



Seasons Greetings



Dr. Vinyl Interior Repair News



The Doctors Touch Auto Paint Repair News

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Dear Franchise Partners,

Out with the old (2023) and in with the new (2024). It has been a very prosperous year for Dr. Vinyl. It couldn't have happen without the hard work and dedication from all the franchise owners and franchise associates throughout the system. As 2023 comes to end, lets all be thankful that this business that was developed over 50 years ago, is still providing excellent opportunities for over 350 technicians within our system. We can only pray that it will continue on that same path for another 50 years.

2023 did present some ups and downs. We lost a few owners who have decided to retire after putting in 25+ years of service, but we've also added new owners and associates that will help to keep this legacy going strong for years to come.

One last thing before we sign out for 2023. For those of you who were unable to attend last years convention when the announcement was originally made, there will not be a convention in Kansas City in 2024. To help cut down on the expense of owners/associates traveling away from there business on a yearly basis, we've decided that convention will be held every other year moving forward.

To help offset the loss of a annual convention in Kansas City, if anyone is interested in hosting a mini seminar in your franchise territory for your associates and/or neighboring franchise partners, just give us a call and we will help you make it happen.

Again, we would like to thank each and every one of you for your continued support to the Dr. Vinyl system. The entire team at Dr. Vinyl headquarters in Lee's Summit, MO wishes you and your family a Very Merry Christmas and a Happy New Years! Stay safe everyone!

Dr. Vinyl Headquarters Team

Richard, Andre, Teresa, David, Kevyn, Vickie, Renae, Kaylan, Tony & Buster



Monical Pizza Corporation Recognizes Dr. Vinyl of Greater Peoria IL as Vendor of The Year !



Dr. Vinyl headquarters would like to congratulate **Dennis Garrigus, Dr. Vinyl of Greater Peoria IL** on this outstanding achievement. Monical Pizza Corporation has over 60 locations in Illinois, Indiana, Missouri and Wisconsin. Amongst all the vendors that Monical Pizza utilizes, Dennis was selected as Vendor of The Year and was presented with an award for his outstanding service. Needless to say, Monical Pizza is one of Dennis's best customers.

Dennis Garrigus (left) being presented with award from Monical Pizza District Manager Charlotte Smith (right).

**That's Amazing Dennis!
Keep Up The Excellent Work!**

**MERRY
CHRISTMAS**

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 November & December, 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.

<i>NAME</i>	<i>DR. VINYL/ ASSOCIATE</i>	<i>TERRITORY</i>	<i>START DATE</i>	<i>YEARS OF SERVICE</i>
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	12/1/2003	20 Years
STEVEN WILLIAMS	ASSOCIATE OF	SOUTHEAST MO & SOUTHERN IL	11/5/2018	5 Years



Dr. Vinyl Headquarters Holiday Hours

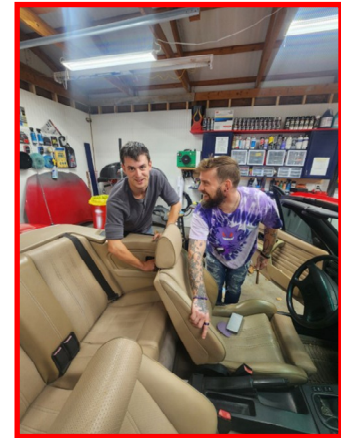
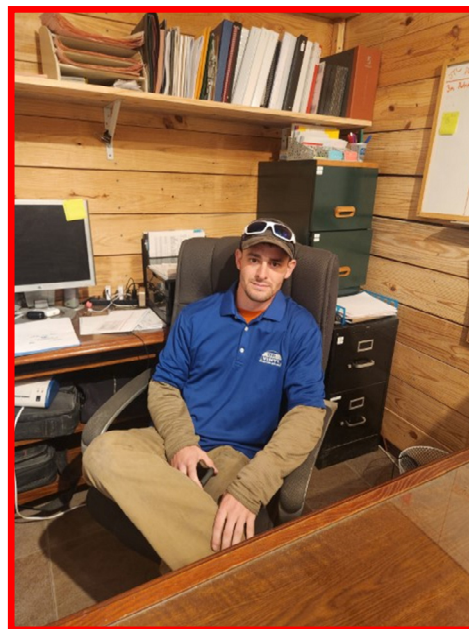
- *In recognition of Christmas and New Years, Dr. Vinyl headquarters will be closed **Monday December 25, 2023 - Monday January 1, 2024**. We will be back in the office on Tuesday January 2, 2024.*
- ***The last day for shipping will be Thursday December 21, 2023.** Please plan ahead and place your orders early for any products you may need.*



COMING SOON!

