

# What's Up, Doc?



## Dr. Vinyl Interior Repair News



## The Doctors Touch Auto Paint Repair News



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## Message From The CEO

Dear members of the Dr. Vinyl and The Doctors Touch family,

As I write this article, we see the requested answers of the Dr. Vinyl Franchisee Questionnaire pouring in, thank you for that! On the responses that requested certain updates or additional information, we will send that to you quickly so everyone is on the same page. It doesn't hurt to review your company's documentation every now and then especially when you are considering selling or transferring your businesses. You will see how important it is to be current with all aspects of your franchise agreement when that time arrives!

As we move along through the spring months, Dr. Vinyl also continues to make progress on the Vinyl Siding Initiative that was discussed at Convention 2023. You will be informed by me personally as soon as we are ready to set it in motion.

For those of you who were unable to attend this past convention, I was allowed to offer Dr. Vinyl franchise owners field assistance for all associates. This will be carried out by **Raymond Scott, Dr. Vinyl of Springfield MO**. As many of you are aware, Raymond has been with the Dr. Vinyl for over 33 years as both a Franchise Owner and a Dr. Vinyl Corporate Trainer. His expertise in the Dr. Vinyl system is extensive.

How will this program work? To initiate a visit, the Franchise Owner has to request the field assistance by contacting me directly at **(816) 838-9440** or by email to [richard@drvinyl.com](mailto:richard@drvinyl.com). Once approved, Dr. Vinyl will cover Raymond Scott's cost for time and travel. By offering this service, you must be aware of the following demands:

1. Do your vehicles comply with the Dr. Vinyl requirements?
2. Are you and/or your associate using the products provided by Dr. Vinyl that you were trained on to do the job?

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3. Raymond will be there to assist you, not to audit your business. He will, however, give you and Dr. Vinyl headquarters a thorough review of what he experienced during the visit such as the appearance of the technician, cleanliness & setup of work vehicle (inside & outside) and the technicians work ethics and repair process. Of course, all of this is to help your associate be the best that they can be.
4. He will also demand that a route is planned so there is no wasted time during the visit.
5. Raymond will also bring new products to show your technicians.

If you feel our assistance is needed to improve your franchise, don't hesitate to call me!  
Enjoy the summer!

**Richard Reinders - CEO**  
**Dr. Vinyl & Associates, Ltd.**

RANK	2022 DR. VINYL TOP 42 FRANCHISE RANKINGS		
1	CURT & JANET PRIBBLE	DR. VINYL OF	INDIANAPOLIS IN
2	CHRIS & TERA HAWKINS	DR. VINYL OF	THE CUMBERLAND TN
3	BRIAN & NINA GREENFIELD	DR. VINYL OF	GREEN COUNTRY OK
4	STEVE BIGGERSTAFF	DR. VINYL OF	CATAWBA VALLEY NC
5	STEVE & JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA
6	JOSEPH OESTERLING	DR. VINYL OF	MICHIGAN, LLC
7	RAYMOND SCOTT	DR. VINYL OF	SPRINGFIELD MO
8	JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS
9	ANDREW & JULISSA NESLER	DR. VINYL OF	OMAHA NE & COUNCIL BLUFFS IA
10	DOROTHY FUNK	DR. VINYL OF	KANSAS
11	GENTRY INCORPORATED	DR. VINYL OF	SOUTHEASTERN MO & SOUTHERN IL
12	WENDY BARNETT	DR. VINYL OF	MIDDLE TN
13	JEFF & TAMMY ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN, LLC
14	MERLIN BARTEL	DR. VINYL OF	CANADA
15	STEVE STARK	DR. VINYL OF	HAMILTON COUNTY INDIANA

16	SCOTT SAARI	DR. VINYL OF	SOUTHERN MINNESOTA
17	JASON ROLLOFF	DR. VINYL OF	CENTRAL MINNESOTA
18	MARIO LEON	DR. VINYL OF	EAST METRO MINNEAPOLIS & ST. PAUL MN
19	SHAWN FLESHER	DR. VINYL OF	THE PERMIAN BASIN TX
20	KIRK PATTEE	DR. VINYL OF	KANSAS CITY MO
21	JEFF & SHERI GREGORY	DR. VINYL OF	WEST CENTRAL MO
22	ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS
23	MIKE & TRACEY GIANNOLA	DR. VINYL OF	INDEPENDENCE & BLUE SPRINGS MO & JOHNSON COUNTY KS
24	DOUG & TAMI DETWIELER	DR. VINYL OF	ALBUQUERQUE & SANTA FE NM
25	RICHARD TYLER	DR. VINYL OF	SAN ANTONIO TX
26	ALIX YOUNESALI	DR. VINYL OF	TULSA OK
27	JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY
28	NATE & JENNIFER GOOSEY	DR. VINYL OF	NORTH CENTRAL FL
29	JASON MCCURDY	DR. VINYL OF	UNION COUNTY NC
30	BRAD REWITZER	DR. VINYL OF	SOUTHERN MINNESOTA
31	BRETT & POLLY MELHUS	DR. VINYL OF	EAST CENTRAL MINNESOTA
32	RIDGE HALL	DR. VINYL OF	LUBBOCK TEXAS
33	NORBERT & JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA
34	TODD LESTER	DR. VINYL OF	CENTRAL TEXAS
35	CHERYL HODGES	DR. VINYL OF	WESTERN KENTUCKY
36	JASON & SHARON CRISPIN	DR. VINYL OF	LINCOLN NE
37	SHAWN MORRIS	DR. VINYL OF	SOUTHEASTERN OK
38	BILL & GREG LANE	EAST COAST	DR. VINYL
39	GARY PENNINGTON	DR. VINYL OF	NORTHLAND MO
40	STEVE GWADERA	DR. VINYL OF	COOPER COUNTY MO
41	GREG STRUCKHOFF	DR. VINYL OF	ST. LOUIS MO
42	DAVID & TERESA LANG	DR. VINYL OF	JOPLIN MO

## CONVENTION 2023 RECAP

**THANK YOU** to everyone who attended the 2023 “Fifty & Still Going Strong” convention. It was so good to see everyone in person. This was our first major convention since Covid-19 hit the U.S. in 2020. Considering that some are still very leery of large gatherings, the number of attendees was still pretty amazing. More than half of the franchise system was represented at this year's event.

The one thing you can always count on when attending a Dr. Vinyl conference is the fact that you're guaranteed to come away with information that will help you and your business grow.

We would like to give a special thank you to all the owners and associates that participated by sharing their expertise in a repair demonstration or a roundtable/group discussion. Listed below are those associates that offered their assistance.

