

# What's Up Doc? Newsletter

## Happy Holidays!



Hello Dr. Vinyl & Doctors Touch partners. I hope all is well for everyone. It's been a very good year for Dr. Vinyl Franchise Partners. We've had Thirty-Three new associates joined 13 different franchises in 2023. We've also added Three new franchise owners, two of which were franchise associates transitioning to owners. Dr. Vinyl & The Doctors Touch is truly a business that provides an excellent opportunity to those who are ready to take control of their future. If you are looking for new associates to join your business, one of the best sources to look at is family and friends. Everyone knows somebody that is looking for an opportunity or a career change. Remember, Dr. Vinyl/The Doctors touch is a business that anyone can do, that doesn't require a Master's degree. All it takes is an individual who enjoys working with their hands, have good communication skills and be willing to follow a proven system that has provided a excellent lifestyle for hundreds men and women of all ages.

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Earlier this year at the 2023 Dr. Vinyl Convention, we introduce everyone to **InvoiceASAP**. We are glad to announce that it is going absolutely great. If your business has not yet made the switch to mobile invoicing, you are missing out on an opportunity to simplify that part of your business. If you need more information on InvoiceASAP and how it can make your accounting processing better, give **Kaylan Rybnick** a call at **(816) 267-5174** or send her an email at **kaylan@drviny.com**.

We've received multiple calls from owners inquiring about setting there associates up with a Dr. Vinyl Parts account as well as signing up for ACH to automatically pay for their supplies. An ACH payment is an electronic payment made from one bank to another. Getting setup is as simple as sending **Vickie Borron (Accounts Receivable Specialist)** a email. She will be able to send you the appropriate forms needed to get everything setup in a very short period of time. For more information regarding Dr. Vinyl Parts Account and ACH, you can email her at **vickieb@drviny.com**.

The holiday seasons is rapidly approaching. Have you thought about how you are going to **Thank Your Best Customers** for the business they've given you this year? This is the time to get your holiday gift list together. There are three things you should consider.

**1. Which Clients Receive A Gift**  
 Keep this simple, if you have a relatively small customer base, give a gift to all of them. If your customer base is large, you'll have to put them in categories i.e.:

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- **VIP Accounts** - Customers that spend a large amount of money with your business annually.
- **Long Term Accounts** - Customers that have been a client of yours a long period of time giving you steady business.
- **New Accounts** - Customers you've just started doing business with or your trying hard to get in the door with.

Your categories could be larger or smaller, it's up to you. Keep this in mind, there's always that chance that the customer you **did not** get a gift for may find out and feel unappreciated. Remember that when you're putting your list together.

2. **Setting A Spending Budget** - Again, keep it simple. Create categories that will fit your business. Every Dr. Vinyl/The Doctors Touch business is going to be different. You may have three categories for the amount you want to spend per client. Clients that paid you \$5k - 10K annually (small gift), \$10k - \$25k annually (medium gift) and \$25K - Up annually (larger gift).

One thing you must remember when gifting customers in most cases, it's going to be the thought that counts more than anything else. An expensive but thoughtless gift will be worse than an inexpensive but thoughtful one.

3. **The Gift Itself** - There is never a shortage of gifts that's available. There's those for individual clients and others the would be appropriate for an entire department. Holiday Greeting Cards, Gourmet Chocolates, Holiday Popcorn Buckets, Personalized Desk Calendars, Coffee Mugs with your Logo on it, Food Assortments, Embroidered Gifts, Phone Charging Power Banks w/Logo, With todays technology, anything can be done with your business logo & number imprinted on it. The most important part of the gift giving process is that you want to make sure your customer knows you appreciate there business. There are plenty of options out there.

If you really want to act fast on the gift giving, a nice holiday greeting card paired with the **2024 Dr. Vinyl Calendars** will put your logo in front of the customer for the entire year. The **Dr. Vinyl Parts Department has these calendars in stock and ready for delivery.** You can see what's available on **page 25** of the What's Up Doc? newsletter. For more great gift ideas, see **page 28** of the What's Up Doc? newsletter.

That is the latest and greatest from Dr. Vinyl headquarters. We hope all of you and your families have a wonderful Thanksgiving & Christmas holiday! Don't hesitate to give us a call if you need anything!

