

What's Up, Doc?

July 2022



PLAN EARLY FOR THE 2023 DR. VINYL CONVENTION

by Richard Reinders



Dr. Vinyl Interior Repair News



The Doctors Touch Auto Paint Repair News



Good Day To All:

Convention News? Is it a little early for that you might ask. The short answer for that is NO, it's never too early for planning a Dr. Vinyl convention! It's been three long years since we've been able to come together for our national event. Our thinking was to put the information out there early and often for you to see so you can make plans to attend. Below is a preliminary draft at what's on the agenda. Of course the listing below is subject to change as we get closer to showtime, but you can count on most of this to occur. Convention 2023 will give you the opportunity to meet all the new owners and associates that joined the system since 2019. We sincerely hope that all Dr. Vinyl partners will be able to attend. We have secured the Marriott Hotel near KCI Airport to host the event. **Convention dates are Thursday March 9th through Saturday March 11th, 2023.**

CEO of Invoice ASAP Presenting - The Dr. Vinyl Invoice ASAP App

Dr. Vinyl Mini Warehouse

New Products from Auto Refinishing Distributors

New products & a New approach to Interior Repairs

New Products and Demonstrations from Viper Products

Ongoing Demos by Multiple Dr. Vinyl Technicians & Teresa Lang

Huge opportunities with Vinyl Siding & Vinyl Window Repair

New Product - Featuring Dash Replacement Overlays by David Lang

Inside this issue:

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PPG Representatives will be on hand to discuss:

Change in paint formulations & new products

Getting the most out of PPG ColorMobile software

Market Outlook for Mobile Auto Paint Repair Services

Ongoing Auto Paint Repair demonstrations

The Secret to Wheel refinishing - By Dr. Vinyl of The Cumberland Tennessee

Retire and Sell Your Franchise - By Leonard D. Vines and Richard Reinders

Miscellaneous Sewing Techniques & Demos - Multiple Upholsters

How to secure large upholstery contracts with casinos - By Brian Greenfield

Health & Safety - Products We Use Daily - Dr. Joseph Oesterling, MD - Dr. Vinyl of Michigan

CONVENTION 2023

YOU DON'T WANT TO MISS IT!

A little bit of this, A little bit of that!

Hello franchise partners. Hope all is well with everyone. We have reached the dog days of summer and if the last couple of months was any sign, August and maybe even a part of September is going to be a little toasty out there. Remember, **SAFETY FIRST!** Drink plenty of water, and if you are feeling tired or weak, get out of the heat and cool down. For some of you in the Midwest and Southeastern states, you've also been hammered with heavy rains and flooding. We sincerely hope that you and your families are safe and out of harms way when it comes to mother nature.

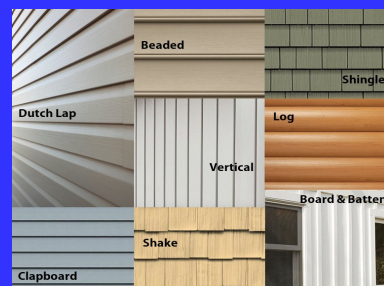
I continue to receive calls regarding the next subject. Some are from new associates that are not familiar with the process so I will repost this article regarding the top ten listing that is published in each edition of the "What's Up Doc? Newsletter. The top ten producing technicians per service (*One Man - One Van*) was created to recognize those individuals with outstanding sales in each category. It would also get other technicians wondering about how one individual could accomplish sales of that magnitude. Thus, generating a phone call from one technician to another. Are you working longer hours? Are you charging higher prices? Are you doing something that I should be doing? It has been a great tool, and we certainly want to continue to recognize it. There are some that feel the numbers are misleading. I can assure you that the numbers posted in the newsletter come directly from recaps that are submitted by the franchise owner on a monthly basis. But to keep it fair and honest, the following rules must apply:

- 1. The franchise owner must separate sales by service, instead of lumping everything together. If you do not separate your sales, you or your associate will not be recognize as one of the top producing technicians.**
- 2. The top ten producing technicians is indeed, One Man - One Van. Two individuals working together do not qualify for the top ten listing.**
- 3. If you do not wish to have your numbers publish, simply contact Buster Coppage.**

If you have any other suggestions regarding the Top Ten, please do not hesitate to call. Keep up the great work and finish up the 3rd quarter of the year with outstanding sales & service! We appreciate each and every one of you!

Sincerely,
Buster Coppage

Vinyl Siding, Vinyl Windows, Vinyl Floors, Linoleum Floors, Shower & Tub Inserts



Take Full Advantage of this
HUGE Profit Center!

Learn the proper way to Repair and Refinish these items and
watch your business GROW!

