

What's Up Doc? Newsletter

**Convention 2023 Is Coming!
In Kansas City, MO
Are You Ready?**




**Dr. Vinyl
Interior Repair
News**

■



**The Doctors Touch
Auto Paint Repair
News**

■

2023 Dr. Vinyl Convention!

The clock is ticking and the date is getting closer and closer. Before you know it, it will be time for you and your crew to pack your bags and head to Kansas City, MO for the Dr. Vinyl/The Doctors Touch 2023 Convention. **The dates are Thursday March 9th through Saturday March 11th, 2023.** The Marriott Hotel - KCI Airport will be hosting our event. Plan early & let your customers know of the Dr. Vinyl Group conference. We have a lot of information to share with you as well as some very exciting tools to help make your business run more efficiently. Please watch for more information forthcoming.

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 - **Dr. Vinyl Technicians & Teresa Lang**
- ◇ Huge opportunities with Vinyl Siding & Vinyl Window Repair
- ◇ New Product - Featuring Dash Replacement Overlays by **David Lang**

PPG Representatives will be on hand to discuss:

- ◇ New Products & change in paint formulations
- ◇ Getting the most out of PPG ColorMobile Software
- ◇ Market Outlook for Mobile Auto Paint Repair Services
- ◇ Ongoing Auto Paint Repair Demos - **Multiple APR Techs**
- ◇ The Secret to Wheel refinishing - By **Dr. Vinyl of The Cumberland**
- ◇ Retire & Sell Your Franchise - By **Leonard D. Vines & Richard Reinders**
- ◇ Miscellaneous Sewing Techniques & Demos - By **Multiple Upholsters**
- ◇ Securing large upholstery contracts with casinos - By **Brian Greenfield**
- ◇ Health Report - Products We Use Daily - **Dr. Joseph Oesterling, MD**

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Are You Working Outside Your Territory?

Unfortunately this subject has resurfaced. We've discussed this situation many times in the past and with the new growth within our system over the last few years, it has come time to revisit this topic.

We've had some situations come to our attention that some associates have been servicing customers and developing accounts outside of their protected areas. I can not stress enough to you that if this is the case, you are putting your business at risk for some very unfortunate situations.

Dr. Vinyl & Associates is actively selling franchises all over the U.S. If a person is interested in an area that you are currently servicing outside of your protected territory, it will be sold and you will have to relinquish all sales and accounts that you have developed in that area, no questions asked. As I have stated in the past, if you are working outside of your territory you should purchase that territory and protect it. **If this is the situation you find yourself in, you should contact me immediately and I can make you an offer to add that area to your protected franchise agreement.**

We've also had situations where the same is happening in a neighboring franchisee's territory. This is a problem that should never occur and should easily be avoidable. Let me be clear, Dr. Vinyl & Associates will not tolerate territory violations. Dr. Vinyl & Associates, Ltd do not go out and check areas for violations, this is your responsibility to oversee your franchise and bring any matters to our attention. Once proof of a violation is provided to corporate, the matter will immediately be turned over to either an attorney or a mediator to resolve the situation. Every franchise owner has a franchise agreement with a detailed description of their territory. It is every franchise owner's responsibility to make sure that he and his associates are working within the boundaries of the franchise protected territory.

If you have another Dr. Vinyl franchise next to yours, we strongly encourage you to communicate with each other to make sure each of you understands the other's territory boundaries where you butt up to one another.

Working together will also help in strengthening the reputation and quality of the Dr. Vinyl brand name in the area. In the case of managers moving from one territory to another, if necessary, work out an agreement with each other and make sure to submit your arrangement to Dr. Vinyl so it can be added to your territory agreements. If there is still confusion, contact Dr. Vinyl headquarters immediately.

Yours,

Richard Reinders
CEO



*"If everyone is moving forward together,
then success takes care of itself."*



ON THE ROAD FIELD TRAINING

WITH DR. VINYL OF RHODE ISLAND



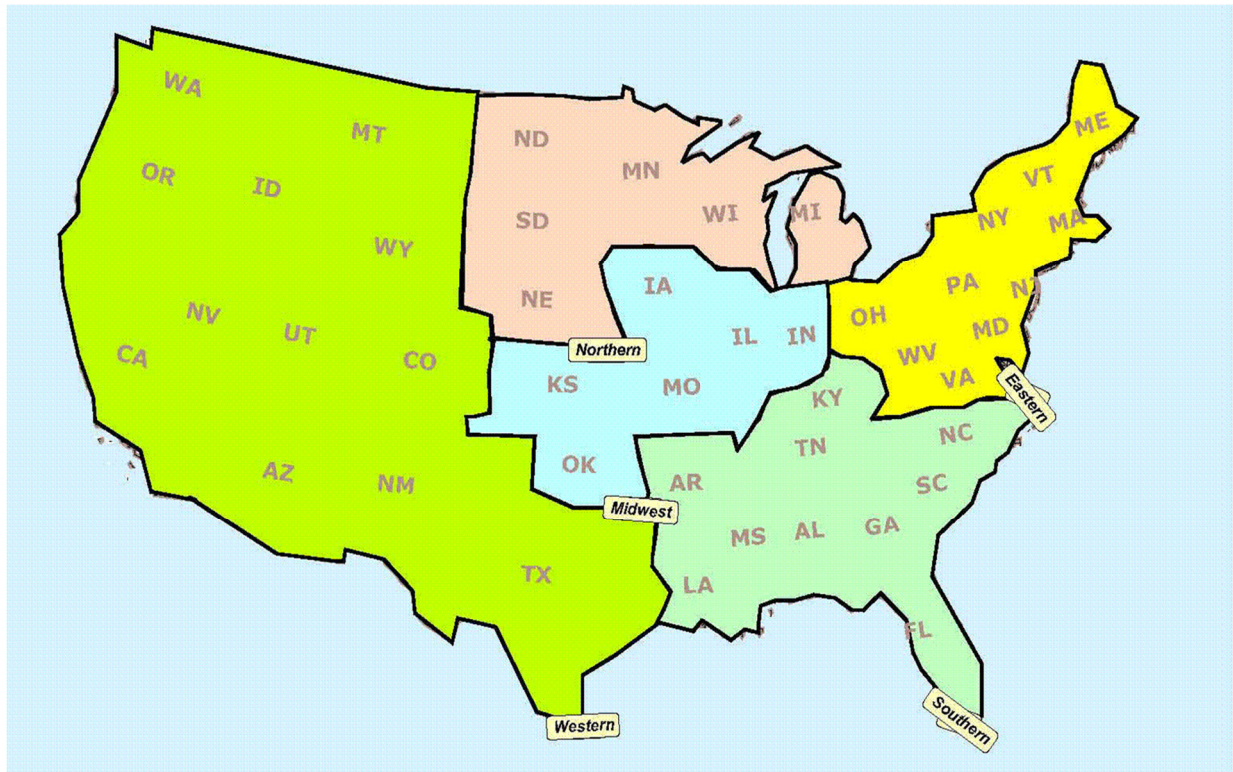
Teresa & David Lang, Dr. Vinyl Corporate Trainers, made the trip to the East Coast to help **Bruce Bieber**, Dr. Vinyl of Rhode Island get his business up and running.

The trip was very successful. Thanks for having us Bruce!



US REGIONS

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

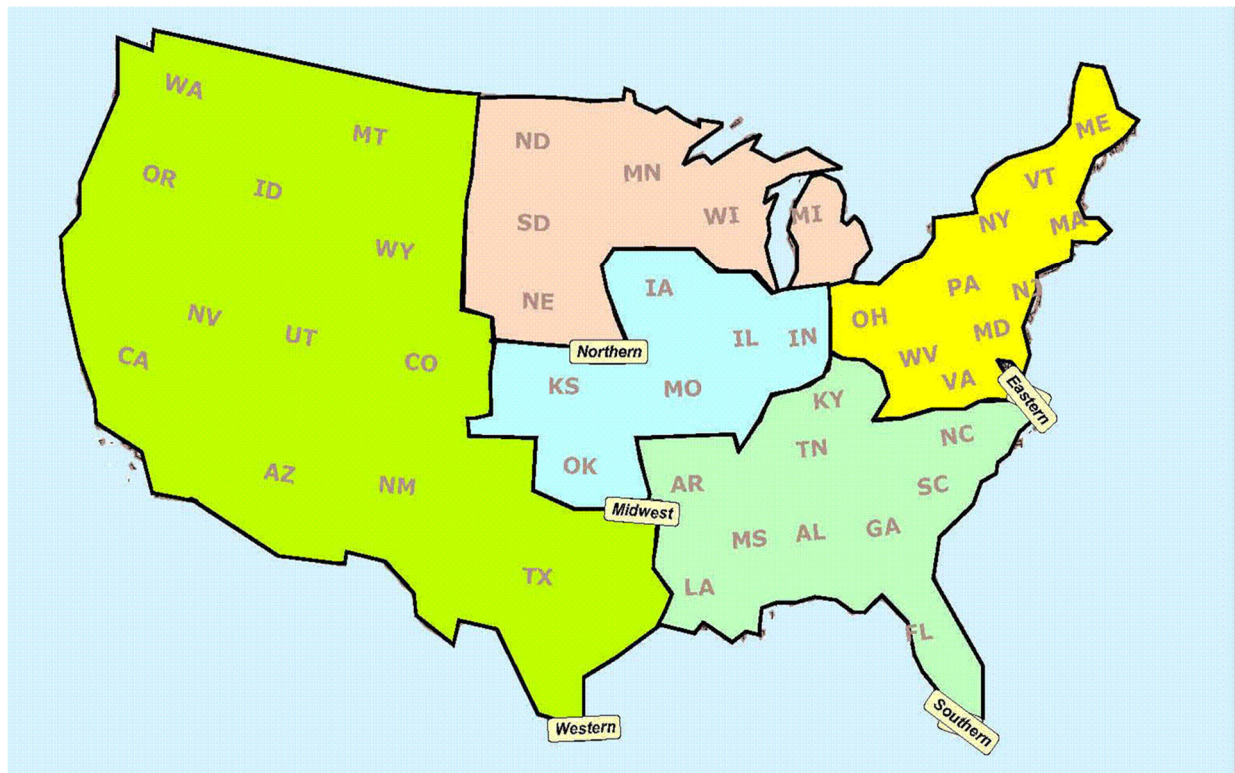


Top Sales By Region for July 2022

Western	Northern	Midwest	Southern	Eastern
\$53,824.13	\$89,684.42	\$430,135.00	\$211,626.90	\$89,823.55
\$42,652.00	\$80,225.00	\$99,167.00	\$80,883.01	\$14,289.00
\$27,385.00	\$33,425.00	\$67,786.00	\$24,477.71	\$3,825.00
\$21,883.00	\$32,625.00	\$57,219.00	\$16,769.00	
\$20,855.00	\$29,367.00	\$51,316.50	\$14,528.97	

