGELSANG	ASSOCIATE OF	INDIANAPOLIS IN	\$13,905.00
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	\$13,545.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$13,328.04

## JUNE 2020 Individual High Sales

### DR. VINYL TOP FIVE PDR TECHS FOR JUNE 2020

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$22,379.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$8,524.90
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$8,217.50
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$7,910.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$585.00

### DR. VINYL TOP FIVE UPHOLSTERY TECHS FOR JUNE 2020

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$15,583.00
BILL MESMER	ASSOCIATE OF	JOHNSON COUNTY KS	\$8,610.00
CLIFTON GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	\$7,706.50
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$7,622.20
NELSON HELMS	ASSOCIATE OF	UNION COUNTY NC	\$5,897.80

### DR. VINYL TOP FIVE WHEEL TECHS FOR JUNE 2020

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$16,722.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$15,255.00
JASON COLE	DR. VINYL OF	BLUEGRASS KENTUCKY	\$10,413.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,027.50
CALEB REED	ASSOCIATE OF	BLUEGRASS KENTUCKY	\$6,643.00

# June 2020 Interior Training



**RYAN ENGLISH**

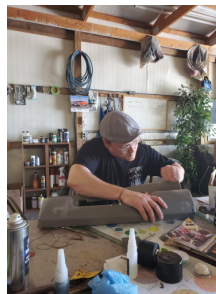
**Ryan English** joins **Christopher Oesterling, Dr. Vinyl of Michigan**, as an interior repair technician. Prior to joining Dr. Vinyl, Ryan was in the I.T. industry. He says he couldn't stand working inside a cubical anymore and is looking forward to the new opportunity. Ryan and his wife Alexandra have one child, Rocco - 2. In his spare time Ryan enjoys spending time with his family and collecting Vinyl Records.

**WELCOME ABOARD RYAN!**

**ERICK HOLT**

**Erick Holt** joins **Shawn Flesher, Dr. Vinyl of The Permian Basin TX**, as an interior repair technician. Erick and his wife Dana have two children, Abby-20 and Mason-16. Erick has 30 years of experience in the electrical field. Erick's hobbies are fish keeping and watching TV.

**GOOD LUCK ERICK!**



# July 2020 Interior Training



**JEFF BOSSE JR**

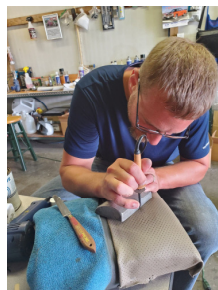
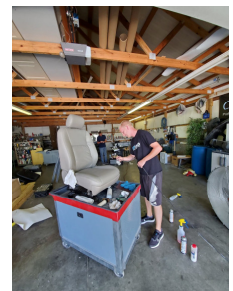
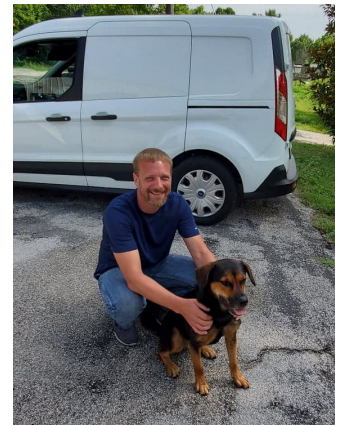
**Jeff Bosse** joins **Curt & Janet Pribble, Dr. Vinyl of Indianapolis**, as an interior repair technician. Jeff is used to working night shifts and is excited for this opportunity to work flexible hours and spend more time with his family. In his spare time he enjoys spending time with his wife Shannon, sports, car shows, hiking and being outdoors.

**WELCOME TO DR. VINYL JEFF!**

**SHAWN BUECHE**

**Shawn Bueche** joins **Christopher Oesterling, Dr. Vinyl of Michigan**, as an interior repair technician. Prior to joining Dr. Vinyl, Shawn was a Medical Assistant working with **Dr. Joseph Oesterling, Dr. Vinyl of Michigan**, in the medical field. Shawn and his wife Erica have two children, Lydia (5) and Marissa (10). In his free time Shawn likes to work on landscaping, videogames and trains.

**GOOD TO HAVE YOU ABOARD SHAWN!**



# July 2020 APR Training

## DAN LARSEN

NO PHOTO  
AVAILABLE



Dan Larsen joins Scott Saari, Dr. Vinyl of Southern Minnesota, as an Auto Paint Repair technician. Prior to joining The Doctors Touch, Dan was in the carpet cleaning business. Dan has two children, Madelyn (18) and Carson (4). Dan says with the way things are going, he thought The Doctors Touch would be a great job to get into. Dan has an extreme passion for hunting, fishing and anything to do with the outdoors.

**Welcome aboard Dan, glad to have you!**

## DYLAN FERGUSON

Dylan Ferguson joins Brian Greenfield, Dr. Vinyl of Green Country OK, as an Auto Paint Repair technician. Dylan worked in the construction industry for 15 years prior to joining The Doctors Touch. He and his wife Ashley have 4 children, Hunter (10), Liam (7), Paris (4) and Baker (4 weeks). He says this was a perfect time to transition into self employment as well as getting the opportunity to expand his work experience. In his spare time, Dylan enjoys sports, riding Harley's and spending time with his family.