*Homeowners, Contractors, Insurance Companies, RV Dealers all
need your service when these items become damaged.*

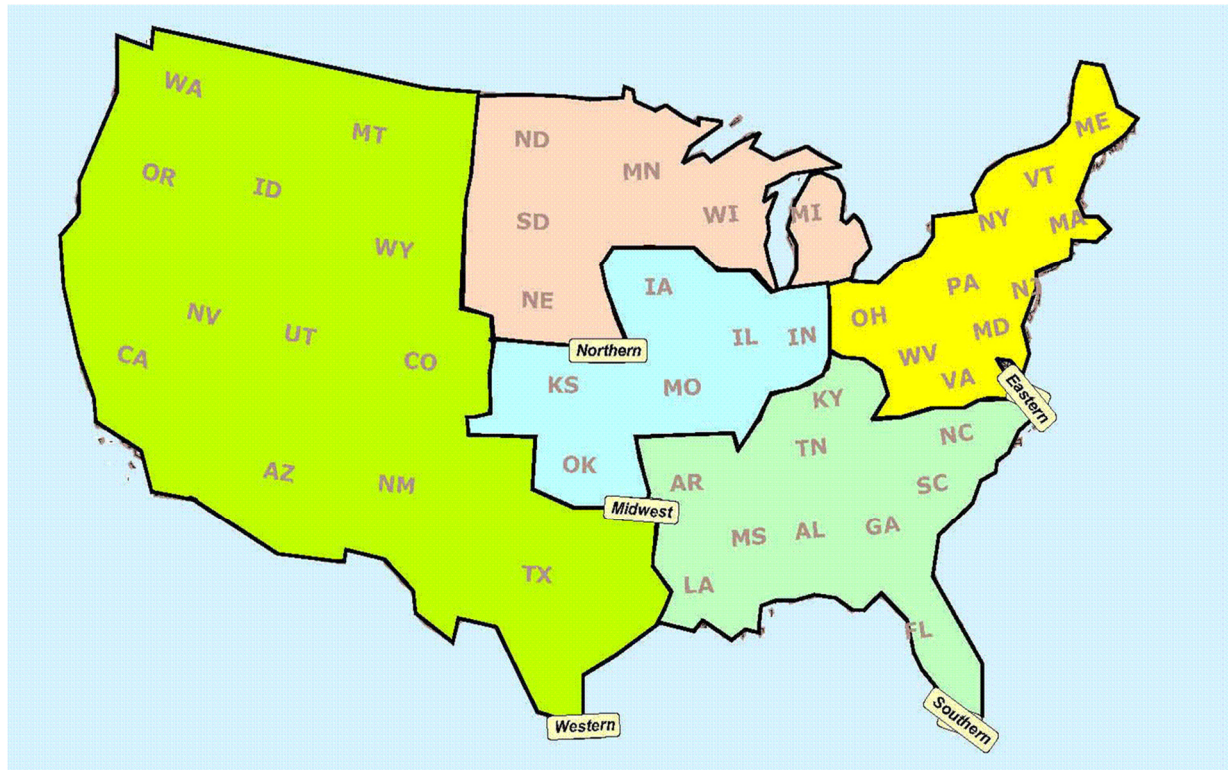


Contact the Dr. Vinyl training
department for more information on
available training dates.
800-531-6600



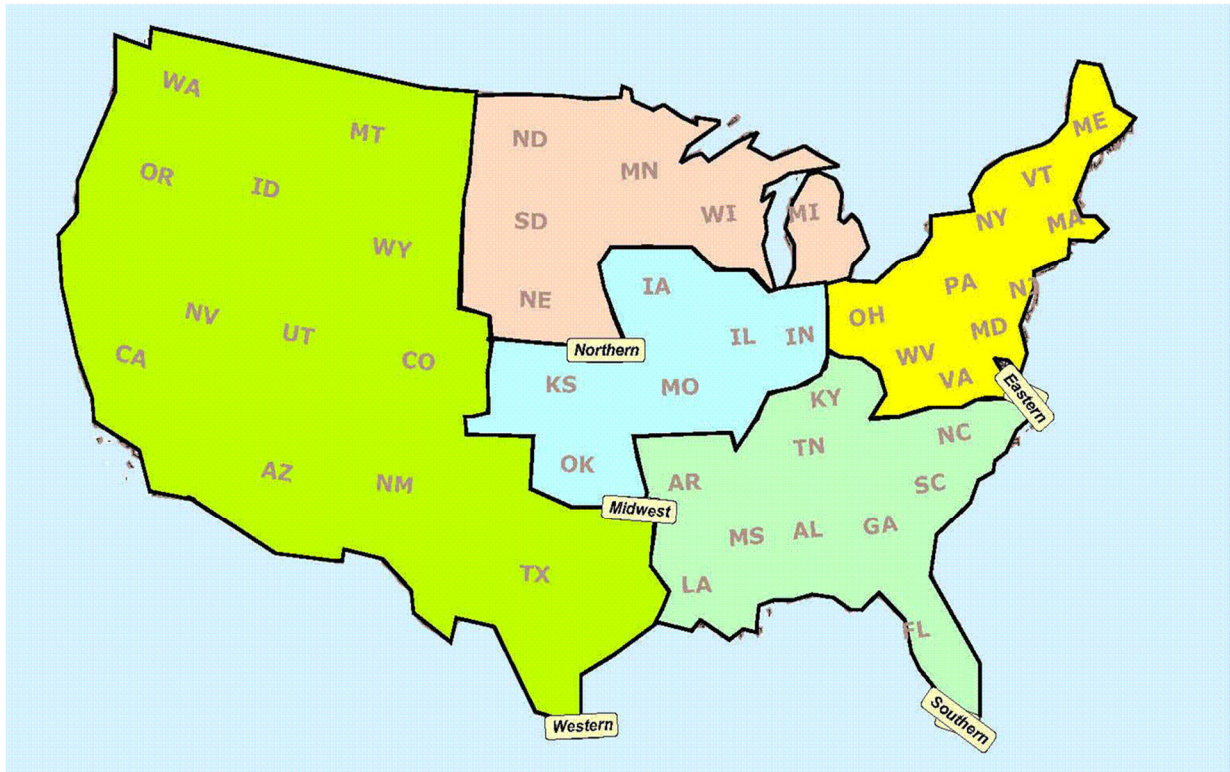
We Want to Hear From You!