US REGIONS

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

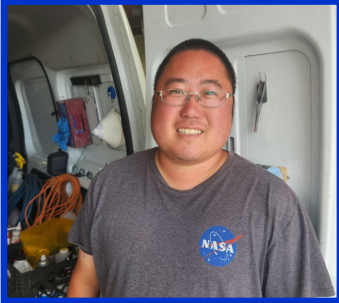


Top Sales By Region for August 2022

Western	Northern	Midwest	Southern	Eastern
\$75,679.00	\$86,220.00	\$536,899.80	\$245,833.19	\$117,297.41
\$52,692.64	\$68,406.56	\$135,933.07	\$104,912.75	\$14,126.00
\$28,240.00	\$42,285.00	\$91,903.00	\$22,681.00	\$3,670.00
\$18,355.00	\$33,493.00	\$60,348.50	\$15,540.00	\$2,955.00
\$16,295.00	\$32,031.00	\$59,455.00	\$14,028.50	

September 2022 Interior Training

TYLER MOLYNEAUX



Tyler Molyneaux joins **Christopher Oesterling, Dr. Vinyl of Michigan**, as an interior repair technician. Prior to joining Dr. Vinyl, Tyler was a route sales representative for Schwan's Home Delivery. Tyler said he's excited to join Dr. Vinyl of Michigan as he has several friends that are already interior repair technicians with the franchise. In his spare time, Tyler like to golf, spend time at the lake and enjoys spending time with lots of friends & family.

Welcome aboard Tyler! Good Luck!

JEREMY HARTMAN

Jeremy Hartman also joins **Christopher Oesterling, Dr. Vinyl of Michigan**, as an interior repair technician. Jeremy's sister Tiffany Pierce and his fiancé Melissa Brewer, is also interior repair technicians with Dr. Vinyl of Michigan. Prior to joining Dr. Vinyl, Jeremy worked for Arenac Castings Inc. Jeremy & Melissa have 3-children, Conner - 13, Caden - 17 and Alexis - 19. He got excited about Dr. Vinyl services after seeing his fiancé and sister having success. Also, the fact that he enjoys working on cars made this an easy decision to jump on board. In his spare time Jeremy enjoys working on cars, trail riding, riding jet ski's, kayaking on the river and bowling.



It's a family affair Jeremy! Glad you joined!



***Treat your new job as a Mission, Avoid Procrastination,
Increase Contribution, Exceed Expectations***



Tyler Molyneaux & Jeremy Hartman



Interior Training Photos



FROM THE TRAINING ROOM

By Teresa Lang

NEW VIDEO ON WWW.DRVINYL.COM

Hidden Stitch Repair/Ford Explorer Armrest Stitch Repair

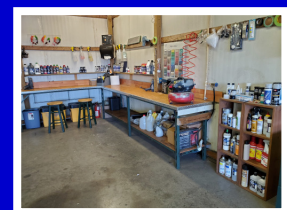
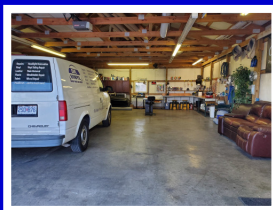


Hello fellow Dr. Vinyl partners:

Over the last few months I've received a few calls from technicians needing assistance with the Hidden Stitch application. I decided to make a short video on the procedure for both the Hidden Stitch and a Ford Explorer Armrest Stitch repair. The damage on the Explorer is very common. Of course the videos are a quick visual on the repair but for step by step directions please refer to **Tech Sheet #9.0** in the Dr. Vinyl Training Manual. If you do not have access to your training manual, you can contact myself or Buster and we can email it to you.

If you have a unique repair process or some technical information that you would like to share with others, send a video or a message to us and we will post it for all to see. Sharing information is what we do best. Your success is our success!

DR. VINYL TRAINING CENTER - JOPLIN, MO



Individual High Sales 2022

Top 10 Interior Repair Technicians July 2022

THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$27,437.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$25,881.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$20,855.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL-KANSAS	\$19,885.00
AUSTIN RATLIFF	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$18,649.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$18,326.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$14,756.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$14,430.00
RYAN NAYLOR	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$14,263.00
GREG RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$14,075.00

Top 5 Upholstery Repair Technicians July 2022

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$24,477.71
MARILYN HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$8,860.66
DIANA HAYES	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,357.50
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$6,926.70
BILL FABER	ASSOCIATE OF	DR. VINYL- KANSAS CITY MO	\$6,060.00

Individual High Sales 2022

Top 10 Auto Paint Repair Technicians July 2022

RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$28,551.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$26,100.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$24,425.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$20,580.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$19,980.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$19,950.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$19,155.00
BRAD REWITZER	THE DOCTORS TOUCH OF	SOUTHERN MINNESOTA	\$17,125.00
JASON ROLLOFF	THE DOCTORS TOUCH OF	CENTRAL MINNESOTA	\$16,890.00
DYLAN FERGUSON	ASSOCIATE OF	GREEN COUNTRY OK	\$15,605.00

Top 5 Paintless Dent Removal Technicians July 2022

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFF IA	\$21,757.00
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,592.92
WES SPRADLIN	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFF IA	\$8,532.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$6,663.14
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$6,125.00

Individual High Sales 2022

Top 5 Wheel Repair Technicians July 2022

CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$19,834.00
JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$19,516.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,115.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$9,057.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$7,712.00

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.

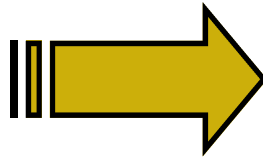
For the month of September 2022, we would like to recognize the following individuals for their years of service with The Dr. Vinyl Group. If we somehow missed recognizing you or your associate, please let us know as soon as possible.

FIRST NAME	DR. VINYL/ ASSOCIATE OF	TERRITORY	START DATE	YEARS OF SERVICE
<i>Rick Ellis</i>	<i>Associate of</i>	<i>Catawba Valley North Carolina</i>	<i>9/9/2002</i>	<i>20 Years</i>
<i>Jack Eades</i>	<i>Associate of</i>	<i>Southwest Indiana</i>	<i>9/10/2007</i>	<i>15 Years</i>
<i>Greg Rauen</i>	<i>Associate of</i>	<i>Indianapolis Indiana</i>	<i>9/10/2012</i>	<i>10 Years</i>

Photos From The Field

The before and after photos below were submitted by
Greg Lane, East Coast Dr. Vinyl

Before

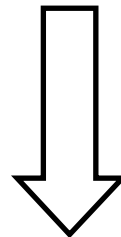


After

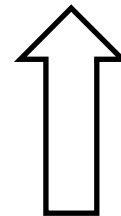
That's Impressive Greg! Those shoes have a second life!



Before Vinyl Floor Repairs



After



If you want to see your work in the newsletter please send your before and after pictures to buster@drviny.com. Tell us how long it took you and how much you charged if you want those details included in your article! THANK YOU FOR PARTICIPATING.



Before and After

Performed by Bruce Bieber

Bruce Bieber, Dr. Vinyl of Rhode Island

supplied us with some of his first jobs since starting his business. Bruce just completed training in July.

BEFORE

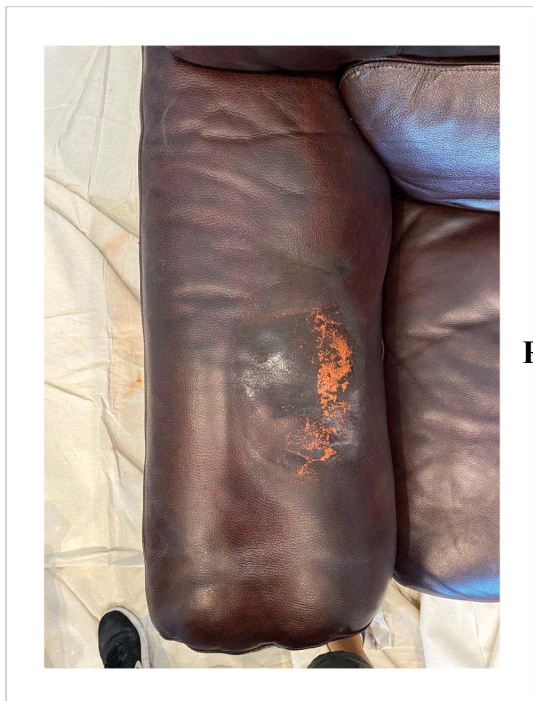


AFTER

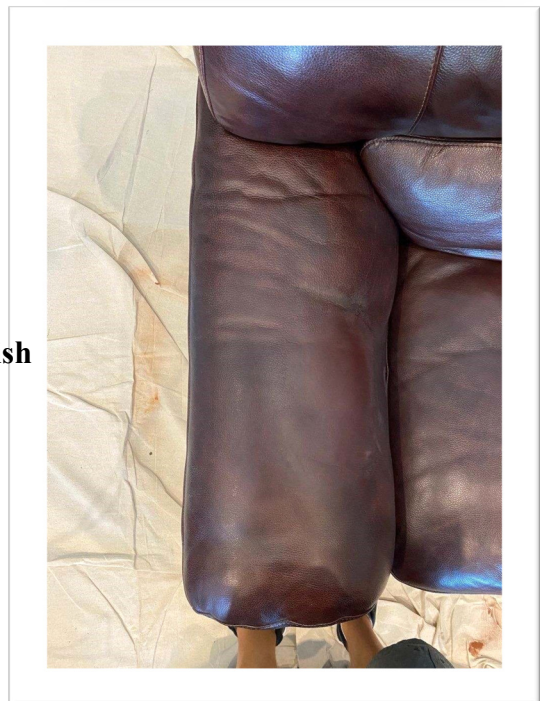


**Corvette Seats
Repair & Refinish**

BEFORE



AFTER



**Sofa Armrest
Repair & Refinish**

Job well done, Bruce! Keep the pics coming.