<i>Jason</i>	<i>Crispin</i>	<i>Dr. Vinyl of</i>	<i>Lincoln Nebraska</i>
<i>Sharon</i>	<i>Crispin</i>	<i>Dr. Vinyl of</i>	<i>Lincoln Nebraska</i>
<i>Brian</i>	<i>Greenfield</i>	<i>Dr. Vinyl of</i>	<i>Green Country Oklahoma</i>
<i>Carson</i>	<i>Greenfield</i>	<i>Associate of</i>	<i>Green Country Oklahoma</i>
<i>Nina</i>	<i>Greenfield</i>	<i>Dr. Vinyl of</i>	<i>Green Country Oklahoma</i>
<i>Jimmy</i>	<i>Harcum</i>	<i>Associate of</i>	<i>The Cumberland Tennessee</i>
<i>Chris</i>	<i>Hawkins</i>	<i>Dr. Vinyl of</i>	<i>The Cumberland Tennessee</i>
<i>Timothy</i>	<i>Hoefl</i>	<i>Associate of</i>	<i>Dr. Vinyl - Michigan</i>
<i>Bill</i>	<i>Hubbard</i>	<i>Associate of</i>	<i>Indianapolis Indiana</i>
<i>Bill</i>	<i>Lane</i>	<i>Dr. Vinyl of</i>	<i>East Coast</i>
<i>Greg</i>	<i>Lane</i>	<i>Dr. Vinyl of</i>	<i>East Coast</i>
<i>Joe</i>	<i>Oesterling</i>	<i>Dr. Vinyl of</i>	<i>Dr. Vinyl - Michigan</i>
<i>Austin</i>	<i>Ratliff</i>	<i>Associate of</i>	<i>Green Country Oklahoma</i>
<i>Caleb</i>	<i>Reed</i>	<i>Associate of</i>	<i>Blue Grass Kentucky</i>
<i>Justin</i>	<i>Reels</i>	<i>Dr. Vinyl of</i>	<i>Iowa</i>
<i>Mitchell</i>	<i>Reid</i>	<i>Associate of</i>	<i>The Cumberland Tennessee</i>
<i>Jeff</i>	<i>Simmerman</i>	<i>Dr. Vinyl of</i>	<i>Iowa</i>
<i>Richard</i>	<i>Tyler</i>	<i>Dr. Vinyl of</i>	<i>San Antonio Texas</i>
<i>Andrew</i>	<i>Weyer</i>	<i>Associate of</i>	<i>Dr. Vinyl - Michigan</i>

**Justin Reels & Jeff Simmerman, Dr. Vinyl of Iowa** got things kicked off with a very informative presentation on New Opportunities with Vinyl Siding Repair. I won't attempt to repeat what Justin & Jeff presented to the audience in attendance, but I will strongly encourage you to view their presentation which was recorded at convention. The video is now posted on the Dr. Vinyl private website, [www.drvinyl.com/member](http://www.drvinyl.com/member) (username & password required). After watching the video and you fill that you're interested in being part of the VSR National Network or need more information, please give Richard Reinders or Justin Reels a call.

Next up, **Paul Hoeper - CEO, InvoiceASAP**. Paul and his partner Kristen Frank did an excellent job explaining the Dr. Vinyl InvoiceASAP App. Some of you are currently using the original version of

this app to help simplify your invoicing and billing needs. What's different about this you may ask? For starters, it has been customized to Dr. Vinyl and it is totally FREE to all Dr. Vinyl franchise owners. For more information regarding InvoiceASAP and how you can get started, please contact Kaylan Rybnick at (800) 531-6600 ext. 190 or cell - (816) 267-5174 - [kaylan@drviny.com](mailto:kaylan@drviny.com).

Next on the highlight reel, the one thing that most of us pays the least amount of attention to, but is probably the most important part of your business and your life. A **Health & Safety Report by Dr. Joseph Oesterling, MD**. It was a great benefit to hear directly from a "Real Doctor" about the products we are using, how those products effect our bodies and the protective gear that is available to us from the Dr. Vinyl parts department. This session could have went on for hours. It was extremely informative for everyone in attendance.

**Brian Greenfield, Dr. Vinyl of Green Country** shared some excellent tips on Securing Large Accounts such as casinos. There are several things that need to happen in order for this to be beneficial for both the vendor and the client. The obvious factors that come into play would be pricing, volume, location and turnaround time. Brians demonstration will give you great insight on how to proceed with similar accounts in your area. Brian, along with **Dr. Joe Oesterling, Dr. Vinyl of Michigan**, also gave owners some great information on Recruiting New Associates. This has always been a challenging task for many owners within the system. Be sure to check out the videos on the private website.

**Bill Hubbard, Associate of Indianapolis** assisted by **Brian Greenfield, Dr. Vinyl of Green Country** also put on an excellent presentation when it comes to "Getting New Business." This session delivered quality information to new owners & associates that are just getting started in business. At some point, you will need to go knock on new doors in search for new business. Knowing what to say and probably more importantly, who to speak to is a crucial step in the sales process. That initial visit can determine whether or not you have a shot at landing an account. Please visit the Dr. Vinyl private website and view the video. It definitely is a must see.

The sessions mentioned above were just a taste of what took place in Kansas City. The demonstrations that were put on by owners & associates (several of them were owners & associates less than a year in business) were some of the best "how to" demonstrations ever. This article would never be able to explain how valuable their input was. You had to be there to appreciate it. Hopefully we'll see you at the next Dr. Vinyl convention.

The Dr. Vinyl Meet & Greet was a great start to Convention 2023. We had the largest turnout for a Thursday night gathering than we've ever had. Thanks to all that came in early. Our Friday night & Saturday night entertainment did not disappoint either. Friday night casino continues to be a big hit for many. The top 20 Poker Chip winners received 5-\$20.00 lottery scratcher tickets with a chance to win up to \$1,000,000.00 each. After Richard Reinders mentioned he wanted 7% of the winnings from the lottery tickets, no one would reveal if they hit the big one. Josh Farley put on a Magical performance on Saturday night just before the Dr. Vinyl Awards presentation. Josh had the audience fully engaged as he performed magic right before our eyes. He was outstanding! If you ever get a chance to see one of his shows, we strongly encourage you to do so. You can view his schedule at <https://www.joshfarley.com/>.

Overall convention 2023 was a great success! We sure look forward to our next big event. If you are interested in hosting a regional Dr.Vinyl convention in your area, please contact Richard Reinders at (816) 838-9440 or email [richard@drviny.com](mailto:richard@drviny.com).