Sincerely,

**Buster Coppage**

## ***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 & October 2023, we would like to recognize the following individuals for their years of service with The Dr. Vinyl Group. If we somehow missed recognizing you or your associate, please let us know as soon as possible.*

<b><i>FIRST NAME</i></b>	<b><i>DR. VINYL/ ASSOCIATE OF</i></b>	<b><i>TERRITORY</i></b>	<b><i>START DATE</i></b>	<b><i>YEARS OF SERVICE</i></b>
<b>BOB BORRON</b>	<b>ASSOCIATE OF</b>	<b>RAYTOWN &amp; LEES SUMMIT MO</b>	<b>9/14/1998</b>	<b>25 YEARS</b>
<b>JAMIE HEWITT</b>	<b>DR. VINYL OF</b>	<b>WINNEBAGO COUNTY WI</b>	<b>9/11/2003</b>	<b>20 YEARS</b>
<b>JEFF HAWKINS</b>	<b>ASSOCIATE OF</b>	<b>THE CUMBERLAND TENNESSEE</b>	<b>10/6/2003</b>	<b>20 YEARS</b>
<b>ROB HINSON</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS INDIANA</b>	<b>9/9/2013</b>	<b>10 YEARS</b>
<b>CARSON GREENFIELD</b>	<b>ASSOCIATE OF</b>	<b>GREEN COUNTRY OKLAHOMA</b>	<b>9/9/2013</b>	<b>10 YEARS</b>
<b>TROY GARNETT</b>	<b>ASSOCIATE OF</b>	<b>DR. VINYL - MICHIGAN</b>	<b>9/10/2018</b>	<b>5 YEARS</b>
<b>RANDY O'DELL</b>	<b>ASSOCIATE OF</b>	<b>INDIANAPOLIS INDIANA</b>	<b>9/24/2018</b>	<b>5 YEARS</b>
<b>ANDY ALONSO</b>	<b>ASSOCIATE OF</b>	<b>GREATER MINNEAPOLIS &amp; ST. PAUL MN</b>	<b>10/22/2018</b>	<b>5 YEARS</b>
<b>BRANDON OLSON</b>	<b>ASSOCIATE OF</b>	<b>SOUTHEAST MO &amp; SOUTHERN IL</b>	<b>10/25/2018</b>	<b>5 YEARS</b>

## ON THE ROAD WITH DR. VINYL



If you were at convention this past spring, I assume you heard the announcement from **CEO - Richard Reinders**, that I would be doing some traveling for Dr. Vinyl to visit a few of the franchises. I recently went on two trips, one to Omaha, Nebraska to visit **Andy and Julissa Nesler, Dr. Vinyl of Omaha NE & Council Bluffs IA** and one to Louisville, Kentucky to visit **Sam Dunagan, Dr. Vinyl of Louisville KY**. My wife, Carol, accompanied me on both trips. She was my driver. I receive quite a few business calls during each day, and it was nice to be able to take the calls without trying to drive and take notes at the same time.

Monday September 18<sup>th</sup> we headed to Omaha. We arrived at the hotel recommended by Julissa around 5 p.m. which is located a short distance from their shop. Andy and Julissa have a very nice shop that formerly housed **Joe and Georgia Hancock's** franchise operation for many years. They have a good amount of retail traffic coming in for various Dr. Vinyl services and a full-time upholstery operation at the shop. They did not have any routes going to car lots and that was our goal, to get one started. They have two Dr. Vinyl vans. In addition to doing various repairs in the shop, we spent some time getting one of those vans ready to be a full-service mobile van for doing work on the lots. We were welcomed at all the lots we visited and got permission from the managers to come back and walk their lots. Andy and his associate **Riley Peters** are both friendly people and had no trouble talking and visiting with the managers and salespeople. I was amazed that in a city the size of Omaha, there wasn't more competition and resistance from the managers when it came to letting us on the lots. There is great potential in Omaha for Dr. Vinyl services, and I think Andy and Julissa will do quite well. We discussed a goal of adding one route per year as a reasonable goal to keep expanding the business. As all of us have experienced over the years, the toughest part is finding the people who can help us attain that goal.

Sunday October 15<sup>th</sup> we were on the road again and headed to Louisville. I found a hotel that was not too far from Sam Dunagan's house. We arrived around 6 p.m. and I let Sam know we had made it in.

We planned to meet at the hotel the next morning about 8:30 a.m. Sam has access to one bay in the glass tint shop of the guy he bought his Dr. Vinyl franchise from. Since training, Sam has been doing a few jobs there in the shop but he did not have a route established. Our plan was to start a route. We started hitting the lots Monday morning around 8:45 a.m. armed with Sam's business cards, Dr. Vinyl flyers and smiles on our faces. Sam has been in the food service business for several years and was a bartender for a good part of that time. He has no problems visiting with people he has just met. In fact, he recognized a manager or two that were regular customers at the bar. Knowing the car managers that I have worked with over the years, I was not surprised by that. Over the course of the week, we handed out over a hundred business

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cards and had to go to the print shop twice to get more fliers printed. There is a lot of competition in Louisville, 3 national franchises and at least 3 independent companies. However, we did manage to make some headway and Sam got permission to walk a few lots the following week. Dr. Vinyl fears no competition as one of our slogans suggest "*Nobody Does It Better*". It will take a little while to get a route established here but Sam is determined, and we did manage to start a foundation to build on.