This month's "What's Up, Doc" features a couple articles submitted to us by franchise owners and associates. We are always excited to hear from franchisees. 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 email buster@drviny.com or call HQ and ask for Buster.



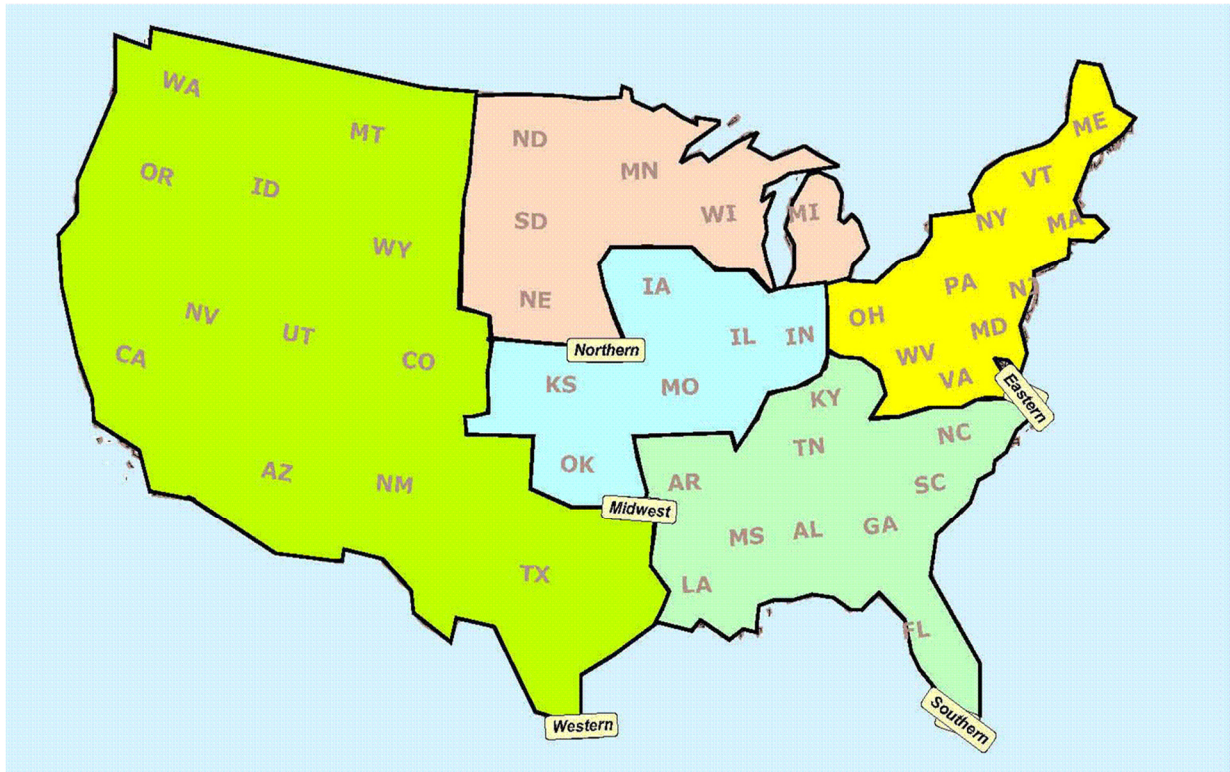
APRIL 2022 Sales By Region

Western	Northern	Midwest	Southern	Eastern
\$54,317.00	\$78,040.00	\$418,496.88	\$195,934.06	\$83,370.92
\$40,142.68	\$41,185.49	\$100,591.00	\$88,743.56	\$8,734.95
\$28,911.00	\$40,088.00	\$66,335.00	\$37,239.53	\$4,625.00
\$26,410.00	\$31,181.00	\$49,745.00	\$20,125.00	
\$25,570.00	\$25,137.00	\$49,373.00	\$17,467.00	