Have a great summer!  
Buster Coppage

## *Anniversary Dates*

NAME	DR. VINYL OF	TERRITORY	START DATE	
LETITIA GENTRY	DR. VINYL OF	SOUTHEAST MO & SOUTHERN IL	5/1/1983	40 YEARS
DAVID PIERCE	DR. VINYL OF	LITTLE ROCK AR	5/19/1983	40 YEARS
JOHN PIERCE	DR. VINYL OF	LITTLE ROCK AR	5/19/1983	40 YEARS
ALEX YOUNESALI	DR. VINYL OF	TULSA OKLAHOMA	3/2/1998	25 YEARS
DENNIS GARRIGUS	DR. VINYL OF	GREATER PEORIA ILLINOIS	1/6/2003	20 YEARS
MICHELLE GARRIGUS	DR. VINYL OF	GREATER PEORIA ILLINOIS	1/6/2003	20 YEARS
RICK KUPZYK	ASSOCIATE OF	DR. VINYL - KANSAS	3/3/2003	20 YEARS
BRETT MELHUS	DR. VINYL OF	EAST CENTRAL MINNESOTA	3/21/2003	20 YEARS
POLLY MELHUS	DR. VINYL OF	EAST CENTRAL MINNESOTA	3/21/2003	20 YEARS
DESHAWN WINSTON	DR. VINYL OF	LAS VEGAS NV	5/3/2003	20 YEARS
JIMMY YOUNG	ASSOCIATE OF	CATAWBA VALLEY NC	1/14/2008	15 YEARS
JEFF ROLLOFF	DR. VINYL OF	GREATER MINNEAPOLIS MN	4/7/2008	15 YEARS
BRAD REWITZER	DR. VINYL OF	SOUTHERN MINNESOTA	3/4/2013	10 YEARS
MATT BANKEN	ASSOCIATE OF	SOUTHEAST MO & SOUTHERN IL	3/18/2013	10 YEARS
DUANE SIGNS	ASSOCIATE OF	INDIANAPOLIS IN	4/10/2013	10 YEARS
BRANDON JONES	ASSOCIATE OF	THE CUMBERLAND TN	4/26/2013	10 YEARS
EMILY FUNK	ASSOCIATE OF	DR. VINYL - KANSAS	1/8/2018	5 YEARS
DUSTIN ROSS	ASSOCIATE OF	INDIANAPOLIS IN	3/12/2018	5 YEARS
JAMES ELTING	ASSOCIATE OF	DR. VINYL - MICHIGAN	3/12/2018	5 YEARS





# Photos From The Field



## LAS VEGAS

**Interior of Ferrari being refinished with Dr. Vinyl PolyCryl Waterbase Coating.**

**Photo submitted by Deshawn Winston, Dr. Vinyl of Las Vegas!**

**Outstanding Deshawn, Keep up the good work!**



**Photo submitted by Mark Smith, Associate - Dr. Vinyl of Las Vegas!  
Beautiful Work!**

## FRANCHISE ASSOCIATES TO FRANCHISE OWNERS

**Ethan & Alexandra Gentry**



*Pictured from left to right: Maggie, Ethan, Jake, Ruthie & Allie*

### ***Dr. Vinyl of MoArk***

Dr. Vinyl is pleased to welcome our newest franchise owner, **Ethan & Allie Gentry**. Ethan and his wife Allie has purchased the franchise known as **Dr. Vinyl of MoArk**. The territory includes areas on both sides of the Missouri & Arkansas state line. Ethan & Allie have three children, Ruthie - 6, Jake - 4 and Maggie - 3. The Gentry's family work history with Dr. Vinyl began more than 40 years ago with their father, the late Bryan Gentry. Ethan officially joined the business as a Wheel Repair Technician in 2019 with **Raymond Scott, Dr. Vinyl of Springfield**. Please give Ethan & Allie a warm Dr. Vinyl welcome as new Dr. Vinyl Franchise Owners.

**Congratulations Ethan & Allie!**  
**We're glad to have you!**





## FRANCHISE ASSOCIATES TO FRANCHISE OWNERS

**Jacob & Brandy Peterson**



### ***Dr. Vinyl of The Northland MO***

Lets give a warm welcome to **Jacob & Brandy Peterson, Dr. Vinyl of The Northland MO**. Jacob and Brandy acquired the business from former owner, **Gary & Janet Pennington**. Jacob has been working with **Dorothy Funk, Dr. Vinyl of Kansas**, as a subcontractor since 2015. His father, **Greg Peterson**, is also a 41 year veteran with Dr. Vinyl as a Interior Repair technician. Jacob is one of the latest subcontractors to take the leap of becoming the owner of his own Dr. Vinyl business. Jacob says he is so ready to start this new chapter in his life and looking forward to growing his business.

**You're going to do great Jacob, congratulations!**



# Convention 2023 Awards

## Presidents Award

**Scott & Bridget  
Saari**

**Dr. Vinyl of  
Southern  
Minnesota**



## Pound For Pound Award

**Chris Hawkins**

**Dr. Vinyl of The  
Cumberland TN**



## High Sales Award Veteran Franchisee

**Curt & Janet  
Pribble**

**Dr. Vinyl of  
Indianapolis, IN**



## High Sales Award Junior Franchisee

**Ridge & Calli  
Hall**

**Dr. Vinyl of  
Lubbock, TX**



## High Sales Award Rookie Franchisee

**Bill & Greg Lane**

**East Coast  
Dr. Vinyl**



## High Sales Award Rookie Associate of the Year

**Ryan Pruitt**  
**Associate of Green  
Country OK**



# Convention 2023 Awards

## High Sales Award Interior Repair

**Chaz Allman**

Associate of  
The Cumberland  
TN

**NO PHOTO  
AVAILABLE**



## High Sales Award Auto Paint Repair

**Jared Schornick**

Associate of  
Indianapolis, IN

**NO PHOTO  
AVAILABLE**



## High Sales Award Wheel Refinishing

**Jimmy Harcum**

Associate of  
The Cumberland  
TN



## High Sales Award Upholstery

**Jacob Morris**

Dr. Vinyl of  
Northern Texas



## High Sales Award Paintless Dent Removal

**Terry Hancock**

Associate of  
Omaha, NE



## High Sales Award Vinyl Siding Repair

**Brennon Buist**

Associate of Canada



# Convention 2023 Awards

## Dr. Vinyl Award of Excellence

**Richard Tyler**

**Dr. Vinyl of  
San Antonio, TX**



## Entrepreneurial Spirit Award

**Carson Greenfield**

**Associate of  
Green Country  
Oklahoma**



## Hall of Fame Award Franchise Owner

**Zach Bates**

**Dr. Vinyl of  
Corpus Christi  
Texas**



## Hall of Fame Award Franchise Associate

**Chaz Allman**

**Associate of The  
Cumberland  
Tennessee**



## Hall of Fame Award Franchise Associate

**Austin Ratliff**

**Associate of Green  
Country  
Oklahoma**



## Hall of Fame Award Franchise Associate

**Jake Peterson**

**Associate  
Dr. Vinyl - Kansas**



## Dr. Vinyl Determination Award

**Coleman Hawkins**

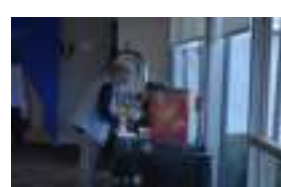
**Associate of The  
Cumberland  
Tennessee**



***Congratulations To All Award Winners!!!***



# Convention Photos



# Convention Photos





# Convention Photos



# Convention Photos



## New Monthly Recap Feature

Hello Dr. Vinyl Franchisee Owners!