I would like to thank Andy, Julissa and Sam and I want them to know that I truly enjoyed the time I spent with them and I enjoyed seeing the beautiful cities they live and work in. I wish you all much success, you are all part of the Dr. Vinyl family and if you need help or advice, you have a large group of people you can count on. Best wishes to all.

**Raymond Scott**  
**Dr. Vinyl of Springfield MO**



- We will be closed Thanksgiving Day, Thursday November 23, 2023 and Friday November 24, 2023. We will be back in the office on Monday November 27th.
- In recognition of Christmas and New Years, we will be closed on Monday December 25, 2023. We will be back in the office on Tuesday January 2, 2024.
- The last day for shipping will be Thursday December 21, 2023. Please plan ahead and place your orders early for any products you may need.

# New Franchise Owner!

## August 2023 Interior Training

*Sam Dunagan*

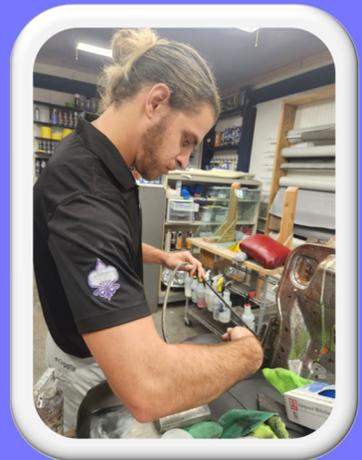
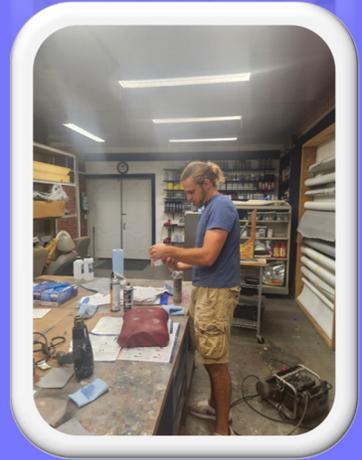
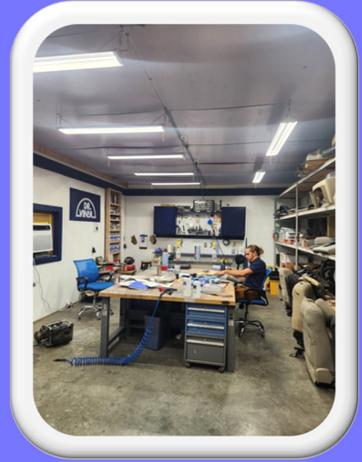
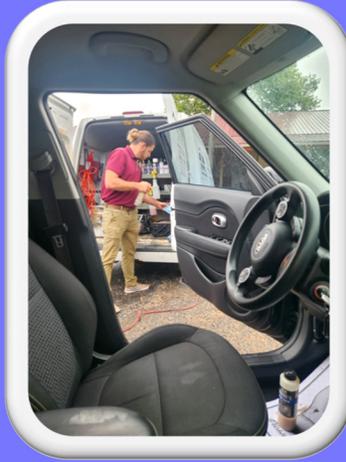
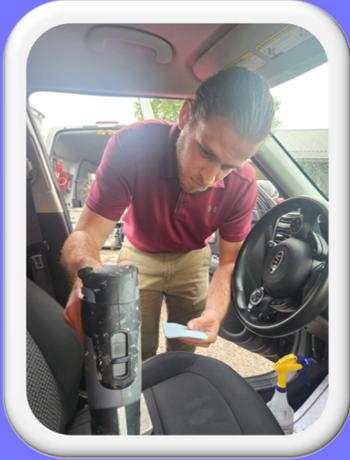
*Dr. Vinyl of Louisville Kentucky*



*Let's give a big warm welcome to Sam Dunagan, Dr. Vinyl of Louisville Kentucky. Sam is the latest franchisee to join the Dr. Vinyl family. Sam purchased the business from the former owner, Dan Lawhorn. Sam is very familiar with the automotive reconditioning industry. Prior to joining Dr. Vinyl, Sam owned and operated a Window Tinting business in the Louisville area. He also installs vinyl floors. Pictured in the photo above with Sam is his pup Joey. Joey is a mix between an Australian Shepard and German Shepard. In their spare time, Sam & Joey enjoys fishing and keeping themselves busy working on stuff.*

*Welcome to The Dr. Vinyl Group!*

# August Training Photos



## OMAHA NEBRASKA FIELD VISIT TESTIMONIAL

*By Andy & Julissa Nesler - Dr. Vinyl of Omaha NE & Council Bluffs IA*



*Pictured Above from left to right:  
Riley Peters, Daisy Dillard, Dale Sills, Jorge Molina,  
Andrew Nesler, Julissa Nesler & Janet Boster*

### ***Greetings to the Dr. Vinyl Family from Omaha, NE!***

For three days in September we were very fortunate to host **Raymond Scott, Dr. Vinyl of Springfield MO & Corporate Field Representative** at our shop. Thank you to Raymond and Richard for this opportunity.