MAY 2022 Sales By Region

Western	Northern	Midwest	Southern	Eastern
\$56,071.50	\$80,780.00	\$436,304.00	\$224,493.44	\$80,077.43
\$52,572.63	\$42,468.00	\$79,019.00	\$91,950.70	\$11,680.00
\$29,865.00	\$36,149.00	\$61,899.00	\$28,457.00	\$10,198.00
\$28,010.00	\$30,024.00	\$57,909.25	\$17,093.00	\$4,410.00
\$15,719.50	\$28,824.00	\$56,126.00	\$15,167.00	



JUNE 2022 Sales By Region

Western	Northern	Midwest	Southern	Eastern
\$73,137.00	\$92,890.89	\$520,778.21	\$212,546.66	\$93,216.26
\$37,602.88	\$83,095.00	\$96,778.50	\$112,864.05	\$11,930.50
\$31,800.00	\$38,691.00	\$73,232.00	\$35,387.00	\$4,230.00
\$28,315.00	\$35,889.00	\$62,397.46	\$22,608.00	
\$13,650.00	\$30,382.00	\$57,131.46	\$17,830.00	

Anniversary Date Recognition

Each publication of the “What's Up Doc?” newsletter, we would like to recognize those individuals who’s 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 months of May, June, July & August 2022, 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.

<i>Name</i>	<i>Category</i>	<i>Area</i>	<i>Class of</i>	<i>Years in Business</i>
<i>Marilyn Hancock</i>	<i>Associate of</i>	<i>Omaha NE & Council Bluffs IA</i>	<i>June-87</i>	<i>35 Years</i>
<i>Wes Spradlin</i>	<i>Associate of</i>	<i>Omaha NE & Council Bluffs IA</i>	<i>June-92</i>	<i>30 Years</i>
<i>Mike & Tracey Giannola</i>	<i>Dr. Vinyl of</i>	<i>Independence & Blue Springs MO & Johnson County KS</i>	<i>June-92</i>	<i>30 Years</i>
<i>Gary Pennington</i>	<i>Dr. Vinyl of</i>	<i>Northland MO</i>	<i>June-97</i>	<i>25 Years</i>
<i>Mario Leon</i>	<i>Dr. Vinyl of</i>	<i>East Metro Minneapolis & St. Paul MN</i>	<i>July-02</i>	<i>20 Years</i>
<i>Steve Hubbard</i>	<i>Associate of</i>	<i>Indianapolis IN</i>	<i>August-02</i>	<i>20 Years</i>
<i>Rick Lushin</i>	<i>Associate of</i>	<i>Indianapolis IN</i>	<i>July-07</i>	<i>15 Years</i>
<i>Cameron Watson</i>	<i>Associate of</i>	<i>Catawba Valley NC</i>	<i>June-17</i>	<i>5 Years</i>
<i>Todd Edwards</i>	<i>Associate of</i>	<i>Green Country OK</i>	<i>June-17</i>	<i>5 Years</i>
<i>Shane Barnes</i>	<i>Associate of</i>	<i>Dr. Vinyl - Michigan</i>	<i>July-17</i>	<i>5 Years</i>
<i>Chris Oesterling</i>	<i>Dr. Vinyl of</i>	<i>Dr. Vinyl - Michigan</i>	<i>July-17</i>	<i>5 Years</i>
<i>Dr. Joe Oesterling, MD</i>	<i>Dr. Vinyl of</i>	<i>Dr. Vinyl - Michigan</i>	<i>July-17</i>	<i>5 Years</i>

WHAT'S BEING DISCUSSED IN THE DR. VINYL FORUMS?

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DR. VINYL FORUMS

Sharing Your Post of Wisdom

Owners and Associates,

Techs and Owners,

Recently I have spoken with several techs who have told me some tricks they use that have been of great help to me. I believe these techs intended for me to pass this information onto to others for their benefit. All of these techs have the same unique and desirable qualities. Those qualities are their intent to help others and pass along knowledge which they have come across in their travels in this life we call Dr. Vinyl. The funny thing is all three of them called me with their "tricks" during the same week. I didn't think much of it then, but I have always been a slow study. This epiphany eventually came to me. These techs were intentionally giving me pearls of wisdom with the hope that I would pass it on. The only problem is how to pass this information on to ALL the other techs. If I had been quicker and wiser, I would have told them of a great way to get their tricks out to all Dr. Vinyl's. The information highway I am speaking of is the **Dr. Vinyl Forums on our very own private website**. Since I failed to tell them this when we were on the phone, I will take it upon myself to share their information with you now.