For those of you that submit your recaps online and take advantage of the Upholstery Deductions, there has been a request to add a place on the recap form so you can attach your upholstery receipts directly to the recap in which you're claiming the deduction. There has been a "**Choose File**" button added to the bottom of the Monthly Recap Form that allows you to attach your Upholstery Receipts to the recap that you are submitting. We hope this addition will simplify the reporting process. The maximum size for an attachment is 23 MB. If you have a file larger than 23 MB or if you have multiple files to attach, please send files directly by email to [vickieb@drvynl.com](mailto:vickieb@drvynl.com). If you have any questions, please do not hesitate to give me a call at (800) 531-6600 ext. 170 or send an email to [vickieb@drvynl.com](mailto:vickieb@drvynl.com). Thank you for your continued support!

Vickie Borron

Accounts Receivable Specialist

The screenshot shows a web form for submitting a monthly recap. At the top, there is a red button labeled "JUMP TO BOTTOM". Below this is a section titled "Technician 10" which contains a table with columns for Associate Name, DV-INT, DT-APR, DV-PDR, DV-UPH, DV-WHR, DV-VSR, and Total. Each column has a corresponding input field, and the Total field is pre-filled with "\$0.00". Below the table is another red button labeled "JUMP TO BOTTOM".

Below the table, there are three input fields for "Total Sales", "Sales Tax", and "Upholstery Deductions", all pre-filled with "\$0.00". Below these are two more input fields for "Net Sales" and "Advertising Fee (Max \$100)", both pre-filled with "\$0.00". Below these are two more input fields for "Royalty Fee" and "Calculated Royalty Fee", both pre-filled with "\$0.00".

At the bottom of the form, there is a section titled "Attach Upholstery Receipts" which is circled in blue. This section contains a "Choose File" button, the text "No file chosen", and a note "Max file size: 23 MB". Below this section are three red buttons: "SUBMIT", "RESET FIELDS", and "PRINT THIS FORM".



# SALES BY REGION



## JANUARY 2023

Western	Northern	Midwest	Southern	Eastern
\$58,983.00	\$69,395.00	\$378,894.39	\$194,562.96	\$103,844.43
\$23,185.00	\$32,882.79	\$105,846.76	\$88,719.90	\$15,661.00
\$17,625.00	\$23,049.00	\$64,267.00	\$30,258.95	\$4,220.00
\$15,229.00	\$22,743.00	\$55,701.00	\$16,082.50	\$3,865.00
\$13,307.50	\$20,275.00	\$44,455.45	\$12,935.00	

## FEBRUARY 2023

Western	Northern	Midwest	Southern	Eastern
\$58,533.50	\$51,470.00	\$446,894.18	\$199,442.21	\$77,854.91
\$26,342.00	\$29,531.72	\$106,848.97	\$86,803.00	\$17,835.00
\$17,580.00	\$22,460.00	\$67,779.00	\$48,696.00	\$5,321.00
\$15,475.00	\$21,045.00	\$45,487.00	\$21,589.00	\$4,210.00
\$15,051.00	\$20,340.00	\$37,260.00	\$13,375.00	

## MARCH 2023

Western	Northern	Midwest	Southern	Eastern
\$71,464.00	\$64,085.00	\$491,444.83	\$247,353.56	\$86,836.77
\$33,495.00	\$43,554.46	\$128,762.64	\$94,367.59	\$27,014.20
\$30,995.00	\$35,603.00	\$80,067.00	\$35,915.35	\$5,825.00
\$18,608.93	\$27,330.00	\$57,940.00	\$18,773.94	\$3,980.00
\$17,055.00	\$25,527.00	\$44,944.00	\$17,375.00	

## HOW TO GET MORE WORK WHILE YOU WORK!

*By Mitchell Reid - Associate, The Cumberland TN*

To Owners and Technicians,

Have you ever wondered about an easy way to get more work? Some would say by word of mouth, others would say advertising. One takes time and the other takes money. What if there was a way to do both without spending time OR money? As a matter of fact, what if you could actually **Make Money** while you do it?

While most upholstery work is done inside, that is not always the case. When I'm performing my duties at Steak 'n Shake restaurants, I'm almost always working outside in the parking lot. The reason for this is obviously because they are open and working inside is not an option. I usually work many locations in a region to be efficient and cannot get to most of them before they open for the day. Regardless, if you are working at one location or many, you can use your situation and surroundings to easily procure more work simply by doing what you are hired to do. That is to say letting people see what you are doing and being easily identifiable as someone in that field. One of the things I do is set up right next to my van covered with Dr. Vinyl graphics. I am dressed in my standard Dr. Vinyl uniform which is a shirt with a Dr. Vinyl logo or in colder weather a jacket also with Dr. Vinyl insignia on it. These are some of the reasons I usually get questioned several times per location about if I do a certain type of upholstery work (car, boat, or residential). The Dr. Vinyl logo goes a long way in explaining what I am doing at this location.

If the "Dr. Vinyl" doesn't tip them off, they quickly get the picture when they see me carrying booth bottoms out to the worktable by the van and start to recover them. They tend to watch for a while and approach when they are comfortable with the work they see me doing. It is a kind of a way of vetting a person in a trade. They tend to watch me for a while from the safety of their car then approach me when they are satisfied with or curious enough about the work or wonder what else can he do?

I did not invent this method of getting more work. I didn't even realize I was doing anything like that until a lady at one of my stops told me how great a job of advertising I was doing. She had to explain it to me. She thought I was some kind of traveling salesman showing off what I could do. She asked if she was right. I told her I was just hired by Steak 'n Shake to recover the damaged upholstery at their stores. She said, "Well I bet if you did this all the time you would never be out of work." It was only then that I realized for the last 8-10 years that is probably why people have been approaching me at restaurants all over the South. I just thought they were curious. I thought maybe it was like dinner and a show. I never thought I was luring people in with what I was doing or wearing or standing beside. It is certainly something to think about if you are looking for more work, especially in the areas you are already working in.