**We're excited to have you Dylan, Good Luck!**

NO PHOTO  
AVAILABLE





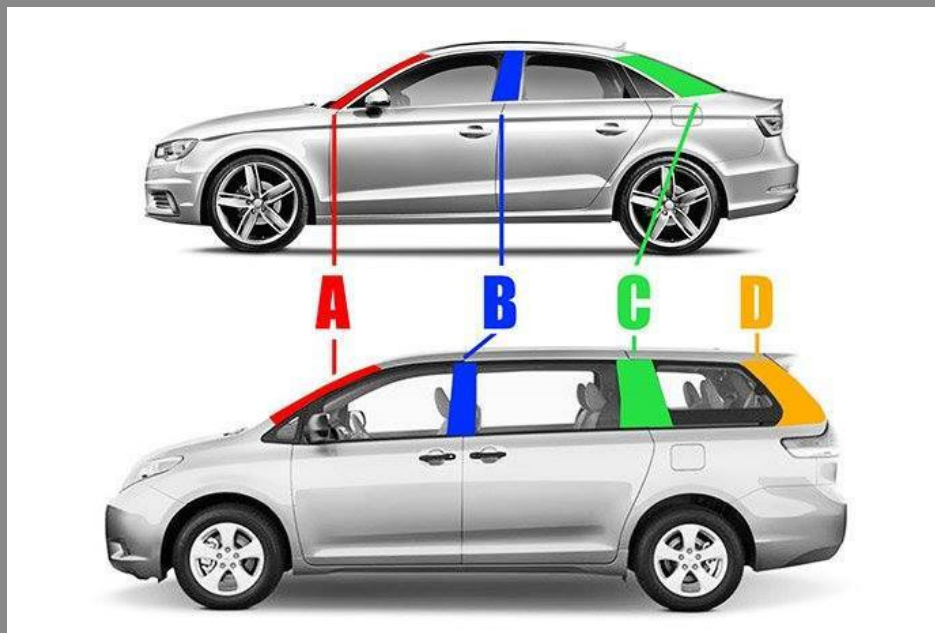
## News You Can Use From The Field

The following information was submitted by **Greg Struckhoff, The Doctors Touch of St. Louis MO.**

### Attention All Automotive Paint Repair Technicians

*For those of you having a hard time locating the Paint Codes on late model GM vehicles, on the 2018 and later models the information plate is located on the driver side B-Pillar.*

**Pillars** are the vertical or near vertical supports of a car's window area, designated respectively as the *A, B, C* or (in larger cars) *D-pillar*, moving from front to rear. **B-Pillar** is the pillar just behind the driver's seat. C-Pillar is the 3rd pillar generally behind the passenger's seat. Any pillars behind that are named with the following letters.



## PPG & TRANSTAR ONLINE PAINT CODE LOOKUP

Every so often we receive calls from Auto Paint Repair technicians needing paint formulas for a vehicle they are working on. Every technician within The Doctors Touch group is either using PPG or Transtar. Both systems are setup for you to lookup paint codes and formulas online from your cell phone as long as you have internet access. If for any reason you do not have access to **PPG ColorMobile** or **Transtar No Mix Color Retrieval System**, please give us a call at Dr. Vinyl Headquarters so we can give you all the information you need to retrieve paint formulas immediately. Don't forget to ask us how you can put this information directly on the home screen of your cell phone for quick access.



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

## ARE YOU SENDING A NEW ASSOCIATE TO TRAINING?

***Before you go thru the expenses of sending a new associate to Joplin, MO or Lees Summit, MO for training of Dr. Vinyl/The Doctors Touch services, please use the checklist below to make sure you have everything covered.***

1. Completed Personal Profile Form.
2. Completed Material Responsibility Form signed by you if applicable (Parts account).
3. Approved vehicle with appropriate decals.
4. Proof of insurance (current certificate).
5. Confirmed lodging accommodations.
6. **Non Compete Agreement signed by franchisee and trainee which must be returned to Dr. Vinyl headquarters prior to training. We will also need a separate Non Compete if trainee works in another franchisee's territory.**
7. Proof that adequate inventory is being provided or purchased.
8. Verification by owner that potential associate has spent minimum of 2 days working with owner prior to training.
9. A phone conversation between training instructor (APR-David Lang or INT-Teresa Lang) and potential associate prior to training.
10. A phone conversation between Buster Coppage and owner regarding sub.
11. List of principal accounts potential associate will be working provided to Dr. Vinyl headquarters

As you are aware, training for **NEW** franchisees and employees/sub contractors is two weeks. We are training in more depth, more hands-on, more color matching. We can not make any exceptions. If a prospective employee/subcontractor won't invest 2 weeks in learning a profitable craft he or she should consider another line of work.