The purpose of Raymond's visit was to help us improve our mobile service for car and truck dealerships. In the year and a half that we have owned the franchise we've done well with our upholstery, vinyl siding, and walk-in shop business but we needed some guidance in getting the mobile side up to speed.

On **Day One** we had a question and answer session in which Raymond provided invaluable information about running our business successfully. For any question we had, Raymond was able to use his knowledge and years of experience to provide us with an answer.

**Day Two** was spent in the field cold calling on several dealerships and learning from Raymond the best way to approach a dealer and ask for an opportunity to gain their business. Immediately we were able to secure an agreement from one dealer to return the following day to walk the lot.

On **Day Three** we returned to the dealer and walked the lot. From that, we ended up doing repairs to 4 or 5 different vehicles which we completed and invoiced.

Raymond also took time to share several repair techniques that we put into practice on a few of our company vehicles.

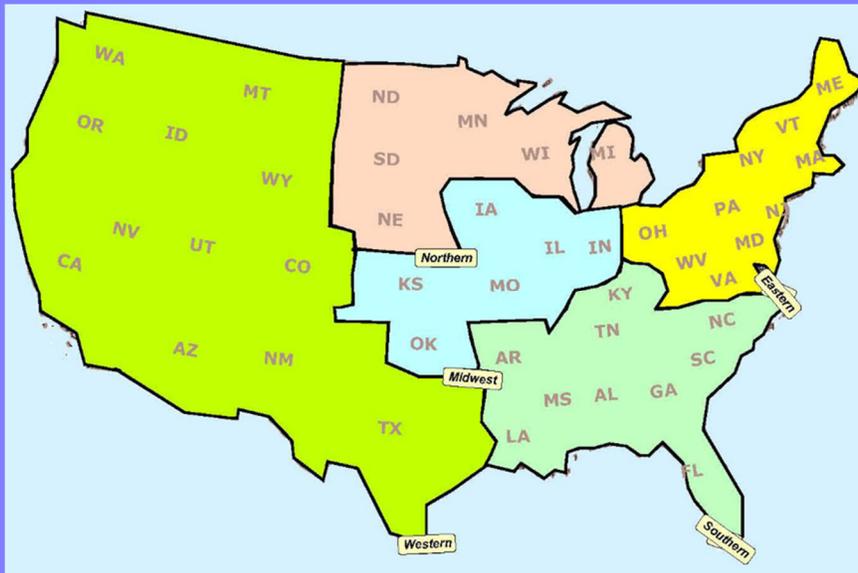
Once again, a great big thank you to Raymond and Richard for this opportunity for learning and expanding our business!

***Andy and Julissa Nesler  
Dr. Vinyl of Omaha NE & Council Bluffs IA***

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

### Top Sales by Region for July 2023

Western	Northern	Midwest	Southern	Eastern
\$65,754.00	\$86,565.00	\$477,904.50	\$213,372.62	\$84,276.65
\$31,391.50	\$54,148.04	\$134,044.63	\$81,079.45	\$18,874.34
\$28,775.00	\$47,503.00	\$77,320.00	\$36,391.00	\$8,710.00
\$20,505.00	\$42,175.00	\$49,846.00	\$25,835.94	\$5,040.00
\$19,880.00	\$29,316.00	\$45,014.63	\$16,989.00	—————



### Top Sales by Region for August 2023

Western	Northern	Midwest	Southern	Eastern
\$85,686.00	\$84,630.00	\$596,040.00	\$248,774.38	\$94,422.06
\$32,940.00	\$53,444.00	\$144,702.56	\$92,048.96	\$21,000.61
\$31,955.00	\$51,680.00	\$80,513.00	\$47,125.00	\$7,810.00
\$25,832.22	\$45,813.20	\$50,021.00	\$22,704.00	\$4,865.00
\$22,213.00	\$33,355.00	\$42,476.00	\$18,250.82	—————

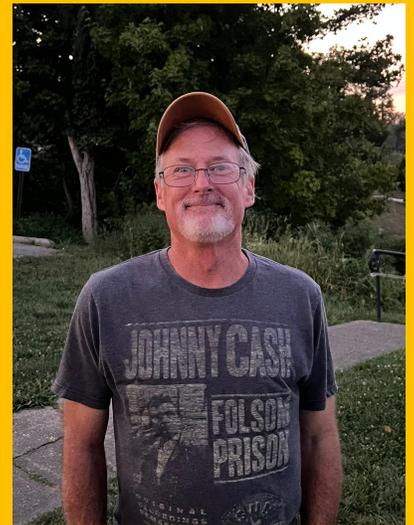
**The amounts above do not reflect the grand total of all territories belonging to one owner. They are broken down by area.**

# End of Summer Get Together Dr. Vinyl of Indianapolis, IN

The photos on these two pages were taken at a Summer Party hosted by Bill & Lisa Hubbard, Associates - Dr. Vinyl of Indianapolis Indiana.