I think as techs of all trades we often times get into the mindset of parking at the back of the lot or out of sight and forget the logo on our shirt or our van or whatever work we are performing is quite an advertisement. I am not saying that this method will keep you from ever looking for work again, but it certainly can't hurt. Maybe it is time to get out a clean Dr. Vinyl shirt or maybe it time to give the old work van a good wash or park where people can see you work. Try it and see the next time you have a chance. You might be surprised at your results. You will only succeed if you try.

If you have had some kind of luck with another method or approach, please let us know about your success story.

*Cont'd on next page*

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### **June 9, 2023 - Update**

*A quick follow up to this article. I was installing covers at a gym today, and the same thing happened there that has been happening at the restaurants. While I was busy installing covers on the equipment at their gym, multiple people asked me if I could work on their boat upholstery. Another person asked about working on their motorcycle seat.*

*Don't miss out. The opportunities are endless.*

Mitch Reid  
The Wandering Upholsterer  
"All Who Wander Are Not Lost"



## **The Dr. Vinyl/The Doctors Touch Forums**

The Dr. Vinyl/The Doctors Touch Forums was created to give owners and associates a platform to discuss anything related to the business such as repair tips, new products, marketing techniques, tools that make the job easier, etc. As mentioned at Convention 2023, technology continues to make it easier for us to communicate with each other. However, if we fail to utilize the tools that are at our disposal, then we could easily find ourselves on the outside looking in. The forums is very similar to other bulletin boards, it allows you to post questions, upload pictures and get answers instantly from other registered members within the Dr. Vinyl Group. For those of you that do utilize the forums, thank you for your support. For those who are new to Dr. Vinyl, below are the details.

- ♦ Have you ever been on the job site and came across a repair you've never seen before?
- ♦ Have you found a new creative way of completing a repair?
- ♦ Is there new competition in town and you're wondering if anyone has seen them in their territory?
- ♦ Maybe you're wondering what others are charging for a particular repair or service.

Well all those questions can be posted on the Dr. Vinyl/The Doctors Touch forums for all registered users to give feedback instantaneously or at their leisure. There are 6 forums including General Discussion, Repair Procedures, Current Products & New Products, Parts Department, Training, and Swap & Shop.

## **How To Post A New Topic**

- ♦ Click on a forum name.
- ♦ In the "Create New Topic" box, write your topic title and the body of your post.
- ♦ If you want to be notified about replies via email, check the "Notify me of follow-up replies via email" box.
- ♦ Click "Submit".

It's that simple. Be sure to visit [www.drvinyl.com/member](http://www.drvinyl.com/member). Once you've logged in, click on the "Forums Tab" and you'll be on your way. Complete instructions on how to use the forums can be found on the home page of the Forums Section. If you have questions or suggestions, give Buster a call at 1-800-531-6600.



# Individual High Sales January 2023

## January Top 10 Interior

JAKE PETERSON	ASSOCIATE OF	DR. VINYL-KANSAS	\$28,230.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$20,804.00
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$20,724.93
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TN	\$18,013.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TX	\$17,625.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TN	\$16,590.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FL	\$16,082.50
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$15,230.00
RYAN PRUITT	ASSOCIATE OF	GREEN COUNTRY OK	\$14,545.00
KYLE ROBERSON	ASSOCIATE OF	THE CUMBERLAND TN	\$14,370.00

## January Top 10 Auto Paint Repair

CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS IN	\$22,150.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$21,720.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$20,680.00
RICHARD TYLER	DR. VINYL OF	SAN ANTONIO TX	\$20,275.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$20,190.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$20,140.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$19,202.00
STEVE HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$17,202.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$17,140.00
DUANE SIGNS	ASSOCIATE OF	INDIANAPOLIS IN	\$16,848.51

### January Top 5 Upholstery

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$30,258.95
MELISSA HUNT	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$13,945.00
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,900.07
MARILYN HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$10,411.08
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$6,870.00

### January Top 5 Paintless Dent Removal

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$12,917.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$6,680.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MO	\$4,750.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$3,050.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NC	\$2,595.00

### January Top 5 Wheel Repair

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$18,555.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$16,990.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$11,815.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$8,174.00
ETHAN GENTRY	ASSOCIATE OF	SPRINGFIELD MO	\$6,584.00

***To be successful, you have to have your heart in  
your business and your business in your heart.***

***Thomas J. Watson***

# Individual High Sales February 2023

## February Top 10 Interior

CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$24,078.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$20,223.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$17,580.00
JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$16,375.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$14,684.00
HUNTER HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$14,358.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$14,330.00
RYAN NAYLOR	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$13,679.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$13,508.50
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$13,375.00

## February Top 10 Auto Paint Repair

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS IN	\$31,075.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS IN	\$24,025.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TN	\$20,457.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OK	\$20,365.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TN	\$18,906.00
ROBERT PRESTON	ASSOCIATE OF	INDIANAPOLIS IN	\$17,509.18
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$16,846.00
KEVIN CRAWFORD	ASSOCIATE OF	INDIANAPOLIS IN	\$16,075.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$15,860.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS IN	\$15,205.00

### February Top 5 Upholstery

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$48,696.00
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$10,560.00
MARILYN HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$7,950.90
MELISSA HUNT	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,815.00
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$6,210.00

### February Top 5 Paintless Dent Removal

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$12,800.00
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,815.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$5,868.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NC	\$5,090.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$4,620.00

### February Top 5 Wheel Refinishing

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TN	\$19,215.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TN	\$18,497.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$10,915.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$10,674.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$9,560.00

## Individual High Sales March 2023

### March Top 10 Interior

JAKE PETERSON	ASSOCIATE OF	DR. VINYL - KANSAS	\$28,225.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$28,034.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$25,745.00
HUNTER HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$20,629.00
AUSTIN RATLIFF	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$20,519.00
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$19,921.77
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$17,974.00
BRUCE DOCKERY	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$17,472.00
NATE GOOSEY	DR. VINYL OF	NORTH CENTRAL FLORIDA	\$17,375.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$17,055.00

### March Top 10 Auto Paint Repair

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$34,650.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$28,640.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$24,150.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$22,600.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$21,080.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$19,728.00
STEVE OAKES	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$18,592.50
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$17,678.00
BRAD REWITZER	DR. VINYL OF	SOUTHERN MINNESOTA	\$17,045.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$16,912.50