One of our techs, **Coleman Hawkins, Associate - The Cumberland TN**, made me aware of a much-needed service his customers have been allowing him to do. It is a very simple but profitable one. It is refinishing rusty trailer hitch receivers. At the first dealership he did 10 hitches at \$48 each in 45 minutes! At the next one he did 14 hitches. That is about \$1,150 in under 3 hours time. I started to notice the rust on hitches at my dealerships and thought "I sure wish Coleman was here". Then I realized I could do the same thing. It was as easy as refinishing rusty wiper arms. I already had everything I needed to do this repair. Then I started seeing them on every lot I worked. While you might think that hitches are only on trucks, I am here to tell you they are on SUV's as well as cars. A little cleanup and refinishing and they look brand new. Coleman calls this "Gettin' Rich on the Hitch!!!" Coleman is never one to shirk away from work or making money. We can all learn something from this Young Gun!

Another one of our Techs, **Bruce Dockery, Associate - The Cumberland TN** told me of some difficulty he had starting a perforated leather repair because the tear went to a seam in the seat. He used some carpet tape on the underside of the perforated leather to hold it long enough that he could get leather filler to cure and hold in the damaged area and then proceed to finish the repair by our normal procedures. Sometimes all you need is a little ingenuity to get past a difficulty. I call Bruce "**The Innovator**" because when faced with a situation where some would say "It can't be done", Bruce finds a way. That is Innovation!

The third tech is from another Franchise, and I have to admit that he is really more than just a tech. He is **Bill Hubbard, Associate - Indianapolis IN**. For those of you who know Bill you know what I mean. He is more of a legend. We were talking one day when he hit me with this idea that has made things so much easier when dealing with scratches in plastic. Many of you are probably familiar with heating up plastic to minimize the scratches that are so prevalent in cargo areas, center consoles, door panels, near ignition switches, etc. In black or really dark gray plastics with deeper scratches or heavily discolored areas I would

WHAT'S BEING DISCUSSED IN THE DR. VINYL FORUMS?

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have to take some extra time to mix up a color to redye. While this would redye the area it would not camouflage the extra damage as well as I would like. Bill let me know something that he has been doing that not only redyes these areas but also helps to disguise the more damaged plastic. It is **Satin Black Chip Guard (item #39813)** in an aerosol can. You can shoot it straight on the affected area if you need heavy texture or heat up the can to make the texture finer. I am here to tell you it works so well! I have been able to hide more damage and make things look much better than prior to this info. I would highly recommend this to any interior tech. Thank you, Bill! I am forever in your debt..

If you have any tips or tricks you use during your Dr. Vinyl work week, please share these on the Forums so all of us may learn from you. It has been so long since we've been able to get together at a Convention. There is no need to wait to share your knowledge. The Forums give us a way to share things NOW! If you've never been on the Dr. Vinyl Website or looked at the Forums, please call Buster Coppage at the Corporate Office (816) 525-6060 Ext. 130. Buster has been able to get even the least tech savvy guy, myself, on them. If I can navigate the site, then rest assured you can as well.

We in the field eagerly await your Posts of Wisdom on the Forums.

Sincerely,
Mitchell Reid
The Wandering Upholsterer
"All Who Wander Are Not Lost"

****Disclaimer****

Some of the information in this article may not be "New Information" to many of the veteran franchise associates, however, it is "Excellent Information" for many of the newer technicians that were not trained by Dr. Vinyl corporate trainers.



HAVE'NT RECEIVED TEXT OR EMAIL FROM DR. VINYL IN A WHILE?

Dr. Vinyl sends information out on a regular basis. Either we do not have your correct email information or you are not setup in our system to receive text messages on your cell phone. Either way, give us a call so we can correct the problem. If it's coming from Dr. Vinyl, it's something pertaining to your business. Let us help you stay informed!

Individual High Sales 2022

Top 10 Interior Repair Technicians April 2022

CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$27,603.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$25,570.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$24,419.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$23,961.00
BRIAN GREENFIELD	DR. VINYL OF	GREEN COUNTRY OK	\$17,746.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$17,447.00
KYLE ROBERSON	ASSOCIATE OF	THE CUMBERLAND TN	\$17,204.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$16,970.00
AUSTIN RATLIFF	ASSOCIATE OF	GREEN COUNTRY OK	\$16,750.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$15,499.00

Top 5 Upholstery Repair Technicians April 2022

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$37,239.53
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$9,628.00
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$9,135.00
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$5,540.00
MELISSA HUNT	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$4,765.47

Individual High Sales 2022

Top 10 Auto Paint Repair Technicians April 2022

RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$25,108.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLANDS TN	\$24,772.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$24,082.80
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLANDS TN	\$18,115.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$17,945.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$17,131.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$16,995.00
DYLAN FERGUSON	ASSOCIATE OF	GREEN COUNTRY OK	\$15,925.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$15,635.00
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	\$13,910.00

Top 5 Paintless Dent Removal Technicians April 2022

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$20,720.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$6,794.50
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$5,410.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$5,031.56
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$3,875.00

Individual High Sales 2022

Top 5 Wheel Repair Technicians April 2022

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$18,048.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$17,480.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$11,028.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$10,310.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$6,439.00

TIP FROM THE FIELD

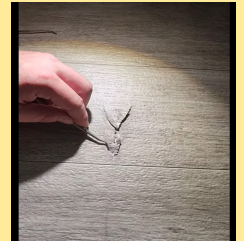
Linoleum Floor Repair

by Austin Ratliff Associate-Green Country OK!