Individual High Sales 2022

Top 10 Interior Repair Technicians August 2022

CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$36,641.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$26,862.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$22,175.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$22,000.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$20,466.00
KYLE ROBERSON	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$19,704.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$18,355.00
BRUCE DOCKERY	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$17,704.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$17,150.00
RIDGE HALL	DR. VINYL OF	LUBBOCK TEXAS	\$16,295.00

Top 5 Upholstery Repair Technicians August 2022

JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$17,705.00
CLIFTON GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	\$15,187.50
DIANA HAYES	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,692.50
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$10,508.50
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$8,068.22

Individual High Sales 2022

Top 10 Auto Paint Repair Technicians August 2022

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$38,100.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSE	\$34,312.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$27,691.80
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$26,305.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$25,210.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$20,375.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$20,175.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$20,110.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$19,950.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSE	\$18,638.19

Top 5 Paintless Dent Removal Technicians August 2022

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$29,571.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$8,003.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$6,661.05
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$6,475.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$4,907.00

Individual High Sales 2022

Top 5 Wheel Repair Technicians August 2022

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$24,272.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TENNESSEE	\$24,121.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$12,628.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$10,470.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$10,053.00

**Want To Present or Demonstrate At Convention?
Contact Teresa, Buster or Richard for more information!**



**CONVENTION
2023**



**MARCH
9th, 10th & 11th**



**Don't Forget to
UPDATE YOUR
CONTACT
INFORMATION**



**Moved address?
New email address?
Have a new mobile phone?**

Dear Franchise Partners,

It's that time of year where we need to make sure that we're not sending information to wrong addresses or to associates that are no longer affiliated with Dr. Vinyl/The Doctors Touch. If we are unaware of an associate that is no longer with your business, those individuals also still have access to the *Dr. Vinyl Private Website, drviny.com email addresses and PPG ColorMobile* where they can continue to gather information that should no longer be available to them. 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@drviny.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**

How Important Is A Professional Image

by Buster Coppage

The image we portray sends an important message to our customers & potential clients, as well as influences how we feel about ourselves. Therefore, as Dr. Vinyl/The Doctors Touch repair technicians, we too need to consider our professional image.

Image is created by a lot of different ingredients acting together. Physical appearance, how we greet a person, our voice message on our phones, how soon we return calls from messages, appearance of work vehicle, the views you express or the fact you don't express any and the way you react to the people around you. These impressions are made instantly.

Images are so powerful because, however little you may like it, they do say something true about your personality. It's no accident that you dress, talk and behave the way you do.

If you're mission for the day is to prospect for new accounts, dress appropriately for the occasion. Have a clean shirt on with your company logo on it. Although you're business is dealing with paints & fillers, you don't want to meet the new manager wearing clothing with paint & fillers all over it. Think about it, you wouldn't go to a regular job interview wearing an outfit with paint all over it. After all, you're there to win the client's business and that won't happen if you dress inappropriately or look like a slob.

Take this basic scenario as an example: It's a warm summer day. There are two different individuals offering interior repair services, one is dressed in khaki shorts, polo shirt and a hat with company logo printed on them. The other is dressed in cut-off sweat pants with a t-shirt with his favorite band on it and a bandana tied around his forehead. Both tell the used car manager they can help keep his used car inventory up to par and both seem to match up equally when it comes to reconditioning services they offer. When it comes down to the decision, which technician do you think gets chosen? With the general public, I'm willing to bet there's a much greater chance that the individual in the khaki shorts with logoed shirt and hat will be chosen based off of their professional appearance.

When it comes to doing business, most people want to feel that they are investing their money into a professional. If they do not feel that you represent that, they will quickly go elsewhere. Your image should represent that you (Dr. Vinyl/The Doctors Touch) are a professional, well respected business, and you should be taken seriously. Just remember, first impressions count. Always look good and look professional.

Which Image Best Describes Your Business?



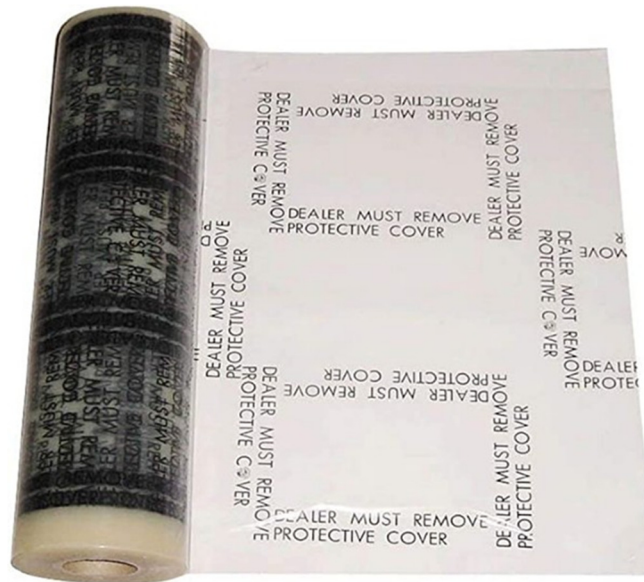


21” WIDE CARPET PLASTIC IS BACK!!!

Dr. Vinyl Parts Department has the standard size 4 mil back in stock!

21” wide perforated at 24” 300’ rolls.

Price is \$69.50 per roll



We recommend that you keep extra stock in your vans until we feel confident that these orders will keep coming on a timely basis.

Place your order at parts@drvinyl.com

Dr. Vinyl Parts Department

Polycryl Promax Auto Match Colors

Auto Matched factory colors can save you time
and still give you the excellent quality of Polycryl.

Colors can be adjusted if needed with the Polycryl System.

Available for dropship thru Dr. Vinyl Parts Department!

8-Ounce Bottle

\$19.43

See the following pages for available colors





Acura

Color #	19	20	24	48	248	315	446	748	1111	1710	2055	2086	2099	2211	2601	3056
Acura	Dk. Quartz dash/trim	Off Black	Dk. Parchment (t)	Very Dk. Parchment (dash)	Dk. Brown (dash)	Silky Ivory	Dk. Ivory	Dk. Saddle	Graystone	Lt. Cream	Dk. Mild Beige (dash)	Camel	Dk. Gray	Lt. Grey	Dk. Quartz (trim)	New Ivory Parchment
years	98 - 00	98 - 12	07 - 10	00 - 06	90's	92 - 14	03 - 04	01 - 04	13 - 18	05 - 06	04 - 05	05 - 06	05	90's	03 - 08	03 - 11

Color #	3058	3059	3061	3062	3072	4553	6859	7084	7211	7212	7351	7352	7354	7529	7343	S-6028
Acura	Parchment	Lt. Taupe (grey)	Bordeaux	Ebony	Expresso	Parchment	Dk. Gray	Mild Beige (Parchment)	Lt. Quartz Gray	Quartz	Graphite Black	Saddle	Fern Gray	Dk. Taupe (t) grey	Grey	Very Dk. Saddle
years	07 - 18	07 - 12	07 - 09	99 - 18	15 - 18	10	96 - 03	96-03	98 - 05	00 - 08	05 - 11	97 - 08	99 - 05	07 - 11	08	10

Color #	9875	C-1733	S-5824	S-6008	S-6023
Acura	Eucalyptus (grey)	Lt. Charcoal	Dk. Pebble Beige	Umber Tan	Titanium
years	14 - 16	08 - 12	08	10 - 14	05 - 06



Audi

Color #	29	30	31	32	33	46	2096	2311	2523	2905	2907	2908	2909	2910	2911	5370
Audi	Ecru	Lt. Gray (Limestone)	Charcoal	Platinum Grey	Lt. Platinum Grey	Ecru Lt. Beige NOK-UV	Expresso Brown	Cedar Brown	Dk. Cordomom Beige	Baseball Optic Tan	Cinnamon Brown	Cognac	Tuscan Brown	Brown	Amaretto (Tan)	Vermont Brown
years	04	05 - 16	01 - 04	01 - 08	98 - 09	99 - 03	07 - 15	16 - 18	09 - 12	01	08 - 13	14 - 16	12	14 - 16		16 - 18

Color #	6556	7067	7330	7472	9232	9662	AD553	AD702	AD703	M439
Audi	Ebony	Titanium Gray	Black	Lt. Sand Beige	Silver (grey)	Platinum (trim)	Nougat Brown	Sand Beige (Cardomom)	Very Lt. Platinum	Magma Red
years	01 - 18	12 - 18	05 - 10	09	07 - 18	06 - 07	12 - 18	04 - 15	03 - 07	12 - 18