We are very excited about our new training schedule. Please call us if you are thinking about expanding your business. We'll work together to get the best person trained the best possible way.

***If you will keep these guidelines and requirements on file and utilize them to assist you during recruiting, we believe you will find it will save you a good deal of time, and help reduce personnel turnover.***

## JULY 2020 Individual High Sales

### DR. VINYL TOP TEN INTERIOR TECHS FOR JULY 2020

THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$21,089.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$17,845.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$16,418.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$15,953.00
ANDY ALONSO	ASSOCIATE OF	EAST METRO MINNEAPOLIS & ST. PAUL MN	\$15,651.00
DAVID SAMUEL	ASSOCIATE OF	DR. VINYL - KANSAS	\$14,600.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FL	\$14,350.00
ISRAEL GROBER	ASSOCIATE OF	INDIANAPOLIS IN	\$14,096.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$13,365.00
RICK LUSHIN	ASSOCIATE OF	INDIANAPOLIS IN	\$12,922.00

### DR. VINYL TOP TEN APR TECHS FOR JULY 2020

JARED SCHORNICKE	ASSOCIATE OF	INDIANAPOLIS IN	\$24,100.00
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	\$22,135.00
MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$20,602.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$20,395.00
JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA	\$18,064.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$15,654.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$14,675.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$14,670.40
ROB HINSON	ASSOCIATE OF	INDIANAPOLIS IN	\$14,055.00
THERESA WINTER	ASSOCIATE OF	INDIANAPOLIS IN	\$14,000.00

## JULY 2020 Individual High Sales

### DR. VINYL TOP FIVE PDR TECHS FOR JULY 2020

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$21,998.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$8,295.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$7,952.50
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$6,160.00
WES SPRADLIN	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$3,916.00

### DR. VINYL TOP FIVE UPHOLSTERY TECHS FOR JULY 2020

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESEE	\$9,411.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$7,495.00
BILL FABER	ASSOCIATE OF	KANSAS CITY MO	\$6,448.00
DOUG MCKAIG	DR. VINYL OF	SOUTH METRO DENVER CO	\$3,929.57
MELISSA HUNT	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$3,552.50

### DR. VINYL TOP FIVE WHEEL TECHS FOR JULY 2020

CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$16,949.00
JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$15,740.00
JASON COLE	DR. VINYL OF	BLUEGRASS KENTUCKY	\$7,452.00
CALEB REED	ASSOCIATE OF	BLUEGRASS KENTUCKY	\$6,948.00
KEVIN VANE	DR. VINYL OF	THE SHORE DELAWARE	\$4,700.00

## AUGUST 2020 Individual High Sales

### DR. VINYL TOP TEN INTERIOR TECHS FOR AUGUST 2020

THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$22,797.00
BRIAN GREENFIELD	DR. VINYL OF	GREEN COUNTRY OK	\$20,442.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$19,763.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$16,679.00
MARK GIANNOLA	ASSOCIATE OF	JOHNSON COUNTY KS	\$15,029.00
RICK LUSHIN	ASSOCIATE OF	INDIANAPOLIS IN	\$15,008.00
JOSEPH OESTERLING	ASSOCIATE OF	DR. VINYL - MICHIGAN	\$13,025.00
GREG RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$12,876.00
CHRIS STRONG	DR. VINYL OF	WESTERN KENTUCKY	\$12,310.00
PHIL NEUMEIER	ASSOCIATE OF	INDIANAPOLIS IN	\$12,140.00

### DR. VINYL TOP TEN APR TECHS FOR AUGUST 2020

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$33,065.00
MARCELLO DIAS	ASSOCIATE OF	NORFOLK COUNTY MA	\$20,614.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$19,710.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$18,395.00
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	\$17,660.00
JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA	\$15,946.00
ROB HINSON	ASSOCIATE OF	INDIANAPOLIS IN	\$14,805.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$14,705.00
GREG STRUCKHOFF	DR. VINYL OF	ST. LOUIS MO	\$14,220.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$14,193.00

## AUGUST 2020 Individual High Sales

### DR. VINYL TOP FIVE PDR TECHS FOR AUGUST 2020

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$21,626.00
WES SPRADLIN	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$14,751.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$7,312.50
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$6,890.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$6,455.00

### DR. VINYL TOP FIVE UPHOLSTERY TECHS FOR AUGUST 2020

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$13,532.00
RON EDMONDSON	DR. VINYL OF	SE CHARLOTTE NC	\$12,390.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$6,830.00
CLIFTON GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	\$6,060.00
DOUG MCKAIG	DR. VINYL OF	SOUTH DENVER METRO CO	\$3,560.01

### DR. VINYL TOP FIVE WHEEL TECHS FOR AUGUST 2020

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$14,124.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$14,024.00
JASON COLE	DR. VINYL OF	BLUEGRASS KENTUCKY	\$8,592.00
CALEB REED	ASSOCIATE OF	BLUEGRASS KENTUCKY	\$8,049.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$5,339.50



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