New Dr. Vinyl Assistant Trainer

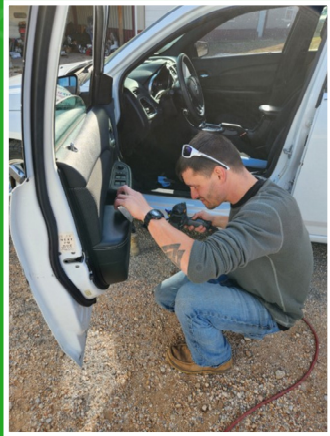
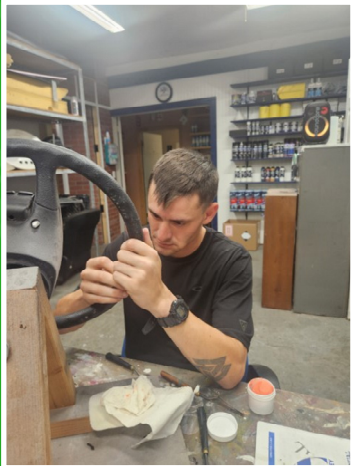
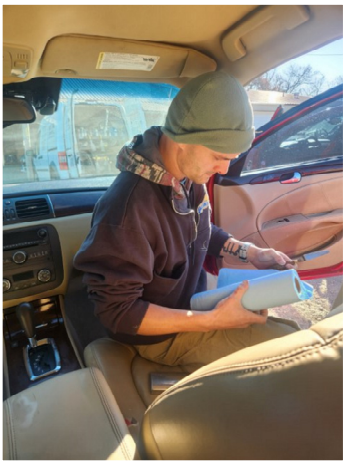
Kevyn Jordan



Kevyn Jordan joins the **Dr. Vinyl Headquarters Training Department** as a Interior, Upholstery and Wheel Refinishing trainer to support our current training team. He will be working out of the Joplin, MO training center along with Teresa & David. Kevyn will also be part of the Research & Development Department as well as field-training and on-site assistance. Kevyn will be spending the next few months traveling to various franchise locations to learn about different techniques to provide new trainees with even more field insight. Kevyn is an Army veteran and worked in carpentry prior to joining Dr. Vinyl. He is excited to learn new skills and is looking forward to sharing his new knowledge with fellow technicians in the future. In his spare time Kevyn enjoys practicing his woodworking trade as well as spending time outdoors.

We are glad you joined us, Kevyn! Welcome aboard!

Kevyn Perfecting His Skills





Welcome!



November 2023 Interior Training



Adam Noce

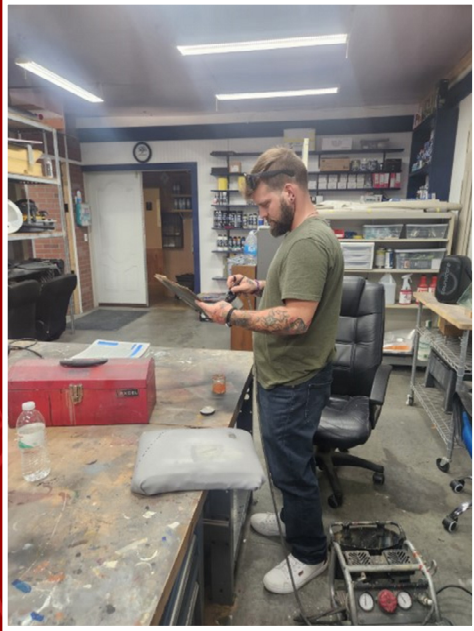


Adam joins Clifton Gentry, Dr. Vinyl of Southeast MO & Southern IL as an Interior Repair Technician. Prior to joining Dr. Vinyl, Adam served in the U.S. Military for 8 years as a Heavy Equipment Operator. He has two children, Holden - 10 and Lillian - 5. Adam says he has worked every weekend since he's first been employed. He's excited about this new opportunity with Dr. Vinyl which will also give him much more time to spend with the kids. In his spare time, Adam enjoys fishing, collecting & filling fish tanks, and pretty much anything outdoors.