Hello fellow Dr. Vinyl partners:

I have received a couple calls about linoleum floor repairs and decided to make a quick video explaining my process to share with Dr. Vinyl technicians. I understand you can't see the video in the newsletter so therefore and I have uploaded the video though YouTube. The following link is private. Please do not share with anyone outside of Dr. Vinyl.

<https://youtu.be/FfHv9bOHg08>



Excellent Video! Thank you Austin for sharing!

These photos were submitted by Dr. Joe Oesterling, MD – Dr. Vinyl of Michigan

From This



To This



Another Successful Surgery!

Photos From Interior Training Department

By Teresa Lang

Below are photos of a King Ranch seats that were repaired & refinished by July Interior Trainees.



How often do you tell a family member, friend or coworker about a successful accomplishment? We would love to share your tips and success stories with other associates in the field.

Do you have pictures of a great repair or a aftermarket installation you've done? Maybe you put decals on a new van you're particularly proud of? Or maybe you came up with a great idea on how to organize your tools and supplies in your work vehicle? Send them to us and we'll publish it in the What's Up Doc Newsletter!

We are 100% for sure this happens more often than not...

- ♦ *Honey, I landed a huge account today that I've been working on for three months!*
- ♦ *Hey boss, I fixed a leather seat that was an absolute mess and it came out perfect!*
- ♦ *A lady came to me stating she wrecked her husbands brand new Escalade and the bumper was totally caved in on the corner. After working on it for two hours, my repair was undetectable and she was totally amazed! Come to find out, her father is the owner of a huge local car dealership and she is going to put in a good word for me.*

We LOVE to hear these stories. Not only are they good to hear, but they actually help motivate and encourage others. Beginning with this newsletter, we will keep records throughout the year on tips & ideas that are shared in the What's Up Doc Newsletter and the Dr. Vinyl Forums on the private website www.drvinyl.com/members (username and password required). During the 2023 Convention, we will vote on the best tip or most valued story and present a prize or award to that associate. Who knows, your idea or story could be the big winner. You can't win if you don't share submit your idea or story .



June 2022 Auto Paint Repair Training

Alex Bernier



Alex joins Scott Saari, Dr. Vinyl of Southern MN, as an Auto Paint Repair technician. Prior to joining The Doctors Touch, Alex worked in all facets of the restaurant industry. She worked as a server, a bartender, as well as a manager at multiple restaurants & bars in the Minnesota area. In her spare time, Alex enjoys painting, drawing, yoga, cooking, bartending, animals and just being outdoors.

That's Awesome Alex, welcome aboard!

July 2022 Auto Paint Repair Training

Emmanuel Bernal Jr.



Eman joins Jacob Morris, Dr. Vinyl of Northern TX, as an Auto Paint Repair technician. Prior to joining The Doctors Touch, Eman worked for Amazon & Textron Aviation. Eman & his wife Torrey have two children, Zane (1-1/2) and Zion (1-1/2). Eman says joining Dr. Vinyl will allow him the opportunity to earn a good living with a flexible work schedule so he can spend quality time with his two newborns. When time allows, Eman enjoys working out, playing games, DIY projects and time with family!

Congratulation Eman, welcome aboard!

“Energy and Persistence Conquer All Things.”



ARE YOU LOOKING TO SEND A NEW ASSOCIATE TO TRAINING?

Before you go through the expenses of sending a new associate to training for Dr. Vinyl/ The Doctors Touch services, please use the checklist below to make sure you have everything covered.

Eligibility for Training:

The following criteria **must** be met before we schedule a franchisee's subcontractor/ employee for training.

1. Completed **Personal Profile Form**.
2. Copy of **Independent Contractor Agreement** between you and subcontractor.
3. Completed Material Responsibility Form signed by you, if applicable (**Parts account**)
4. Approved vehicle with appropriate decals.
5. Proof of insurance. (**Current Certificate**)
6. Confirmed hotel accommodations. (We recommend the **Drury Inn & Suites, Joplin, MO**)
7. **Non-Compete agreement signed by franchisee and associate** and returned to Dr. Vinyl headquarters prior to training. We will also need a separate Non Compete if contractor works in another franchisee's territory.
8. Proof that adequate inventory is being provided or purchased.
9. Verification by owner that potential associate has spent minimum of 2 days working with owner prior to training.
10. A phone conversation between training instructor (APR - David Lang or INT - Teresa Lang) and potential associate prior to training.
11. A phone conversation between Buster Coppage and owner regarding new associate.