# End of Summer Get Together Dr. Vinyl of Indianapolis, IN





# Welcome!



## September 2023 Interior Training

### Chris Britton



*Chris Britton joins Brian Greenfield, Dr. Vinyl of Green Country Oklahoma, as an interior repair technician. Prior to joining Dr. Vinyl, Chris was a Asphalt Operator and a Roofer. In his spare time, he also a truck driver. Chris and his wife Paula have two children, Slade - 21 & Bryce - 17. Chris says that he and his family is relocating to Arkansas and he is ready for the new challenge of getting the Dr. Vinyl business up and running.*

*Good Luck, Chris! We're glad to have you onboard!*



### Jason Nichols



*Jason Nichols joins Ethan & Alex Gentry, Dr. Vinyl of Northern Arkansas, as an interior repair technician. Jason says he enjoys working on cars so Dr. Vinyl will be a very exciting new business venture for him.*

*Thank you for joining us Jason!  
We're glad to have you!*



# Welcome!



## September 2023 Interior Training

### *Bennett Wickenhauser*



*Bennett Wickenhauser joins Dr. Joseph Oesterling, Dr. Vinyl of Michigan, as an interior repair technician. Bennett is skilled in multiple industries. He has a passion in farming, nurseries and forestry. Bennett and his wife Kaity has one daughter, Aurelia - 3. Bennett says his timing for joining Dr. Vinyl works out great since his seasonal work is coming to an end. He's ready for this career change that still allows him to work with his hands and be outdoors. In his spare time, Bennett enjoys growing native plants and messing with old Toyotas.*

*We're glad to have you Bennett! Welcome aboard!*

## September 2023 Auto Paint Repair Training

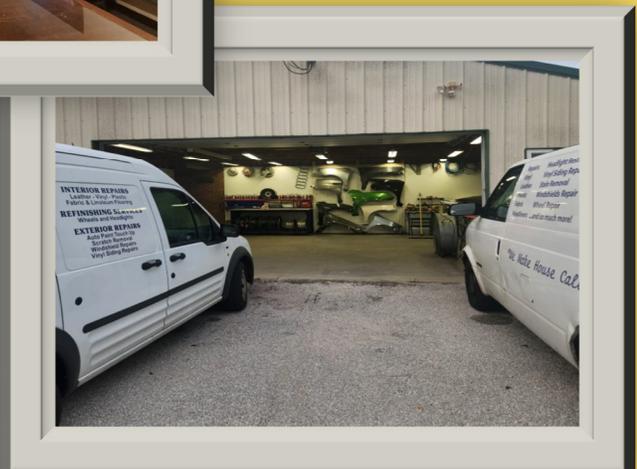
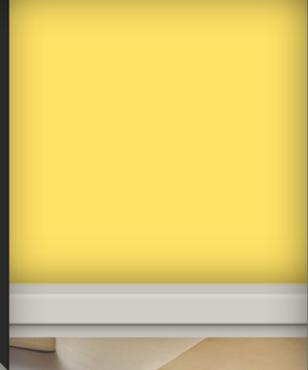
### *Tim Hocker*