BMW 1960-1999

Color #	07	47	48	49	93	94	0127	206	0207	0209	226	228	231	254	255	0328
BMW	Saddle	Lt. Parchment (trim)	Very Dk. Parchment (trim)	Lt. Champagne	Dk. Titanium (trim)	Pastel Green N6SK	Silver	Pearl Beige	Gobi Tan	Llama	Lotus White	Indigo Blue	Natural	Parchment	Classic Red	Beige
Color #	394	436	0438	0453	455	488	0515	0519	0520	0521	0522	0523	599	635	734	735
BMW	Silver Grey	Dove Grey	Lt. Silver Gray N6TT	Parchment	Cream	Dk. Silver Gray	Sand	Charcoal	Beige	Lt. Sand	Titanium	Jet Black	Midnight Blue	Grey	Nutbraun	Bahama Brown



BMW 1960-1999

Color #	739	742	893	916	917	921	930	1703	1704	2404	3179	3209	5220	5230	5240	5250
	Pergament	Taupe	Burgundy	Saddle	Black	Champagne	Café	Sand Beige	Sand Beige P8SN	Cardinal Red	Marine Blue	Blue	Beige (vinyl)	Gobi Tan (vinyl)	Pacific Blue (vinyl)	Pearl Beige (vinyl)
Color #	5320	5390	5400	5410	5412	9652	M102	204-1								
	Natural (vinyl)	Pine Green	Silver Gray (vinyl)	DK. Parchment (vinyl)	Lt. Silver Gray (vinyl)	Marine Blue (vinyl)	Blue	Oranjon Beige R5SN								



BMW 2000-2018

Color #	20	414	436	0515	0519	0520	0521	0522	0523	632	644	646	635	930	1703	1704	
	Off Black SW	Savanna Beige	Dove Grey	Sand (Beige)	Charcoal	Beige	Lt. Sand	Titanium	Jet Black	Terra Brown	Fox Red	Everest Gray	Grey	Café	Sand Beige	Sand Beige P8SN	
years	06 - 18	08 - 14	99 - 04	95 - 06		99 - 07		04 - 06	00 - 10	13 - 18	08 - 13	12 - 14		00 - 05	98 - 02	98 - 02	
Color #	1707	1711	2092	2394	2520	2521	2522	2523	2524	2525	2526	2527	2528	2529	2530	2531	
	Titanium Grey	Dream Red LBTL	Cinnamon N5ZM	Gray (titanium)	Natural Brown NG	Nature Brown NG	Dakota Grey A6	Truffle Brown TE	Terracotta LG	Flannel Grey FA	Imola Red IM	Indianapolis Red A7	Chateau Red CH	Auburn RK	Lt. Beige HC	Crème Beige GE	
years	98 - 10	03 - 10	03 - 06	03	03 - 10	03 - 05	04 - 13	04 - 06	04 - 13	03 - 10	04 - 08	05 - 10	05 - 12	05 - 10	05 - 11	04 - 08	
Color #	2534	2535	2536	2537	2538	2539	2558	2559	2561	2562	2563	2564	2565	2566	2567	2568	
	Dk. Beige GE	Sand Beige - Venetian B4	Terra B8	Lemon - Platinum U1	Silverstone A9	Cinnamon Brown EZ	Taupe Grey A5	Portland Brown B1	Coral Red D1	Saddle Brown D3	Tobacco F1	Gold Brown (Cork)	Oyster CX	Champagne U5	Lt. Cream Beige GE	Lt. Saddle Tan D5	
years	05 - 18	04 - 18	05 - 08	05 - 11	03 - 10	10 - 18	08 - 13	05 - 10	07 - 18	07 - 18	07 - 13	07 - 12	09 - 18	08 - 14	08 - 10	09 - 10	
Color #	2569	2570	2571	2572	2573	2576	2578	2579	2580	5412	9876	M120	M137	M311	S-5841		
	Grey Boston AL	Amero Brown P5	Dark Blue	Canberra Beige	Chestnut Brown	Veneto Beige	Palladium Blue	Canyon Brown	Mocha	Opal White	Champagne	Stone Green J6GN	Cognac	Caramel	Ivory White		
years	08 - 13	07 - 18	09 - 10	13 - 18	11 - 14	12 - 15	13 - 14	12 - 18	14 - 18	13 - 18	13 - 18	03 - 05	16 - 18	14 - 18	12 - 18		
	2574	2575	2577	2582	C-1735	S-6060	2532	2533									
	Jerez Gray	Jedder Red	Platinum Beige	Lt. Spang Bronze	Silver Grey	Walnut	Beige85 AB	Beige85 AB									
years				07		09 - 16	04 - 06	03 - 06									



Buick

Color #	831K	935L	3400	3722	4137	6673	6690	6691	6693	6694	6695	6758	6981	6982	6985	7124
	Med. Cashmere	Very Dk. Cashmere	Dk. Brown trim	Black	Dk. Titanium (I)	Very Lt. Oak	Med. Beige Sandstone	Lt. Neutral	Graphite	Med. Grey	Lt. Beige	Lt. Grey	Med. Neutral 52	Med. Dk. Neutral	Shale	Med. Pewter
years	04 - 08	04 - 08	06 - 07	71 - 18	10 - 15	01 - 03	92 - 07	92 - 18	93 - 05	92 - 05	92 - 02	92 - 02	92 - 09	95 - 08	95 - 18	95 - 07
Color #	7179	7182	7189	7190	7191	7287	7290	7292	7293	7341	7343	7348	7375	7430	7468	7496
	Med. Dk. Pewter	Lt. Oak	Med. Dk. Oak	Regal Blue	Very Dk. Grey	Med. Dk. Sable	Tuxedo Blue	Dk. Ebony	Ebony 19i	Dk. Grey	Med. Dk. Gray	Very Dk. Pewter	Oak	Lt. Cashmere	Med. Dk. Cashmere	Steel Gray
years	97 - 08	97 - 07	04	98 - 05	96-08	00 - 08	00 - 08	07 - 18	95 - 10	02 - 08	01 - 06	04 - 05	06	04 - 17	04 - 10	04 - 08
Color #	7562	7695	7720	8063	8108	8114	8535	9220	9662	9723	9743	9779	9781	9859	CAR426	S-5855
	Lt. Titanium	Dk. Titanium	Cocoa	Fig	Dk. Galvanized	Brandy	Midnight Black	Med. Grey	Dk. Neutral Grey trim	Neutral Shale	Opal Grey	New Med. Grey	New Lt. Grey	Accent Oak (trim)	Titanium	Med. Titanium
years	06 - 17	08 - 10	06 - 16	16	18	17 - 18	06 - 08	99 - 07	96 - 05	06 - 08	97 - 08	05 - 07	05 - 08	03 - 04	06 - 11	12 - 17



Cadillac

Color #	412	831K	2421	3722	4137	4612	5201	6339	6524	6680	6691	6694	6698	6758	6821	6903
	Light Linen	Med. Cashmere - Maple Sugar	Charcoal	Jet Black	Dk. Titanium	Dk. Neutral	Lt. Yellow	Beech wood	Slate Grey	Adriatic Blue	Lt. Neutral	Med. Grey	Lt. Natural Beige	Lt. Grey	Ruby Red	Bordeaux
years	08 - 14	04 - 18	00 - 07	71 - 18	11 - 12	00 - 02	85 - 90	88 - 97	90 - 92	94 - 99	92 - 18	92 - 05	92 - 01	92 - 05	93 - 02	93 - 98
Color #	6981	6982	6984	6985	7050	7124	7125	7179	7189	7191	7237	7290	7292	7293	7341	7343
	Med. Neutral 52i	Med. Dk. Neutral	Cappuccino Cream	Shale	Med. Crystal Green	Med. Pewter	Medici Red	Med. Dk. Pewter	Med. Dk. Oak	Very Dk. Grey	Lt. Wheat	Tuxedo Blue	Dk. Ebony	Ebony 19i	Dk. Grey	Med. Dk. Gray
years	02 - 08	95 - 08	95 - 98	95 - 16	96 - 02	97 - 07	96 - 02	97 - 08	98 - 04	96 - 05	99 - 04	00 - 08	06 - 16	95 - 10	02 - 04	01 - 06
Color #	7348	7430	7468	7562	7566	7635	7720	7727	7890	8121	8586	8587	8591	9611	9662	9723
	Very Dk. Pewter 69i	Lt. Cashmere	Med. Dk. Cashmere	Titanium	Very Lt. Cashmere	Med. Oak	Cocoa	Very Lt. Titanium	Brownstone	Lt. Platinum	Dk. Grey	Dk. Brown Grey	Med. Wheat	Very Dk. Neutral (trim)	Dk. Neutral Gray (trim)	Neutral Shale
years	01 - 08	04 - 16	04 - 09	06 - 16	07 - 18	03 - 04	07 - 17	08 - 14	10 - 16	13 - 18	01 - 04	98 - 01	99 - 07	96 - 10	96 - 08	97 - 18
Color #	9725	9743	9779	9781	CAR426	CL086	M445	M446	M474	M475	M476	M477	S-5922	S-5855	S-6216	S-6230
	Shadow Gray (Stone)	Opal Grey	New Med. Grey	New Light Grey	Titanium	Very Lt. Titanium	Caramel (vinyl)	Caramel Tan	Kona Brown	Cinnamon	Tuscan Brown	Carbon Plum	Very Lt. Linen	Med. Titanium	Twilight Blue	Very Lt. Platinum
years	97 - 02	03 - 08	05 - 08	05 - 14	06 - 10	08 - 09	13 - 16	13 - 16	14 - 18	17 - 18	15 - 17	17 - 18	08 - 11	13 - 17	14 - 15	14 - 16