We're glad to have you Adam! Welcome Aboard!



Adam Noce "Getting 'Er Done"



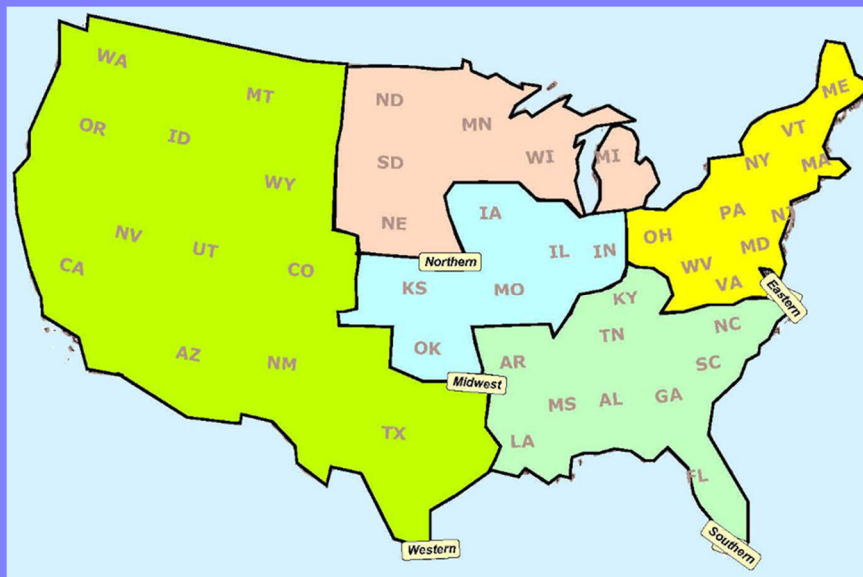
DR.
VINYL
SAVES TIME AND MONEY



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

Top Sales by Region for September 2023

Western	Northern	Midwest	Southern	Eastern
\$60,647.50	\$82,695.00	\$519,188.00	\$205,214.31	\$92,054.37
\$45,598.68	\$43,775.00	\$141,369.18	\$91,738.29	\$18,211.22
\$29,770.00	\$43,456.00	\$77,265.00	\$41,236.00	\$7,590.00
\$25,249.00	\$43,148.10	\$49,954.00	\$22,623.00	\$4,785.00
\$22,300.00	\$28,076.00	\$37,884.00	\$20,168.00	—————



Top Sales by Region for October 2023

Western	Northern	Midwest	Southern	Eastern
\$74,511.00	\$87,785.00	\$516,467.50	\$200,822.25	\$80,196.45
\$41,930.09	\$45,461.00	\$144,828.02	\$93,549.90	\$22,113.39
\$33,865.00	\$31,095.00	\$72,394.00	\$28,296.13	\$7,180.00
\$24,825.00	\$30,666.00	\$52,658.00	\$24,537.00	\$3,980.00
\$21,354.00	\$28,627.00	\$45,365.00	\$18,564.00	—————