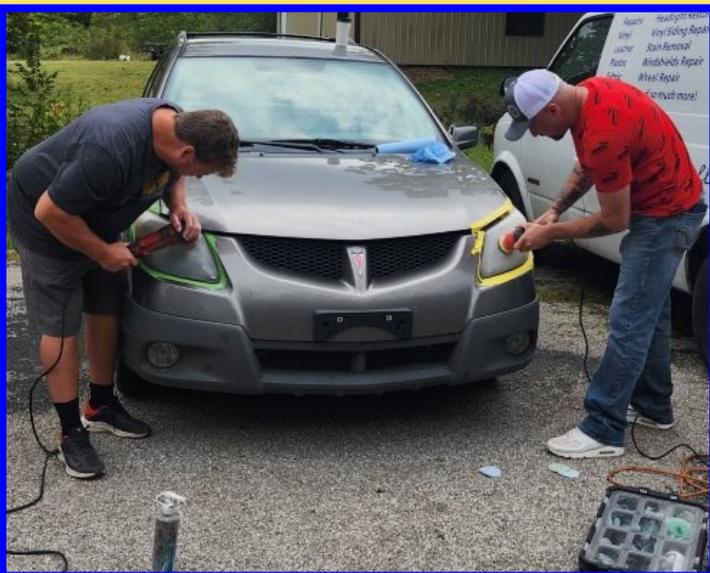
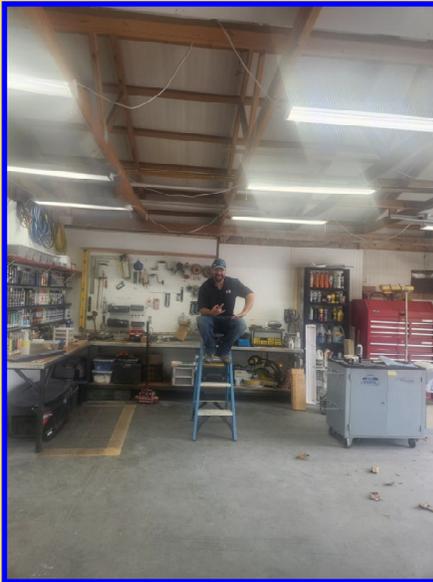
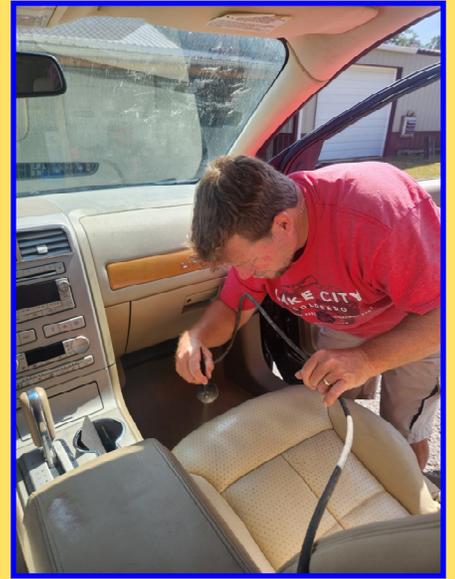
*Tim joins Jacob Morris, Dr. Vinyl of Northern TX, as an Auto Paint Repair technician. Prior to joining The Doctors Touch, Tim was a Truck Driver for 18 years. Tim & his wife Brandi have three children, Braycen - 15, Tayven - 13 and Braxten - 9. Tim says he felt it was time for a career change. In his spare time, Tim enjoys working in the yard and working on old cars!*

*Congratulations Tim, welcome aboard!*

# September Training Photos



# September Training Photos



# September Training Photos

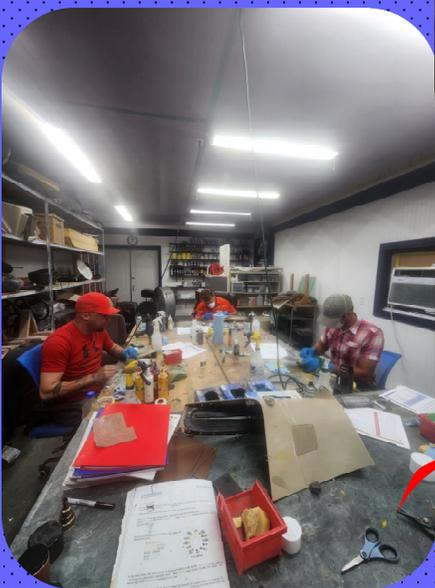
**DR.  
VINYL**  
SAVES TIME AND MONEY



*THE*  
**DOCTORS TOUCH**  
Auto Paint Repair Express

# September Training Photos

**DR.**  
**VINYL**  
SAVES TIME AND MONEY



*THE*  
**DOCTORS TOUCH**  
Auto Paint Repair Express



# Welcome!



## October 2023 Interior Training

**Seth Johnson**



Seth joins his future father-in-law **Jake Peterson, Dr. Vinyl of Northland MO**, as an Interior Repair Technician. Seth has spent his last four years as an Electrician. Seth and his Fiancé Kylar, has one child, River - 8 months old. Seth says he is looking forward to being part of the family business, and is thankful for the opportunity. In his spare time Seth enjoys camping and taking care of animals!

**Congratulations and welcome Aboard Seth!**



## BEFORE AND AFTER PHOTOS

The Hidden Stitch photos submitted by **Cameron Cockrum, Associate - Dr. Vinyl of Springfield, MO**. Cameron has been submitting **AMAZING** before and after photos for the newsletter of work he has completed since his 1st week out of training back in July of 2022.

*Cameron, we truly appreciate all of your support to the Dr. Vinyl What's Up Doc? newsletter. We also enjoy looking at the photos you submit outlining the tremendous amount of quality workmanship you put into each repair you perform. Thank you!*

### HIDDEN STITCH REPAIR



The Vinyl Siding Corner Post photos were submitted by **Scott Saari, Dr. Vinyl of Southern Minnesota**.