Chevrolet

Color #	260	831K	846	935L	2421	3722	6191	6461	6562	6690	6691	6693	6694	6695	6758	6823
	Dk. Cashmere (t)	Med. Cashmere	Brandy (saddle)	Very Dk. Cashmere	Charcoal	Black	Dk. Atmosphere	Flame Red	Med. Dk. Pewter 2 (t)	Med. Beige Sandstone	Lt. Neutral	Graphite	Med. Grey	Lt. Beige	Lt. Grey	Artic White
years	06 - 14	06 - 10	16 - 18	04 - 14	00 - 07	71 - 18	17 - 18	87 - 08	03 - 11	92 - 07	92 - 16	93 - 08	92 - 06	92 - 02	92 - 07	93 - 02

Color #	6884	6890	6973	6981	6982	6985	7124	7179	7182	7189	7190	7191	7287	7292	7293	7341
	Torch Red	Med Smoke Grey	Navy	Med. Neutral 52i	Med. Dk. Neutral	Shale	Med. Pewter	Med. Dk. Pewter 92i	Lt. Oak	Med. Dk. Oak	Dk. Regal Blue 27i	Very Dk. Grey	Med. Dk. Sable	Dk. Ebony	Ebony 19i	Dk. Grey
years	93 - 05	97 - 09	00 - 05	95 - 13	96 - 08	95 - 07	97 - 08	97 - 10	98 - 05	00 - 05	98 - 06	96 - 08	00 - 08	00 - 15	95 - 17	02 - 09

Color #	7343	7348	7430	7468	7496	7530	7562	7690	7695	7720	7721	7890	7950	7956	7965	7984
	Med. Dk. Gray	Very Dk. Pewter 69i	Lt. Cashmere	Med. Dk. Cashmere	Steel Gray	Red	Titanium	Brick	Dk. Titanium	Cocoa	Morocco Brown	Brownstone	Mojave Brown	Dune (gray)	Dk. Ash	Pillow Brown
years	01 - 12	01 - 18	04 - 14	04 - 07	04 - 07	05 - 09	06 - 17	08 - 16	05 - 18	08 - 18	07 - 08	11 - 16	13 - 16	15 - 18	15 - 18	16

Color #	8022	8024	8062	8064	8069	8101	8103	8106	8108	8114	8117	8535	8586	9220	9372	9723
	Saddle Up	Med. Ash Gray	Med. Atmosphere	Adrenaline Red	Lt. Ash Gray	Cinnamon	Kalahari Orange	Ceramic White	Dk. Galvanized	Brandy	Loft Brown	Midnight Black	Dk. Grey	Med. Grey	Neutral	Neutral Shale
years	15 - 17	17 - 18	17 - 18	14 - 18	17 - 18	18	13 - 18	16 - 18	17 - 18	18	16 - 18	06 - 07	02 - 05	08	16	97 - 08

Color #	9743	9779	9781	C-1515	CAR 406	CL008	FL21	J196	J100	S-5855	S-5922	S-5953	S-6197	S-6229	S-6231
	Opal Grey	New Med. Grey	New Light Grey	Mahogany	Cashmere	Dk. Grey (t)	Spice Red	Yellow	Blue	Med. Titanium	Very Lt. Linen	Inferno Orange	Choccachino	Med. Urban Grey	Dk. Urban Grey
years	02 - 08	05 - 07	05 - 14	15 - 18	10 - 14	10	13 - 18	05 - 08	05 - 08	06 - 16	08 - 09	09 - 14	14 - 15	15	15



Chrysler

Color #	M0040	M0041	M0042	CAR142	C-1501	6556	6559	6916	6918	6919	6991	7065	7066	7067	7079	7116
	Lt. Fawn	Med. Fawn	Dk. Fawn	Deep Jade	Black	Black	Very Lt. Slate	Lt. Quartz	Agate	Med. Quartz	Silver Fern	Mist Grey	Med. Camel	Lt. Mist Grey	Lt. Pearl Beige	Beige Dk. Sand
years	00 - 03	00 - 04	00 - 06	04 - 08	11 - 18	97 - 09	01 - 09	90 - 07	91 - 04	92 - 01	95 - 01	95 - 03	95 - 08	98 - 01	00 - 06	95 - 03

Color #	7196	7197	7330	7334	7336	7337	7339	7340	7363	7364	7427	7454	7455	7622	7633	7640
	Lt. Neutral	Taupe	Dk. Slate Grey	Navy Blue	Sandstone	Dk. Taupe	Cream	Lt. Taupe	Lt. Slate	Dk. Sandstone	Deep Seamist Green	Med. Slate	Lt. Greystone	Med. Pebble Beige	Pastel Slate Grey	Dk. Pebble Beige
years	98 - 05	99 - 08	01 - 12	01 - 03	01 - 04	99 - 08	01 - 10	03	04 - 09	02 - 05	03 - 08	01 - 12	04 - 16	08 - 11	05 - 10	06 - 08



Chrysler

Color #	7643	7686	7718	7839	7960	7976	7977	7978	7881	7891	8167	9723	9846	9847	9867	9875
	Pastel Pebble Beige	Khaki	Lt. Shale	Lt. Frost Beige	Indigo Blue	Linen	Deep Mocha	Ambassador Blue	Lt. Pearl	Radar Red	Toffee	Natural Beige	Dk. Tan (Med. Pebble)	Dk. Saddle	Slate	Dk. Silver Fern (trim)
years	04 - 09	03 - 08	08 - 10	11 - 14	16 - 18	15 - 18	16 - 18	16	12 - 14	12 - 14	17 - 18	02 - 06	98 - 07	99 - 01	98 - 07	98 - 01

Color #	9876	9881	XDH	ZJ8	C-1535	S-5698	S-5835	S-5840	S-6034	S-6044	S-6068	S-6206
	Lt. Camel	Dk. Taupe	Med. Dk. Slate (trim)	Dk. Khaki trim	Alloy	Lt. Khaki	Vanilla	Cedar Red	Dk. Frost Beige	Med. Frost Beige	Dk. Saddle	Sepia
years	98 - 01	93 - 05	05 - 08	04 - 11	17 - 18	07 - 11	05 - 08	04 - 08	11 - 16	11 - 16	11 - 12	14



Dodge

Newer Colors

Color #	1348	6505	6559	7276	7330	7336	7363	7454	7455	7643	7686	7718	7826	7839	7840	7881
	Cattle Tan	Black	Very Lt. Slate	Med. dk. Slate (t)	Dk. Slate Grey	Lt. Pebble Beige (Sandstone)	Lt. Slate	Med. Slate	Lt. Greystone	Pastel Pebble Beige	Khaki	Lt. Shale	Med. Greystone	Lt. Frost Beige	Tan	Lt. Pearl
years	14 - 19	10 - 19	01 - 10		01 - 14	01 - 11	04 - 10	01 - 11	04 - 19	04 - 10	03 - 11	98 - 10	09 - 13	11 - 19	12 - 18	11 - 18

Newer Colors

Color #	7891	7942	7960	8025	ZJ8	S-5698	S-5747	S-5824	S-5935	S-5967	S-6034	S-6068	S-6182	S-6185	S-6206	S-6207
	Rader Red	Dk. Diesel Gray	Indigo Blue	Dk. Canyon Brown	Dk. Khaki	Lt. Khaki J3	Dk. Greystone	Dk. Pebble Beige	Royale Red	Bark Brown	Dk. Frost Beige	Dk. Saddle	Disel Grey	Ruby Red	Sephia	Sandstorm
years	13 - 14	13 - 19	18 - 19	13 - 18	04 - 14	07 - 11	11 - 13	07 - 11	08 - 19	09 - 11	11	11 - 14	13 - 19	13 - 19	13 - 19	14 - 16

Newer Colors

Color #	S-6208	S-6210	S-6281
	Russell	Caramel	Lt. Diesel Gray
years	11 - 14	13 - 19	13 - 16

Older Colors

Color #	M0040	M0041	M0042	651	2087	5209	6556	6911
	Lt. Fawn	Med. Fawn	Dk. Fawn	Cognac	Dk. Brown (t)	Super Flat Black	Black	Dk. Driftwood
years	00 - 03	00 - 04	00 - 06	99 - 03	06	99 - 03	97 - 06	93 - 98

Older Colors

Color #	6916	6918	6919	6920	6921	6991	6996	7064	7065	7066	7067	7069	7079	7116	7197	7334
	Lt. Quartz	Agate	Med. Quartz	Med. Driftwood	Dk. Quartz	Silver Fern	Lt. Silver Fern	Dk. Mist Grey (trim)	Mist Grey	Med. Camel	Lt. Mist Grey	Saddle	Lt. Pearl Beige	Beige Dk. Sand	Taupe	Navy Blue
years	90 - 07	91 - 03	92 - 01	92 - 02	94 - 01	95 - 01	96 - 01	00 - 03	95 - 03	95 - 03	98 - 01	96 - 00	04 - 06	95 - 08	99 - 06	01 - 03

Older Colors

Color #	7337	7339	7340	7427	7622	7633	9846	9847	9866	9867	9875	9881	XDH	CAR142	S-5705	S-5835
	Dk. Taupe	Cream	Lt. Taupe	Deep Seamist Green	Med. Pebble Beige	Pastel Slate Grey	Dk. Tan (Med. Pebble)	Dk. Saddle	Dk. Cirrus Grey	Very Dk. Camel	Dk. Silver Fern (trim)	Dk. Taupe	Med. Dk. Slate (trim)	Deep Jade	Natural Tan	Vanilla
years	02 - 06	01 - 08	01 - 07	04 - 08	08	07 - 08	98 - 07	99 - 01	01 - 02	98 - 00	98 - 01	93 - 05	05 - 09	04 - 06	06 - 08	06 - 08