As you are aware, training for **NEW** franchisees and employees/ subcontractors is two weeks. We are doing more hands-on, in-depth training with 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.

Please call us if you are thinking about expanding your business. We'll work together to get the best person trained in 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 great deal of time, and help reduce personnel turnover.

Dr. Vinyl & Associates



June 2022 Interior Training

Bruce Bieber



Lets give a warm welcome to **Bruce Bieber**. Bruce is the latest franchisee to join the Dr. Vinyl family. Bruce's franchise will be known as **Dr. Vinyl of Rhode Island**. Prior to joining Dr. Vinyl, Bruce professional background was in Stem Cell sales. Bruce says he is so excited to finally be able do some creative work. In his spare time, Bruce enjoys making music, golfing and sitting on the beach enjoying a ice cold beverage!

Welcome to The Dr. Vinyl Group!



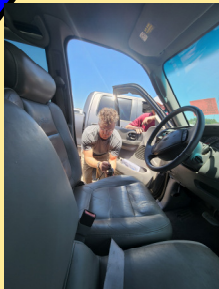
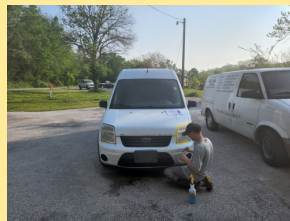
Joseph Holmes



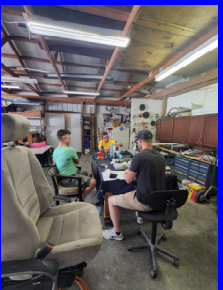
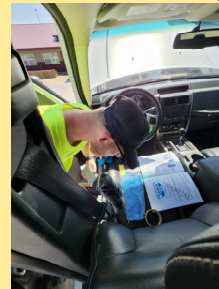
Joseph Holmes joins **Clifton Gentry, Dr. Vinyl of Southeast MO & Southern IL**, as an Interior Repair Technician. Prior to joining Clifton's franchise, Joseph was a wildland firefighter. He's also experienced in home restoration. Joseph and his wife MaeKaylah feels this new experience with Dr. Vinyl will provide a great opportunity for their family. In his spare time Joseph enjoys hiking, fishing, camping and cooking.

We're glad to have you Joseph!
We wish you nothing but the best!

"The ladder of success is best-climbed by stepping on the rungs of opportunity." - Ayn Rand



June
Training
Photos





June 2022 Interior Training

Mark P. Smith



Mark Smith joins **DeShawn Winston, Dr. Vinyl of Las Vegas**, as an Interior Repair Technician. Mark & his wife Julie have two children, Matt (36) and Nick (34). Mark has worked in the auto industry for many years and he's very familiar with Dr. Vinyl services particularly in the Kansas City area. He said he utilized Dr. Vinyl services in the past but he never imagined he would actually be a Dr. Vinyl service technician himself. In his spare time, Mark enjoys boating and cars!

**It's A Small World Mark!
Glad to have You!**

Ryan Pruitt



Ryan Pruitt joins **Brian Greenfield, Dr. Vinyl of Green Country OK**, as an interior repair technician. Prior to joining Dr. Vinyl, Ryan was in the manufacturing business. He and his wife Brandy have 2 children, Berkley (5) and Finnley (1). Ryan says this is a great time to join the business because he was looking for a change and ready to move on from the manufacturing industry. In his spare time, Ryan enjoys volleyball, basketball and playing with his kids as much as possible.

**Welcome aboard Ryan!
Good Luck!**

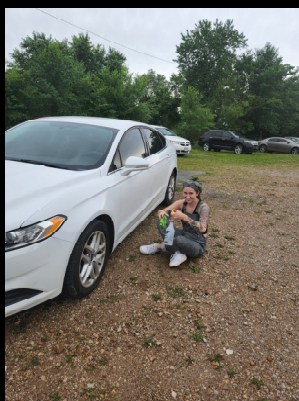
Cameron Cockrum



Cameron joins **Raymond Scott, Dr. Vinyl of Springfield, MO** as an Interior Repair Technician. Cameron has 8 years of experience of professional detailing with automobiles so this line of work is right in his wheel house. Cameron and his wife Abigail have two children, Kane (5) & Maddox (2). Cameron says his family was looking for new and better opportunities in a new area and feels the time is right for joining the business. When not working, Cameron enjoys snakes, paintball, drawing, cars, the lake & being with family!