*That is a Fantastic Repair Scott! Keep up the great work!*



## *Individual High Sales 2023*

### Top 10 Interior Repair Technicians July 2023

JAKE PETERSON	DR. VINYL OF	NORTHLAND MISSOURI	\$26,368.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$25,351.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$24,242.00
MIKE GIANNOLA	DR. VINYL OF	INDEPENDENCE/BLUE SPRINGS MO & JOHNSON COUNTY KS	\$21,139.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$20,505.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$19,080.00
TODD EDWARDS	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$17,848.00
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$17,601.65
HUNTER HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$17,214.00
RIDGE HALL	DR. VINYL OF	LUBBOCK TEXAS	\$16,125.00

### Top 5 Upholstery Repair Technicians July 2023

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$36,391.00
MARILYN HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$10,948.39
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$9,998.85
DENNIS GARRIGUS	DR. VINYL OF	GREATER PEORIA ILLINOIS	\$8,986.00
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NORTH CAROLI- NA	\$8,055.94

## *Individual High Sales 2022*

### Top 10 Auto Paint Repair Technicians July 2023

CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$29,247.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$28,067.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$24,117.50
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$23,910.00
JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$22,250.00
BRAD REWITZER	DR. VINYL OF	SOUTHERN MINNESOTA	\$22,100.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$22,054.31
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$21,657.50
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$21,044.00
DUANE SIGNS	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$17,586.60

### Top 5 Paintless Dent Removal Technicians July 2023

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFF IA	\$24,930.00
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$8,288.50
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$6,442.00
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$5,600.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$5,275.00

## *Individual High Sales 2022*

### Top 5 Wheel Repair Technicians July 2023

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$17,941.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TENNESSEE	\$17,701.00
CAMERON COCKRUM	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$12,256.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$9,113.00
WINTER PARKS	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$8,178.00

## Dr. Vinyl Corporate Contact Information

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<b>Kaylan Rybnick</b>	<b>Chief Marketing Officer</b>	<b>Extension 190</b>	<b><a href="mailto:kaylan@drvinyl.com">kaylan@drvinyl.com</a></b>
<b>Steve Gwadera</b>	<b>UPH Trainer</b>	<b>(816) 312-9621</b>	<b><a href="mailto:steveg@drvinyl.com">steveg@drvinyl.com</a></b>

## *Individual High Sales 2023*

### Top 10 Interior Repair Technicians August 2023

JAKE PETERSON	DR. VINYL OF	NORTHLAND MISSOURI	\$33,864.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$32,327.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$27,711.00
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$21,928.52
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$21,151.00
KENNY WHITE	ASSOCIATE OF	NORTHERN TEXAS	\$20,376.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$19,560.00
RIDGE HALL	DR. VINYL OF	LUBBOCK TEXAS	\$18,930.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$18,684.00
TODD LESTER	DR. VINYL OF	CENTRAL TEXAS	\$17,958.75

### Top 5 Upholstery Repair Technicians August 2023

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$47,125.00
EMMANUEL BERNAL	ASSOCIATE OF	NORTHERN TEXAS	\$11,841.42
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$10,508.58
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$8,614.70
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$8,499.40

## *Individual High Sales 2023*

### Top 10 Auto Paint Repair Technicians August 2023

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$41,737.50
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$34,562.50
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$29,490.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$26,366.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$24,375.41
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$22,815.00
BRAD REWITZER	DR. VINYL OF	SOUTHERN MINNESOTA	\$22,644.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$22,145.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$21,332.19
THERESA WINTER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$21,265.00

### Top 5 Paintless Dent Removal Technicians August 2023

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IA	\$25,566.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAD TENNESSEE	\$6,972.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$6,028.51
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$7,790.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$4,865.00

## *Individual High Sales 2023*

### Top 5 Wheel Repair Technicians August 2023

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$23,924.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TENNESSEE	\$23,653.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$12,957.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$9,747.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$7,157.50

# FROM THE PARTS DEPARTMENT

**ATTENTION FRANCHISE PARTNERS**  
**The 2024 Dr. Vinyl calendars are in stock.**

**We have the following available:**

<b>Fast Trax</b>	<b>(Newer Sports Cars)</b>
<b>Street Rod Fever</b>	<b>(Hotrods From the 20's, 30's &amp; 40's)</b>
<b>Street Thunder</b>	<b>(60's &amp; 70's Muscle Cars)</b>

**Quantities are limited.** The price is \$2.54 each. Contact the Parts Department soon to place your order before they are gone.

[parts@drvynyl.com](mailto:parts@drvynyl.com)

**Tony Rende**

*Prep Your Business, Your Products & Your Vehicle  
For The Fall & Winter Months*



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.