### March Top 5 Upholstery

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$35,915.35
DENNIS GARRIGUS	DR. VINYL OF	GREATER PEORIA ILLINOIS	\$10,959.00
MARILYN HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$10,797.02
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$9,700.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NORTH CAROLINA	\$9,649.79

### March Top 5 Paintless Dent Removal

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$16,960.00
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,697.25
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$5,594.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$5,460.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$5,245.00

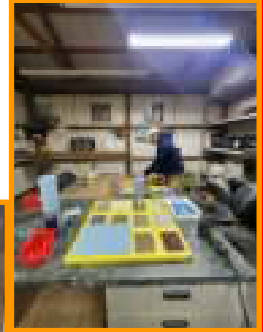
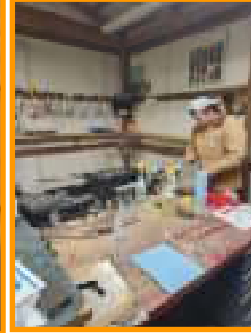
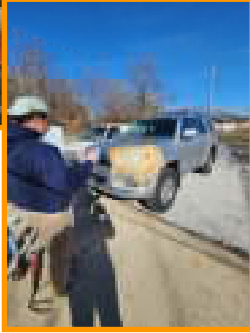
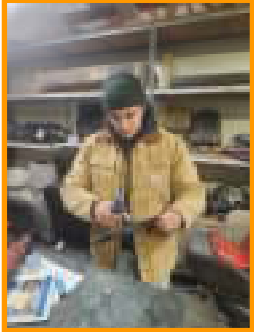
### March Top 5 Wheel Repair

CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TENNESSEE	\$22,929.00
JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$21,133.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$12,060.00
ETHAN GENTRY	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$10,209.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$9,027.50



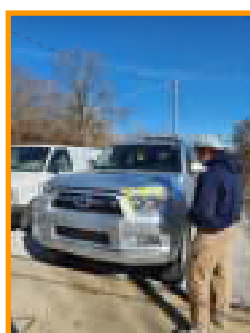
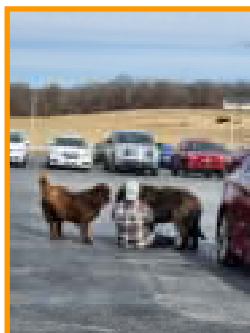
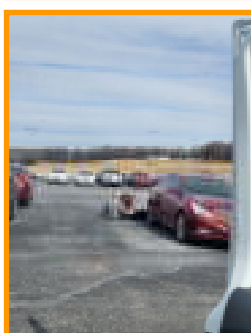
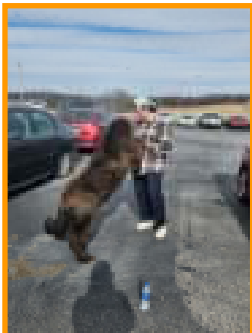
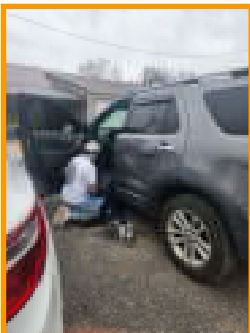
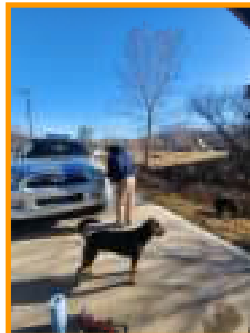
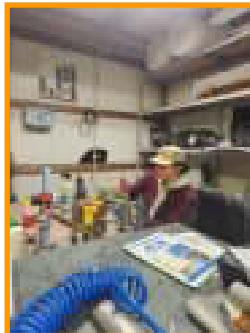
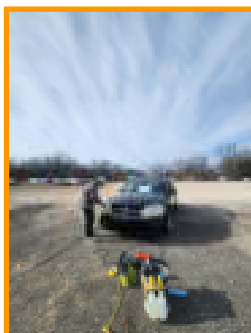
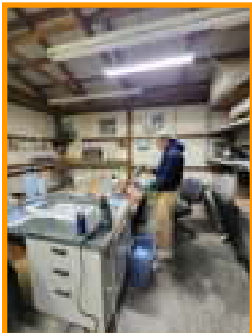
## January 2023 Interior Training

HUNTER HARCUM



A big warm welcome to **James “Hunter” Harcum**. Hunter joins **Chris & Tera Hawkins, Dr. Vinyl of The Cumberland Tennessee** as an Interior Repair Technician. His father, **Jimmy Harcum**, also works for Dr. Vinyl as a Wheel Refinishing Specialist. Prior to joining Dr. Vinyl, Hunter worked in the family car wash business and also provided private auto detailing services. He also worked in the food prep industry. Hunter and his wife Bailey has a Bernese Mountain Dog puppy named Blue Berry. Hunter says now that he’s completed college, he is very excited to start working in the real world. Hunter’s hobbies and interest includes snowboarding, rock climbing, hiking, camping, skateboarding watching sports (football, wrestling, MMA) going to the gym and going to the lake.

**Congratulations & welcome to the Dr. Vinyl family Hunter!**



## February 2023 Upholstery Training

### MAEKAYLAH HOLMES



**Maekaylah** joins **Clifton Gentry, Dr. Vinyl of Southeast MO & Southern IL** as an Upholstery Repair Technician. Prior to joining Dr. Vinyl, Maekaylah worked in the Daycare industry and as a Greenhouse Technician. Maekaylah's husband **Joseph Holmes**, also works for Dr. Vinyl as an Interior Repair technician. Maekaylah says she's excited about her opportunity with Dr. Vinyl because she knows there are some new adventures awaiting. In her spare time, she enjoys hiking, crafts and being outdoors.

**We're glad to have you Maekaylah! Welcome Aboard!**

### JAMIE OLSON



**Jamie** has expanded her skillset within the Dr. Vinyl system by completing the Upholstery training course in Lees Summit, MO. She actually began working with **Clifton Gentry, Dr. Vinyl of Southeast MO & Southern IL** back in 2019. Prior to her recent Upholstery training, Jamie took care of all the Accounts Payable duties for the franchise, which she'll continue to do. Jamie is the wife of **Brandon Olson**, who is the Manager & Interior Repair Technician for Dr. Vinyl of Southeast MO & Southern IL. Jamie & Brandon have two children, **Emery - 3 and Keston - 5 months**. Jamie stated that the Dr. Vinyl business provides an excellent opportunity to create a connection with new accounts and meet people from a variety of industries. Jamie says she's extremely excited and looking forward to help grow the business. In her spare time, Jamie enjoys hiking, 5K runs, gardening and arts & crafts.