**Welcome aboard Cameron!
We're excited for you!**

June Training Photos





July 2022 Interior Training

Andrew Nesler

If you missed the announcement last month, Joe & Georgia Hancock has officially retired from Dr. Vinyl. **Andrew Nesler** & his wife **Julissa Nesler**, are the new owners of **Dr. Vinyl of Omaha NE & Council Bluffs IA**. Prior to Dr. Vinyl, Andrew's profession was Fleet Management and a Mechanical Car Repair Specialist. Julissa is a Elementary School Para. Andrew & Julissa has 2 children, Anissa (14) & Sophia (12). Knowing the Dr. Vinyl of Omaha franchise has been a success for years, Andrew also knows that the city of Omaha is still rapidly growing and there is plenty of opportunity remaining for the business to grow even more. In his spare time, Andrew enjoys repairing cars, yard work, spending time with family and learning & speaking the German language.

Welcome to the family Andrew & Julissa!
We wish you the best!



Christian Koenig



Christian Koenig joins **Andrew & Julissa Nesler, Dr. Vinyl of Omaha NE & Council Bluffs IA**, as an Interior Repair Technician. Christian worked here before as a delivery driver & prep tech for the upholstery division but is now expanding his knowledge to provide the interior repair services. When not working, Christian enjoys hanging out with his new puppy and playing video games such as Warhammer.

Happy to have you Christian!
Time to Rock & Roll!



July
Training
Photos



Individual High Sales 2022

Top 10 Interior Repair Technicians May 2022

CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$30,785.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$28,010.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$26,747.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$26,265.00
KYLE ROBERSON	ASSOCIATE OF	THE CUMBERLAND TN	\$19,690.00
GREG RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$16,460.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$16,012.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TN	\$15,508.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$14,725.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$14,328.00

Top 5 Upholstery Repair Technicians May 2022

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$28,457.00
CLIFTON GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	\$7,883.50
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$7,385.00
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAR- OLINA	\$6,935.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC	\$6,605.00

Individual High Sales 2022

Top 10 Auto Paint Repair Technicians May 2022

RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$28,037.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$22,750.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS IN	\$21,025.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$20,407.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$19,006.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$17,455.00
JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA	\$16,722.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$16,625.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$16,419.50
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	\$16,285.00

Top 5 Paintless Dent Removal Technicians May 2022

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$16,392.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$11,629.70
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$9,439.75
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$7,338.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$5,160.00

Individual High Sales 2022

Top 5 Wheel Repair Technicians May 2022

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$22,263.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$20,083.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$9,717.50
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$8,639.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$8,454.00



YOU MUST USE THE RIGHT REDUCER/ THINNER DESIGNED FOR THE TEMPERATURE YOU ARE SPRAYING IN.

PPG & TRANSTAR reducer/thinner use unique “BLENDS” of front, middle, and tail solvents. The amount and type of solvents in each blend help control the flow, leveling, and application variables of most PPG & TRANSTAR paint products. The ability to alter the way a paint product dries is **CRITICAL** since technicians apply these products in an endless variety of spray environments. Each unique spray environment requires the right reducer/thinner to ensure consistent product performance. Below is a list of the temperature ranges most commonly associated with PPG & TRANSTAR reducers/thinners:

SPRAY CONDITION **TEMPERATURE**

COOL CONDITIONS	60-70 DEGREES
WARM CONDITIONS	65-80 DEGREES
HOT CONDITIONS	75-90 DEGREES
VERY HOT CONDITONS	85 DEGREES AND UP

Individual High Sales 2022

Top 10 Interior Repair Technicians June 2022

ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$31,800.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS IN	\$29,247.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$25,765.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$24,211.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$20,935.33
KYLE ROBERSON	ASSOCIATE OF	THE CUMBERLAND TN	\$19,582.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS IN	\$18,995.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$17,830.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$17,607.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TN	\$16,740.00

Top 5 Upholstery Repair Technicians June 2022

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$35,387.00
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$11,660.00
GIL FERGUSON	DR. VINYL OF	SOUTHWEST INDIANA	\$7,183.75
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$5,423.86
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAR- OLINA	\$4,110.00

Individual High Sales 2022

Top 10 Auto Paint Repair Technicians June 2022

CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS IN	\$31,925.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$31,700.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$25,816.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$24,445.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS IN	\$22,025.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$21,864.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$21,785.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$20,525.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$19,372.03
JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA	\$17,290.00

Top 5 Paintless Dent Removal Technicians June 2022

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$22,021.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$14,213.66
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$8,005.00
MIKE KOENIG	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$7,778.21
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,088.64

Individual High Sales 2022

Top 5 Wheel Repair Technicians June 2022

CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$25,727.00
JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$16,529.00
JASON CRISPIN	DR. VINYL OF	LINCOLN NEBRASKA	\$13,880.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$11,472.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$11,136.00



THE JERSEYS LOOK GREAT!

Curt Pribble (back row, 2nd from the left), **Dr. Vinyl of Indianapolis IN** and **TEAM DR. VINYL!** Team Dr. Vinyl is a 70+ year old men's AAA division softball team.



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