**Prepare Your Vehicle for Winter Weather**

To get your work vehicle ready for the snow, slush, and high wind speeds of winter weather, have a professional mechanic check out your tires, batteries, engines, and fluid levels beforehand. Additionally, pack a cold weather safety kit and thick blanket in the vehicle in case of accidents or emergencies.

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.**

- |   |                                      |
|---|--------------------------------------|
| <b>UNIQUE STITCH</b>                    | <b>AIR DRY FILLERS</b>               |
| <b>VELOUR ADHESIVE</b>                  | <b>POLYCRYL WATERBASE DYE</b>        |
| <b>WHIPIT, FIREWATER , SURFACE PREP</b> | <b>CYNOACRALATES &amp; ADHESIVES</b> |
| <b>AIR CURE REPAIR PRODUCTS</b>         | <b>HEAT CURE REPAIR PRODUCTS</b>     |
| <b>VINYL SIDING REPAIR MATERIAL</b>     | <b>PRIMERS/BODY FILLERS/EPOXIES</b>  |
| <b>WHEEL REFINISHING AEROSOLS</b>       | <b>WINDSHIELD REPAIR RESINS</b>      |
| <b>VISUAL AID HEADLIGHT CLEAR</b>       | <b>EXTERIOR CLEAR COATS</b>          |
| <b>EXTERIOR PAINT TONERS</b>            | <b>EXTERIOR LIQUID PEARLS</b>        |

**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. All aerosol products will need to be warm so they will spray correctly. If you know of a job that you have to perform, move the necessary products to a warm setting prior to use.

## ***Tips For Staying Warm While Working Outdoors***

Don't forget about yourself. Make sure you and your winter gear is ready to go.

1. Get a warm hat. A good portion of total body heat escapes through your head.
2. Cover your ears and neck. Wear a headband under your hat or, better yet, buy a choker that wraps around your neck and can be lifted to cover your ears as well.
3. Get tight, waterproof gloves with grippers. Big, bulky ski gloves might keep your hands warm, but if you end up taking them off every 15 minutes then the gloves are practically useless. Instead, get gloves made of something like neoprene, which is what slick scuba diving suits are made of. Even if they aren't as warm, if you can keep them on continuously, you're much better off. If your hands do get cold, the best way to warm them is to rotate your arms one at a time as fast and hard as you can. You will immediately feel the blood warming your fingers.
4. Wear LONG THERMAL underwear. After you put those on, throw on a t-shirt and jeans, then a sweatshirt, then your coat. Alternatively, invest in coveralls. Farmers and many others who work outside always have coveralls. Avoid cotton, especially in the base and outer layers. Cotton absorbs water (sweat, rain, snow) - this moisture will soak in and get you cold quickly. Its also a good idea to keep a change of clothes in your vehicle. If for any reason you get wet, having a second set of clothes to change into can be the difference between a miserable day at work and a good day.
5. Invest in a pair safety boots with thick layers of padding, and wear them with warm socks. They might be expensive, but they'll be comfortable and warm.
6. Tuck in your shirt, and anything else that can be tucked. Cold drafts are thieves of body heat. When you go to lift something, and you expose even a tiny bit of your mid-section to the elements, you're just asking for chills. So, tuck your shirt into your pants, your pants into your boots, and your sleeves into your gloves.
7. Wear dark colors. They absorb the sun's heat much better (and they won't stain as easily).
8. Eat your heart out. The main reason that your body puts on fat is so that you can fend off the coldness. Also, your body burns a lot of calories trying to stay warm (in addition to supporting your physical activity). If you can afford to put on a few pounds, do so. Eat warm, healthy meals and drink warm beverages.
9. More rest breaks might sound bad for productivity, but the opposite is true in winter. If you are cold and miserable, your work rate will drop to a snail's pace. Taking a break to get warmed up is the best way to put your body back in a workable condition. Ideally, you should have a heated rest area to take a break. If this isn't possible, you should at least be able to go somewhere sheltered to get a break from the elements.
10. If you don't have access to a kettle - and even if you do - a hot drink can go cold very quickly when you are outside in the winter. Our easy tip that solves this problem is a Thermal Flask. One with vacuum insulation can keep your drink piping hot for up to 12 hours!

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

# SAMPLE GIFT IDEAS



Personalized Embroidered Lunch Tote



Key Ring w/Logo



Holiday Chocolates



USB Flash Drive/Key Ring



Holiday Popcorn Tins



Personalized Power Bank



Personalized Coffee Mugs



Personalized Greeting Cards



Personalized Key Rings



**DR.**  
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**SAVES TIME AND MONEY**



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**DOCTORS TOUCH**  
*Auto Paint Repair Express*