**Your doing a great job Jamie! Keep up the good work!**

## March 2023 Interior Training

**ETHAN LEWIS**



**Ethan** joins **Joe Oesterling, Dr. Vinyl of Michigan**, as an Interior Repair Technician. Before joining Dr. Vinyl, Ethan worked as a salesperson at a local car dealership. He also worked in the Asphalt & Utility Construction business. Ethan joined Dr. Vinyl because he believes the car market is beginning to get back to normal inventory levels. Being in the automotive industry, he knows once that happens, business will be good for everyone in the car business. In his spare time, Ethan enjoys reading, playing basketball and camping up north.

**Welcome to The Dr. Vinyl Group Ethan!**

**ALEX BERNIER**



Welcome back to Joplin **Alex**! After attending the 2023 Convention, Alex decided to expand her skills so she could also offer Interior Repair services for **Scott Saari, Dr. Vinyl of Southern MN**. Alexandria's first round of training was for Auto Paint Repair services. In her spare time, Alex enjoys painting, drawing, yoga, cooking, bartending, animals and just being outdoors.

**Good Luck Alex!**

## March 2023 Auto Paint Repair Training

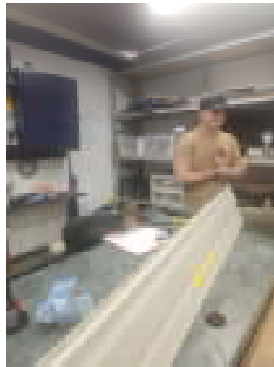
**TREY EDWARDS**



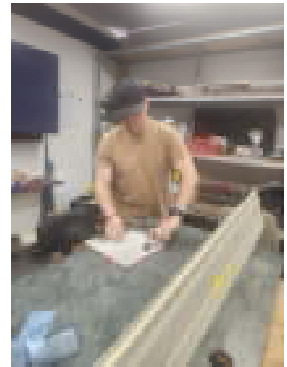
The Doctors Touch is happy to welcome **Trey Edwards**. **Trey** joins **Brian Greenfield, Dr. Vinyl of Green Country**, as a Paint Repair Technician. Before joining The Doctors Touch, Trey was in the HVAC business. Trey will also be joining his dad **Todd Edwards**, who currently offers Interior repairs with Dr. Vinyl of Green Country. Trey says it feels like God lead him to this great opportunity! When free time is available, Trey enjoys fishing, working with leather and working out.

**Welcome to The Doctors Touch Trey!**

## April 2023 Vinyl Siding Repair Training

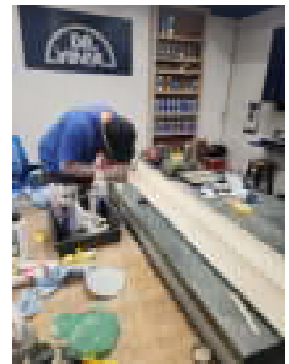
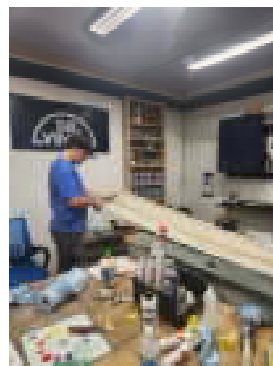
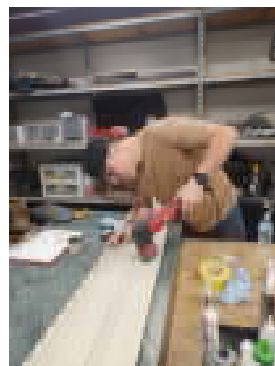
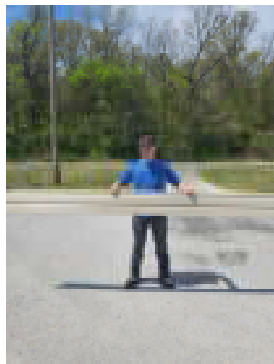
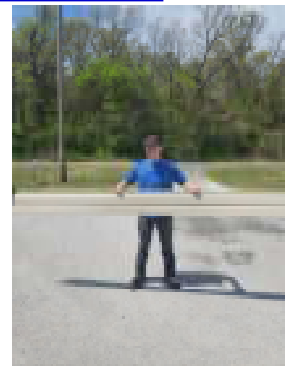
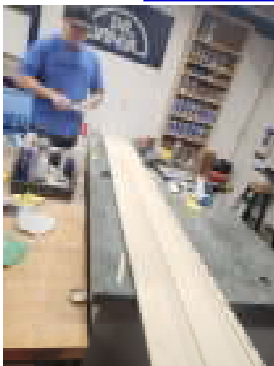


Noah St. John



Noah St. John joins Jeff Simmerman, Dr. Vinyl of Iowa, as a Vinyl Siding Repair technician. Prior to joining Dr. Vinyl, Noah worked as a bartender.

Were glad you joined us, Noah. Good Luck!



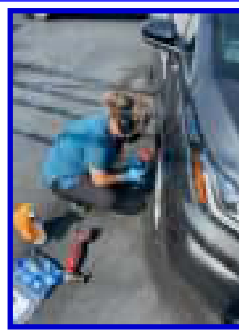
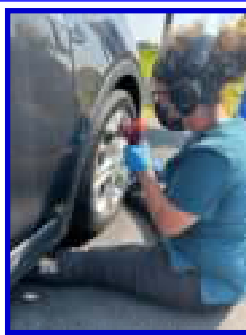
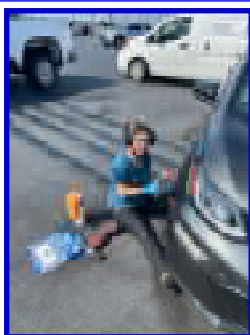
## April Wheel Refinishing Training

YVONNE "WINTER" PARKS



**Winter** joins **Raymond Scott, Dr. Vinyl of Springfield**, as a Wheel Repair Technician. Before joining Dr. Vinyl, Winter served in the Hospice & Emergency Medical Service industry. She has also served in Christian Ministries. Winter says she enjoys working outside, so joining Dr. Vinyl was an easy decision. When time is available, Winter enjoys knitting, gardening, hiking, rock climbing & listening to music.

Welcome to The Dr. Vinyl Group Winter!