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

BEFORE AND AFTER PHOTOS FROM THE FIELD



1-DASH RIGHT BEFORE



1-DASH LEFT BEFORE



2-CENTER CONSOLE BEFORE



3-DRIVER DOOR BEFORE



3-PASSENGER DOOR BEFORE

Lamborghini

**Before and After
Photos
By Greg Lane,
East Coast Dr. Vinyl**



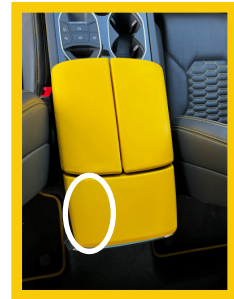
1-DASH RIGHT AFTER



1-DASH LEFT AFTER



1-DASH CENTER BEFORE



2-CENTER CONSOLE AFTER



1-DASH CENTER AFTER



3-DRIVER DOOR AFTER



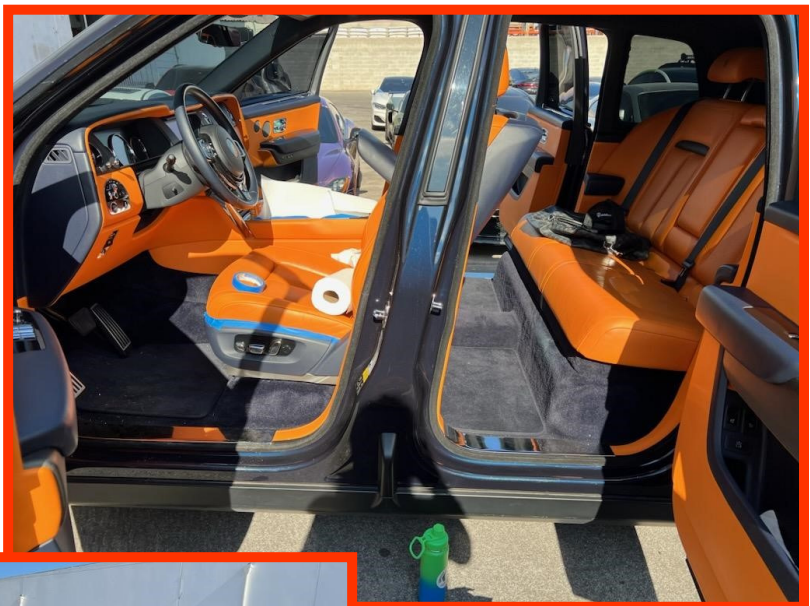
3-PASSENGER DOOR AFTER

BEFORE & AFTER PHOTOS FROM THE FIELD



Deshawn Winston, Dr. Vinyl of Las Vegas, working on the interior of a Rolls-Royce. Matching that Vibrant Orange is going to be fun! But we all know it's just another routine day in the office for the "Doc",

Thanks For Sharing DeShawn!



Individual High Sales 2023

Top 10 Interior Repair Technicians September 2023

JACOB PETERSON	DR. VINYL OF	NORTHLAND MISSOURI	\$34,109.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$24,884.00
HUNTER HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$22,779.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$21,513.00
JEANNIE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VIRGINIA	\$18,380.37
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$17,354.00
RYAN PRUITT	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$17,235.00
MICHELLE TESTER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$16,944.00
RYAN NAYLOR	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$16,174.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$16,165.00

Top 5 Upholstery Repair Technicians September 2023

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$41,236.25
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VIRGINIA	\$20,165.00
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$13,752.50
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NORTH CAROLI- NA	\$8,665.84
JOY GONZALEZ	DR. VINYL OF	CONCORD NORTH CAROLINA	\$7,723.00

Individual High Sales 2023

Top 10 Auto Paint Repair Technicians September 2023

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$35,675.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$31,950.00
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$31,075.00
RANDY FUERNSTEIN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$21,550.00
STEVE OAKES	DR. VINYL OF	HAMPTON & NEWPORT NEWS VA	\$18,634.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$18,540.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VA	\$17,265.00
RYAN FRAME	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$17,035.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$16,344.00
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$16,223.00

Top 5 Paintless Dent Removal Technicians September 2023

TERRY HANCOCK	ASSOCIATE OF	OMAHA NE & COUNCIL BLUFFS IOWA	\$21,375.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$11,085.95
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$5,565.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$5,262.44
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$8,217.50

Individual High Sales 2023

Top 5 Wheel Repair Technicians September 2023

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$19,642.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMBERLAND TENNESSEE	\$19,373.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$12,760.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$9,863.00
CAMERON COCKRUM	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$7,326.00

Dr. Vinyl Corporate Contact Information

Local (816) 525-6060 Toll Free (800) 531-6600 Fax (816) 525-6333			
Richard Reinders	CEO	Extension 120	richard@drvinyl.com
Buster Coppage	Franchise Operations	Extension 130	buster@drvinyl.com
Tony Rende	Parts	Extension 140	tonyr@drvinyl.com
Teresa Lang	Interior Trainer	Extension 150 (816-724-9498)	teresa@drvinyl.com
David Lang	Auto Paint Repair Trainer	Extension 160 (816) 726-4535	davidl@drvinyl.com
Kevyn Jordan	Assistant Interior Trainer	(918) 822-8422	kevyn@drvinyl.com
Vickie Borrón	Accounts Receivable	Extension 170	vickieb@drvinyl.com
Rena Taylor	Parts	Extension 180	renae@drvinyl.com
Kaylan Rybnick	Chief Marketing Officer	Extension 190	kaylan@drvinyl.com
Steve Gwadera	UPH Trainer	(816) 312-9621	steveg@drvinyl.com