Ferrari

Color #	847	3100	3104	3171	3217	3218	3282	3997	4180	M342
	Fawn	Lt. Saddle	Sienna	Red	Lt. Saddle	Saddle	Lt. Navy	Magnolia	Black	Cuoio Natural-Ferrari Tan
years	78 - 91	70 - 88	70 - 88	05 - 10	80 - 89	80 - 89	80 - 89	00	05 - 10	00 - 08



Ford

Newer Colors																
Color #	6505	6548	6549	6573	6574	7357	7413	7470	7481	7517	7667	7789	7862	7917	7972	L8002
	Ebony	Lt. Stone	Med. Stone	Med. Dk. Flint	Dk. Flint (trim)	Med. Flint	Med. Lt. Stone	Charcoal Black	Camel	Med. Camel	Med. Pebble 3	Umber Saddle	Plum Red	Dune	Med. Soft Ceramic	Red Line
years	90 - 19	02 - 14	02 - 13	02 - 17	02 - 11	02 - 14	05 - 19	05 - 19	05 - 10	06 - 12	03 - 14	10 - 17	12 - 13	13 - 19	14 - 18	17

Newer Colors						
Color #	8046	8057	8099	S-5841	S-5928	CL091
	Terracotta	Dk. Earth Gray	Earth Gray	Cashmere White	Dk. Dusk Gray	Lt. Putty
years	15 - 16	18	13 - 17	10 - 14	08 - 10	19

Older Colors							
Color #	789	2465	3400	4310	5353	6046	6245
	Colorado Red	Dk. Mink	Dk. Brown (dash)	Dk. Stone	Dk. Ebony	Lt. Oxford White	Med. Sande wood
years	02 - 05	00 - 07	00 - 02	02 - 08	02 - 08	90 - 08	02 - 03

Older Colors																
Color #	6246	6550	6575	6576	6593	6595	6937	6938	6941	7039	7092	7093	7094	7095	7097	7165
	Lt. Sande wood	Med. Dk. Stone	Med. Lt. Stone	Lt. Flint	Dk. Ash	Med. Lt. Ash	Med. Graphite	Ivory	Lt. Graphite	Cypress	Lt. Prairie Tan	Med. Denim Blue	Med. Prairie Tan	Med. Dk. Prairie Tan (trim)	Med. Dk. Sabie (trim)	Dk. Denim Blue
years	89 - 00	02 - 08	02 - 08	02 - 08	03 - 04	03 - 05	96 - 08	96 - 01	95 - 09	90's,06-08	97 - 03	97 - 03	97 - 08	00	01	98 - 08

Older Colors																
Color #	7170	7220	7221	7222	7223	7224	7226	7275	7276	7321	7395	7398	7412	7441	7442	7445
	Midnight Black	Light Parchment	Med. Parchment	Dk. Graphite	Lt. Mink	Med. Portland	Very Lt. Mink	Med. Dk. Parchment	Med. Dk. Graphite	Dk. Prairie Tan (trim)	Pebble 4	New Med. Parchment	Black Ink	Lt. Oak (Lt. Sand)	Ash 3	Dove Grey
years	98 - 08	99 - 08	99 - 04	99 - 08	99 - 07	99 - 07	99 - 01	00 - 08	01 - 08	00 - 03	05 - 08	02 - 09	02 - 07	04 - 07	04 - 05	05 - 08

Older Colors																
Color #	7471	7472	7473	7474	7508	7515	7529	7530	7650	7666	7674	7677	7684	7731	8724	CL093
	Med. Lt. Flint	Lt. Pebble 1	Med. Dove	Dk. Shale	Lt. Camel	Sand	Moss	Crimson Red	Espresso	Dk. Saddle	Med. Dk. Pebble	Dk. Parchment	Dk. Pebble 5	Greystone	Raven Black	Ash
years	06	04 - 07	05 - 09	05 - 08	06 - 08	06 - 08	06 - 08	06 - 09	02 - 08	03	03 - 07	02 - 07	03 - 05	08	04	04 - 05



Ford Trucks - SUV

Newer Colors																
Color #	SAC 707	3403	6505	6549	6550	6573	6574	6575	6576	7413	7470	7481	7517	7787	7791	7863
	Chaparrel	Dk. Brown (dash)	Ebony	Med. Stone	Med. Dk. Stone	Med. Dk. Flint	Dk. Flint (trim)	Med. Lt. Stone	Lt. Flint	Med. Lt. Stone	Charcoal Black	Camel	Med. Camel	Steel Grey	Lt. Adobe	SilverSmoke
years	08 - 14	10 - 15	90 - 19	02 - 19	02 - 10	02 - 11	02 - 14	02 - 10	02 - 10	05 - 19	05 - 19	05 - 10	06 - 14	10 - 16	10 - 16	11 - 13

Newer Colors															
Color #	7886	7917	7972	7974	7978	7980	7981	7982	7994	L8002	8057	8099	8105	S-5929	S-6036
	Pecan	Dune	Med. Soft Ceramic	Java-Mesa Brown	Med. Lt. Camel	Brunello	Med. Earth Gray	Med. Lt. Camel	Mesa Brown	Red Line	Dk. Earth Gray	Earth Gray	Tobacco	Med. Dk. Camel	Sienna Brown
years	11 - 16	13 - 19	15 - 19	15 - 19	16 - 19	15 - 17	16 - 19	16 - 19	15 - 19	13 - 14	17 - 18	17 - 19	17	08 - 10	11 - 15



Ford Trucks - SUV

Older Colors																
Color #	AN708	AN709	AN710	3400	4310	5353	6046	6245	6246	6548	6593	6595	6937	6941	7039	7093
	Castano Brown	Dk. Tan	Med. Dk. Tan	Dk. Brown (dash)	Dk. Stone	Dk. Ebony	Lt. Oxford White	Med. Saddlewood	Lt. Saddlewood	Lt. Stone	Dk. Ash	Med. Lt. Ash	Med. Graphite	Lt. Graphite	Cypress	Med. Denim Blue
years	05 - 08	01 - 08	01 - 08	00 - 02	02 - 08	02 - 09	90 - 06	02 - 09	89 - 09	02 - 08	03 - 04	03 - 05	96 - 08	95 - 07	05 - 08	97 - 03
Older Colors																
Color #	7094	7097	7165	7170	7220	7221	7222	7275	7276	7321	7357	7395	7398	7412	7445	7472
	Med. Prairie Tan	Med. Dk. Sable (trim)	Dk. Denim Blue	Midnight Black	Light Parchment	Med. Parchment	Dk. Graphite	Med. Dk. Parchment	Med. Dk. Graphite	Dk. Prairie Tan (trim)	Med. Flint	Pebble 4	New Med. Parchment	Black Ink	Dove Grey	Lt. Pebble 1
years	97 - 08	01	98 - 06	98 - 08	99 - 08	99 - 04	98 - 08	00 - 06	01 - 08	00 - 03	02 - 08	03 - 08	04 - 08	02 - 07	04 - 07	05 - 07
Older Colors																
Color #	7473	7474	7515	7529	7650	7667	7674	7677	7684	7731	8724	S-5882	S-6046			
	Med. Dove	Dk. Shale	Sand	Moss	Espresso	Med. Pebble 3	Med. Dk. Pebble	Dk. Parchment	Dk. Pebble 5	Greystone	Raven Black	Dk. Moss	Caramel			
years	05 - 07	05 - 07	06 - 07	06	02 - 08	03 - 08	03 - 07	02 - 07	03 - 05	08 - 09	04	06 - 08	07 - 09			



GM/GMC Truck

Newer Colors																
Color #	260	935L	2530	3722	4612	6981	7124	7292	7293	7341	7430	7562	7695	7720	7890	7956
GM	Dark Cashmere	Very Dk. Cashmere	Lt. Tan	Jet Black	Dk. Neutral	Med. Neutral 52i	Med. Pewter	Dk. Ebony	Ebony 19i	Dk. Titanium	Lt. Cashmere	Titanium	Dk. Titanium	Cocoa	Brownstone	Dune
years	13 - 17	05 - 15	01 - 14	71 - 19	10	95 - 19	97 - 19	06 - 17	95 - 14	08 - 10	04 - 15	06 - 17	07 - 14	07 - 19	11 - 16	14 - 19
Newer Colors																
Color #	7965	7984	7985	8024	8063	8069	8103	8114	8121	9723	CAR426	M387	S-5855			
GM	Dk. Ash	Pillow Brown	Mink	Med. Ash Gray	Fig	Lt. Ash Gray	Kalahari	Brandy	Lt. Platinum	Neutral Shale	Titanium	Slingshot Yellow	Med. Titanium			
years	14 - 19	16	16	16 - 19	17	17 - 19	17 - 19	18 - 19	18 - 19	92 - 19	08 - 10	10	14			
Older Colors																
Color #	831K	2421	2552	5410	6191	6562	6690	6691	6693	6694	6890	6973	6982	6985	7179	7182
GM	Med. Cashmere	Charcoal	Cocoa (t)	Neutral	Dk. Atmosphere	Med. Dk. Pewter 2	Med. Beige	Lt. Neutral	Graphite	Med. Grey	Med. Smoke Grey	Navy	Med. Dk. Neutral	Shale	Med. Dk. Pewter	Lt. Oak
years	07 - 08	00 - 07		05 - 08	15 - 19	03 - 08	92 - 07	92 - 07	93 - 06	92 - 06	97 - 07	94 - 07	00 - 08	95 - 08	97 - 08	02 - 04
Older Colors																
Color #	7189	7191	7343	7348	7468	7496	7690	7721	9725	9743	9781					
GM	Med. Dk. Oak	Very Dk. Grey	Med. Dk. Grey	Very Dk. Pewter 69i	Med. Dk. Cashmere	Steel Gray	Brick	Morocco Brown	Shadow Gray (Stone)	Opal Gray	New Light Grey					
years	00 - 04	96 - 08	02 - 05	01 - 09	04 - 08	04 - 07	07 - 09	08	97 - 07	97 - 08	05 - 08					