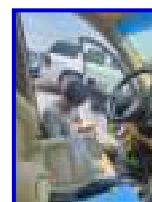
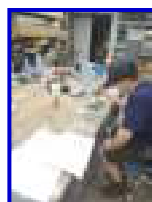
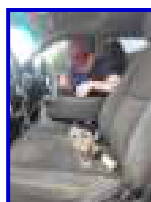
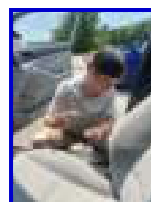
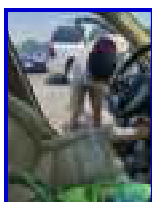
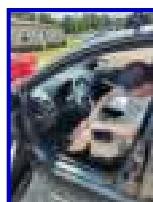
## May Interior Training

JEFFREY "CALEB" FOX



Dr. Vinyl is excited to welcome aboard **Caleb Fox**. **Caleb** joins **Jason McCurdy, Dr. Vinyl of Union County NC**, as a Interior Repair Technician. Before joining The Dr. Vinyl, Caleb worked as a service technician at Discount Tire. Caleb says he was ready for a change and is very excited about his new opportunity. Caleb enjoys shooting billiards, Basketball, going to the gym and working on his cars.

We're glad to have you Caleb, good luck!





## June 2023 Interior Training

**THOMAS THURBER**



**Thomas Thurber, former Auto Paint Repair technician for Dr. Vinyl,** has come to broaden his skills by taking the **Interior Training Course**. Thomas will be working with our newest franchise owner **Jacob Peterson, Dr. Vinyl of The Northland MO**. Thomas originally joined The Dr. Vinyl Group in September, 2018. Prior to training, Thomas worked as a commercial superintendent, a laborer and a painter for a local auto body repair shop. Thomas says anytime he joins a team, it's a great time for the company. In his spare time, Thomas enjoys Heavyweight Mixed Martial Arts (former MMA champ), guns, traveling and anything outdoors.

**Welcome to the world of Interior Repair Thomas!**

**RILEY PETERS**



**Riley Peters joins Andy & Julissa Nesler, Dr. Vinyl of Omaha NE & Council Bluffs, IA** as an Interior Repair Technician. Prior to attending the Dr. Vinyl interior training class, Riley worked in the restaurant industry, as a cook. He also worked at a collision repair center in the Omaha area. Riley says that he was ready for a career change and continuing to work in the automotive industry is something he wanted to do. Riley loves to listen to music, play video games and hang out with friends.

**We are glad you joined us Riley! Welcome Aboard!**

## June 2023 Auto Paint Repair Training

**NATHAN RUTTMAN**

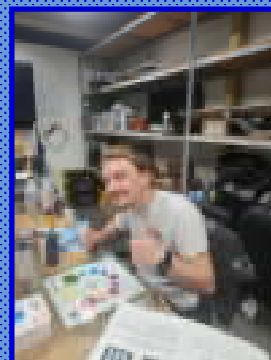
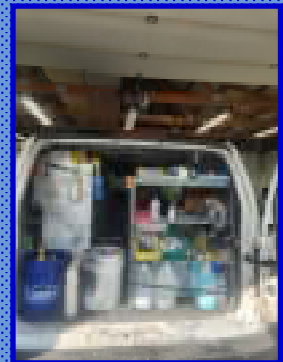
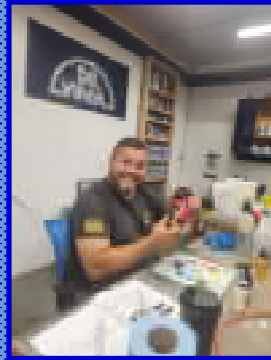


**Nathan joins Ridge & Calli Hall, Dr. Vinyl of Lubbock TX as an Auto Paint Repair Technician.** Prior to joining The Doctors Touch, Nathan was in the Land Surveying business. He and his wife India have 3 children, **Zelda - 10, Naomi - 7 and Mercedes - 4**. Nathan says he joined the business because he has multiple friends that are currently Dr. Vinyl/The Doctors Touch technicians and they convinced him (*mainly Ridge Hall*) to become part of the team. In his spare time Nathan enjoys fishing, music, online gaming and sports.

**The Dr. Vinyl Group welcomes you Nathan! Good Luck!**



## June 2023 INT & APR Training Photos





# IT'S SUMMERTIME!!!!



## OSHA Safety Tips for Outdoor Workers in Extreme Heat

Outdoor workers are subjected to environmental extremes that change with the seasons and unusual weather patterns that can occur in nature. Extreme heat during summer months can be exacerbated by prolonged periods of intense dryness and elevated temperatures. Workplace regulatory agencies such as OSHA have provided safety tips for outside workers in extreme heat.



### **Clothing**

OSHA recommends that workers wear light colored clothing that is made out of lightweight, breathable materials when working in high heat conditions. Lighter colored clothing tends to reflect the light energy of the sun rather than absorbing it, which helps to reduce the overall temperature of the person wearing it. The lighter weight breathable material allows more air to circulate through the material, also helping to keep the wearer's body temperature lower.

### **Acclimatize**

Another recommendation by OSHA for improving a worker's ability to tolerate extreme heat is for workers to be gradually introduced to working in a hot environment. By allowing workers to perform in hot environments for short periods and then slowly increasing the length of their exposures, workers can improve their tolerance to working in hot conditions.

### **Scheduling**

OSHA recommends that the heaviest work be performed during the coolest parts of the day. The early morning and later afternoon or evening hours are the preferred times for performing heavy work as these parts of the day tend to have cooler temperatures.

### **Rehydrating**

Workers should drink plenty of water at regular intervals in order to maintain their body's fluid levels. OSHA recommends small amounts of cool fluids be drunk at 20 minute intervals. Fluids containing alcohol and caffeine should be avoided as they can increase the rate at which the body loses fluids.

### **Wetted Clothing**

Wetting clothing with water can help to reduce body temperature in extremely hot environments. It is more effective when done with impermeable clothing that does not allow good air circulation. Wetting clothing increases the rate of heat transfer from the body to the surrounding air, reducing the amount of heat retained by the body.

### **Breaks**

Workers in high heat conditions should take frequent rest breaks, preferably in cooler locations such as in a shaded or air conditioned area or room. Workers should alternate work and rest periods with other workers to maintain productivity and yet still observe the necessary amount of cooling down time.

## \*\*\*REMINDER\*\*\*

Franchise Owners:

We recently sent you a notification via email regarding the new **Dr. Vinyl Branded InvoiceASAP App**, which is now available to download on Apple or Android. If you did not receive this notification, please contact Kaylan Rybnick at **1-800-531-6600 ext. 190** or email [kaylan@drviny.com](mailto:kaylan@drviny.com).

Sincerely,  
Kaylan Rybnick  
Chief Marketing Officer | Dr. Vinyl & Associates



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