Honda

Color #	015	20	48	89	315	597	1710	2055	2099	2100	2101	2308	2601	3056	3057	3063
	Grey	Off Black	Very Dk. Parchment (dash)	Red	Silky Ivory	New Mild Beige	Lt. Cream	Dk. Mild Beige (dash)	Dk. Gray	Lt. Olive (Titanium)	Med. Olive	Gray	Dk. Quartz (trim)	New Ivory Parchment	Olive Grey	Dk. Saddle (t)
years	10 - 19	98 - 19	00 - 06	99 - 07	92 - 10	03 - 10	05 - 06	04 - 05	05	05 - 12	05 - 10	11 - 13	03 - 08	03 - 11	05 - 10	09 - 10
Color #	3064	3065	3066	3067	3068	3069	3070	3071	4053	6135	6245	6784	6859	6915	7083	7084
	Warm Grey (t) Truffle	Lt. Grey	Lt. Ivory	Ivory	Dk. Pearl Ivory	Grey (us built)	Med. Dk. Grey	Dk. Grey	New Grey	of Dark Gray	Med. Sandle wood (t)	Med. Charcoal	Dk. Grey	Dk. Grey (t)	Lt. Mild Beige	Mild Beige (Parchment)
years	09 - 17	08 - 19	10 - 19	07 - 09	08 - 19	08 - 11	09 - 11	09 - 12	04 - 06	03 - 10	04 - 07	93 - 05	96 - 03	16	02 - 07	96-03
Color #	7211	7212	7226	7306	7351	7352	7501	7517	8080	9611	M377	S-5862	S-6014	S-6028	S-6029	S-6030
	Lt. Quartz Gray	Quartz	Sienna Beige	Dk. Grey (t)	Graphite Black	Saddle	Moon Lake Gray	Beige	Lt. Warm Gray	Very dk Neutral (t)	Dk. Brown (t)	Classy Dk. Grey	Blue	Very Dk. Saddle (t)	Med. Saddle	Lt. Saddle
years	98 - 05	00 - 08	12 - 19	09 - 10	05 - 11	97 - 08	05 - 06	09 - 19	08 - 16	12 - 13		17263	06 - 11		03 - 10	

HUMMER

Hummer

Color #	831K	7083	7292	7293	7430	7686	7690	7721	8591	8592	9743	M100
	Med. Cashmere	Desert Sand	Dk. Ebony	Ebony	Lt. Cashmere	Wheat trim	Brick	Morocco Brown	Wheat	Med. Dk. Wheat	Opal Grey	Grey
years	08	03 - 09	05 - 10	03 - 08	06 - 10	07	08	06 - 09	03 - 08	03 - 05	03 - 08	03



Hyundai

Color #	91	348	351	928	1109	7083	7552	7553	7650	7701	7702	7703	7704	7705	7706	7707
	Grey	Cocoa Black	Med. Grey	Dk. Brown (t)	Beige (Camel)	Beige	Gray	Beige	Expresso (t)	Black	Gray	Med. Beige	Saddle Brown	Wine	Taupe	Dk. Gray
years	03 - 12	11 - 16	10	13	05 - 09	10	05 - 07	05 - 06	12	05 - 19	07 - 19	09 - 19	09 - 15	11 - 15	11 - 15	12



Hyundai

Color #	7929	7930	7937	8001	9725	M0042	M187	M384	M385	S-5922
	Brown	Beige	Gray	Graphite Black	Lt. Gray	(Dk) Beige	Charcoal Brown (t)	Camel	Espresso	Ivory
years	11 - 15	14 - 19	16 - 19	12 - 17	13	19	13	11 - 16	19	14 - 18



Infiniti

Color #	735	931	2084	7202	7203	8501	IN51	IN52	IN53	IN54	IN55	IN56	IN57	IN58	IN59	IN60
	Truffle Brown	Gallery White	Stone Grey	Lt. Olive	Blonde	Black	Eggshell	Taupe	Lt. Gray 2	Med. Gray 1	Beige 4	Beige 3	Beige 2	New Beige 1	Dk. Taupe	Brown
years	15 - 19	17 - 19	05 - 12	97 - 00	98 - 01	04 - 07	97 - 00	90's	90's	90's	90's	90's	97 - 07	97 - 04	90's	90's

Color #	IN61	IN62	IN63	IN64	IN68	IN70	IN71	IN72	IN73	IN74	M356	S-6230
	Sage (Gray)	Stone Beige (Willow)	Charcoal Graphite	Russell Brick	Lt. Stone Grey	Wheat - Champagne	Ice Grey	Java (Dk. Brown)	Lt. Wheat	Wheat	Monaco Red	Stone (sport)
years	98 - 06	98 - 12	00 - 19	00 - 08	11 - 16	05 - 19	09	08 - 19	14	19	13 - 18	16 - 19



Isuzu

Color #	717	6132	6655	7124	7179	7210	7293	7341	7348	7356	7430	7468	9743	9781
	Chamos	Taupe	Dk. Beige	Med. Pewter	Med. Dk. Pewter	Grey	Ebony	Dk. Grey	Very Dk. Pewter	Beige	Lt. Cashmere	Med. Dk. Cashmere	Opal Grey	New Light Grey
years	03	03	90's	03 - 06	03 - 04	01 - 04	05 - 08	05 - 08	06	01 - 04	04 - 08	04	06	05 - 08



Jaguar

Color #	J27	84	0127	846	847	1107	1108	1109	1110	1111	1112	1878	2104	2124	2125	2151
	Coffee (vinyl) SDC	Ebony	Stone	Tan	Fawn	Grey Beige	Ivory	Cashmere	Cream	Nimbus Grey	Almond (Stone) #AGM	Dove	Dk. Oatmeal	Oatmeal	Parch ment	Lt. Doeskin
years		18 - 19	05 - 08			00 - 02	00 - 10	97 - 06	00 - 02	00 - 02	00 - 08	03 - 15	99		00 - 02	



Jaguar

Color #	2166	2224	2534	2567	3171	3224	3234	3241	3243	3249	3250	3252	3253	3254	3256	3257
	Sable	Sand	Cashew	Parchment	Red Zone	Barley	Beige	Lt. Beige Champagne	Cinnamon	Truffle Brown	London Tan	Ivory	Almond	Cirrus Grey	Mineral	Caramel (sep)
years	97-06	04-08	11-16	11-13	14-17	11-15		99-09		11-15	10-19	09-19	11-14	14-19	13-19	07-15

Color #	3334	3393	3510	3672	3722	4104	4141	4152	4161	4164	4169	4179	4197	4199	4367	4463
	Beige Cashmere	Grey	Green	Cream NDR	Jet Black	Biscuit	Isis Blue JEF	Doeskin AEE	Saville Gray-LDY	Buckskin	White	Barley AFW	Magnolia AEM	Med Cashmere	Oatmeal	Chamois
years	05-06				11-17						02			07	96-02	

Color #	5003	6505	7077	7337	7470	7515	CL005	C1500	M106
	Red	Ebony Black	Camel	Oyster	Charcoal	Parchment HEZ	Navy	Phantom White	Stone (trim)
years			14-17	09-16	97-15	97-06	09-15		05-08

Jeep

Jeep

Newer Colors

Color #	7330	7336	7643	7686	7826	7839	7848	7931	7959	7960	7961	8120	8139	C1501	S5747	S5824
	Dk. Slate Grey	Sandstone - Lt. Pebble Beige	Pastel Pebble Beige	Khaki	Med. Graystone	Lt. Frost Beige	Med. Dk. Saddle	Dk. Olive Brown	Brown	Indigo Blue	New Saddle Tan	Sky Gray	Dk. Mountain Brown	Black	Dark Greystone	Dk. Pebble Beige
years	01-17	01-17	07-11	03-10	11-13	11-20	11-13	11-18	14-17	14-19	14-17	15-20		11-20	11-13	07-11

Newer Colors

Color #	S5967	S6034	S6068	S6132	S6185	S6206	S6207	ZJ8
	Bark Brown	Dk. Frost Beige	Dark Saddle	New Saddle	Ruby Red	Sepia	Sand Storm	Dk. Khaki trim
years	15-17	11-13	11-20	11-13	17-20	14-20	15-20	05-10

Older Colors

Color #	651	6556	6559	6741	6911	6916	6918	7064	7065	7066	7069	7116	7197	7337	7340
	Cognac	Black	Very Lt. Slate	Spice	Dk. Driftwood	Lt. Quartz	Agate	Dk. Mist Grey (trim)	Mist Grey	Med. Camel	Saddle	Beige Dk. Sand	Taupe	Dk. Taupe	Lt. Taupe
years	99-03	97-06	01-08	93-96	93-98	90-02	91-04	00-03	95-03	95-03	96-00	95-03	99-06	99-04	01-07



Jeep

Older Colors																
Color #	7454	7455	7548	7559	7633	7640	9723	9846	9847	9876	9881	CAR142	M0040	M0041	M0042	XDH
	Med. Slate	Lt. Greystone	Saddle Brown	Black	Pastel Slate Grey	Dk. Pebble Beige	Natural Beige	Dk. Tan Med. Pebble	Dk. Saddle	Lt. Camel	Dk. Taupe	Deep Jade	Lt. Fawn	Med. Fawn	Dk. Fawn	Med. Dk. Slate
years	01 - 09	04 - 10	06 - 08	08	07 - 08	08	02 - 04	98 - 06	99 - 01	98 - 01	93 - 05	05 - 06	00 - 03	00 - 04	00 - 06	04 - 08



Kia

Color #	47	231	450	1109	2090	6246	6505	6988	7179	7562	7929	7930	7937	FL34	M359	S-6231
	Lt. Beige	Camel	Merlot	Beige	Lt. Grey	Beige Trim	Black	Graphite	Med. Gray	Lt. Titanium	Med. Brown	Beige	Dk. Gray	Beige	Red	Gray
years	14 - 17	15 - 19	16	07 - 19	13	06 - 15	05 - 19	17 - 18	05 - 19	11	17 - 19	18 - 19	16 - 19	05 - 09	09 - 11	17



Land Rover

Color #	84	2094	2537	3239	3240	3241	3242	3245	3246	3247	3248	3250	3251	3252	3253	3254
	Ebony	Dk. Cream	Lunar Ivory Oxford	Bahama Beige	Dk. Alpaca Beige	Sand-Alpaca Beige	Brown (Walnut)	Tundra	Aspen Green	Ivory	Arabica Brown	London Tan	Tan	Ivory	Almond	Cirrus Grey
years	03 - 19		18	97 - 02	03 - 09	02 - 13	99 - 02	04 - 07	03 - 06	09 - 11	10 - 16	08	09 - 19	03 - 19	08 - 19	12 - 19
Color #	3255	3256	3722	6903	7530	7703	7720	CL005	S-6035							
	Nutmeg	Lunar Gray	Jet Black	Dk. Cherry	Pimento	Light Stone	Expresso	Navy	Sand							
years	09 - 12	10 - 19	03 - 12	12 - 18	11 - 19	97 - 02	12 - 19	03 - 19	11 - 12							



Maserati

Color #	015	019	0431	3824	4594	4595	4599	4601	4604
	Dk. Grey (grigio medio)	Dk. Palamino (cuoio sella)	Lt. Grey (grigio ghiaccio)	White (Bianco Progiato)	Black (nero)	Cream (avario)	Beige	Bordeaux	Palamino (cuoio)
years	05 - 16	05 - 16	05 - 09	11 - 19	05 - 20	05 - 12	05 - 13	05 - 19	05 - 20



Lexus

Color #	03	05	06	08	10	11	13	15	17	18	23	45	84	85	86	88
	Dk. Ivory (trim)	Ivory	Ivory	Agate	Bluish Gray	Dk. Quartz (dash)	Dk. Taupe Sandalwood (dash)	Dk. Gray	Lt. Charcoal	Light Ivory	Cork (Camel)	Mauve	Charcoal Black	Blue	Classic Gray	Taupe (Med. Dk. Ivory)
years	01 - 09	92 - 98	90 - 96	95 - 00	95 - 02		99 - 03	90 - 94	98 - 05	99 - 02	02 - 08	90 - 94	04 - 10	90 - 94	99 - 04	92 - 03

Color #	306	315	375	389	0438	533	942	960	2087	2126	2127	2128	2129	2130	2131	2132
	Med. Taupe	Ivory	Ivory	Dk. Gray	Water Grey	Sage (gray)	Brown (trim)	Sterling (gray)	Dk. Taupe	Lt. Ecu Cream	Alabaster	Cashmere	Camel	Dk. Gray	(Blue) Black	Lt. Gray
years	05 - 08	96 - 09	96 - 07	00, 06-08	10 - 12	90's	06 - 08	90's, 06-08	06 - 08	02 - 18	07 - 12	06 - 11	06 - 10	06 - 10	06 - 18	06 - 17

Color #	2133	2134	2135	2136	2137	2138	2139	2140	2585	2586	7214	7308	8501	9644	S-5967	M212
	Med. Ivory	Parchment	Sephia Brown	Dk. Sandalwood (†)	Flaxen Saddle	Saddle Tan	Cabernet	Noble Brown	Dk. Saddle	Med. Ash Gray	Med. Charcoal	Dk. Stone	Black	Stratus Gray	Bark Brown (dash)	Rioja Red
years	05 - 09	10 - 18	06 - 17	09 - 14	13 - 18	11 - 17	13 - 18	16 - 18	02 - 18	05 - 07	00 - 02	05 - 10	92 - 03	15 - 18		14 - 18



(Ford) Lincoln

Color #	927	2224	3401	4310	5353	6046	6246	6503	6505	6548	6550	6573	6574	6575	6576	6595
	Dk. Sand (trim)	Lt. Cream Parchment	Dk. Pumice Brown (dash)	Dk. Stone	Charcoal Black	Oxford White	Lt. Sandalwood	Lt. Bisque	Ebony	Lt. Stone	Med. Dk. Stone	Med. Dk. Flint	Dk. Flint (trim)	Med. Lt. Stone	Lt. Flint	Med. Lt. Ash
years	07	00 - 03	96 - 00	02 - 07	02 - 19	90 - 07	89 - 00	90's, 07-08	90 - 19	02 - 13	02 - 06	02 - 07	02 - 06	02 - 17	06 - 07	03 - 05

Color #	6698	6937	6941	7092	7093	7094	7111	7165	7170	7220	7221	7222	7275	7276	7357	7398
	Med. Camel	Med. Graphite	Lt. Graphite	Lt. Prairie Tan	Med. Denim Blue	Med. Prairie Tan	Truffle	Dk. Denim Blue	Midnight Black	Lt. Parchment	Med. Parchment	Dk. Graphite	Med. Dk. Parchment	Med. Dk. Graphite	Med. Flint	New Med. Parchment
years	05	96 - 06	95 - 07	97 - 02	97 - 03	97 - 06	98 - 07	98 - 07	98 - 08	99 - 08	99 - 04	99 - 06	00 - 07	01 - 06	02 - 07	05 - 08

Color #	7412	7413	7445	7470	7473	7474	7481	7508	7515	7666	7667	7677	7684	7731	7787	7887
	Black Ink	Med. Lt. Stone	Lt. Dove Gray	Charcoal Black	Med. Dove	Dk. Shale	Camel	Lt. Camel	Sand	Dk. Saddle	Med. Pebble 3	Dk. Parchment	Dk. Pebble 5	Greystone	Steel Grey	Hazelnut
years	02 - 08	05 - 15	04 - 08	08	05 - 08	04 - 07	05 - 10	06 - 12	06 - 09	03	03 - 07	02 - 04	03 - 05	07	10 - 11	13 - 18
Aviator	NA		NA - 05				NA	NA								



(Ford) Lincoln

Color #	7927	7934	7994	7995	7996	7998	8015	8046	8051	8053	8104	8152	8501	M192	S-5715	S-5817
	Coffee	Lt. Dune	Dk. Java	Espresso	Oasis/ Island	Cashmere	White Sand	Terracotta	Cappuccino	Jade Gray	Rhapsody Blue	Coastal Blue	Jet Black	Med. Slate	Med. Ash	Granite
years	16 - 19	13 - 19	16	16 - 19	15 - 16	16 - 19	14 - 16	16 - 19	16 - 19	17 - 18	17 - 19	18 - 19	04 - 19	18 - 19	03	04

Color #	S-5841	S-5980	S-6008	S-6036
	Cashmere	Canyon (saddle)	Russet	Sienna
years	09 - 12	10 - 15	18 - 19	10 - 12



Mazda

Color #	88	464	847	2570	3247	6505	6573	6574	6575	6576	6865	6950	7077	7094	7220	7221
	Taupe	Sport Tan	Dune Beige	Tan	Almond	Black	Med. Dk. Flint	Dk. Flint	Med. Lt. Stone	Lt. Flint	Med. Mocha	Med. Graphite	Saddle	Med. Prairie Tan	Med. Parchment	Med. Parchment Beige
years	90's	16 - 19	09 - 13	05 - 08	14 - 16	03 - 19	05 - 06	03 - 06	08	05 - 06	90's	96 - 03	90's	96 - 03	05 - 06	98 - 04

Color #	7222	7321	7357	7413	7455	7470	7472	7481	7667	7674	7731	9867	M231	M469
	Dk. Graphite	Dk. Prairie Tan (t)	Med. Flint	Sand	Lt. Gray	Charcoal Black	Beige	Camel	Med. Pebble 3	Med. Dk. Pebble (trim)	Greystone	Very Dk. Camel	Saddle	Parchment
years	03	02 - 03	05	10 - 19	08 - 09	08 - 11	05 - 13	08	03 - 06	02 - 03	08 - 11		90's	16 - 19



Mercedes Benz 1958-2002

Color #	134	137	172	234	238	240	241	243	244	W245	246	248	254	263	266	267
	Palamino	Sienna	Mahogany	Palamino	Blue Gray	Middle Red	Black	Red	Green	Blue	Grey	Brown	Parchment	Tobacco	Lt. Grey	Bamboo Antique
years					81 - 96	81 - 97	97 - 00							72 - 80	81 - 98	72 - 80

Prep Your Business For The Fall & Winter Months

The official start of fall was **September 22, 2022**. As the days get shorter and temperatures gets cooler, you may want to start thinking about 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.



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. 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	POLYCRYL DYE SYSTEMS
WHIPIT, FIREWATER , SURFACE PREP	CYNOACRALATES & ADHESIVES
AIR CURE REPAIR PRODUCTS	HEAT CURE REPAIR PRODUCTS
VINYL SIDING REPAIR MATERIAL	PRIMERS/BODY FILLERS/EPOXIES
VISUAL AID HEADLIGHT CLEAR	MOTOR CITY CLEAR COAT

Although this is not a complete listing, keep in mind that any product that contains water is capable of freezing. Most of 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. Don't forget about yourself. Make sure your winter gear is ready to go. This is the perfect time to place your order for Hand & Body Warmers. They will be an extremely hot commodity in next two months.



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



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