Individual High Sales 2023

Top 10 Interior Repair Technicians October 2023

JACOB PETERSON	DR. VINYL OF	NORTHLAND MISSOURI	\$29,814.00
CHAZ ALLMAN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$26,537.00
THOMAS RAUEN	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$24,393.00
JEFF ELLERBEE	ASSOCIATE OF	SPRINGFIELD MISSOURI	\$18,030.00
HUNTER HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$17,818.00
DREW HUBBARD	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$17,676.00
ZACH BATES	DR. VINYL OF	CORPUS CHRISTI TEXAS	\$17,485.00
ANDY ALONSO	ASSOCIATE OF	EAST METRO MINNEAPOLIS & ST. PAUL MN	\$16,747.00
TODD EDWARDS	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$16,242.00
AUSTIN RATLIFF	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$15,114.00

Top 5 Upholstery Repair Technicians October 2023

WENDY BARNETT	DR. VINYL OF	MIDDLE TENNESSEE	\$28,296.13
JAMES RIGBY	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VIRGINIA	\$11,681.75
JASON MCCURDY	DR. VINYL OF	UNION COUNTY NORTH CAROLINA	\$9,804.40
EMMANUEL BERNAL	ASSOCIATE OF	NORTHERN TEXAS	\$9,119.93
JACOB MORRIS	DR. VINYL OF	NORTHERN TEXAS	\$7,200.07

Individual High Sales 2023

Top 10 Auto Paint Repair Technicians October 2023

JARED SCHORNICK	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$42,787.50
CASEY SCHOMBER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$32,787.50
RANDY LITTLE	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$23,903.00
CARSON GREENFIELD	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$23,120.00
BRANDON COLLINS	ASSOCIATE OF	NORTHERN TEXAS	\$18,155.00
JOSE HERNANDEZ	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VIRGINIA	\$16,465.00
THERESA WINTER	ASSOCIATE OF	INDIANAPOLIS INDIANA	\$15,605.00
RYAN MCGANN	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$15,216.00
TREY EDWARDS	ASSOCIATE OF	GREEN COUNTRY OKLAHOMA	\$14,980.00
COLEMAN HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$14,779.00

Top 5 Paintless Dent Removal Technicians October 2023

TERRY HANCOCK	ASSOCIATE OF	SERVICE CENTER LLC	\$27,779.00
JEFF HAWKINS	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$6,112.00
JOHN WALDRON	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$6,085.00
BRANDON BIGGERSTAFF	ASSOCIATE OF	CATAWBA VALLEY NORTH CAROLINA	\$3,980.14
MARK ETHRIDGE	DR. VINYL OF	THE HEARTLAND MISSOURI	\$3,455.00

Individual High Sales 2023

Top 5 Wheel Repair Technicians October 2023

JIMMY HARCUM	ASSOCIATE OF	THE CUMBERLAND TENNESSEE	\$20,519.00
CHRIS HAWKINS	DR. VINYL OF	THE CUMERLAND TENNESSEE	\$18,884.00
JASON COLE	DR. VINYL OF	BLUE GRASS KENTUCKY	\$15,449.00
CALEB REED	ASSOCIATE OF	BLUE GRASS KENTUCKY	\$9,088.00
KYAN BOHAC	ASSOCIATE OF	HAMPTON & NEWPORT NEWS VIRGINIA	\$8,425.00



FROM THE PARTS DEPARTMENT

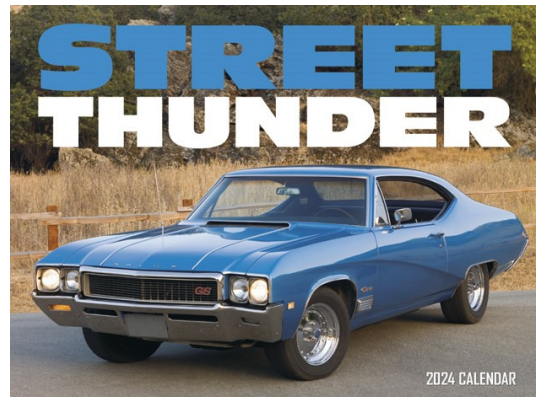
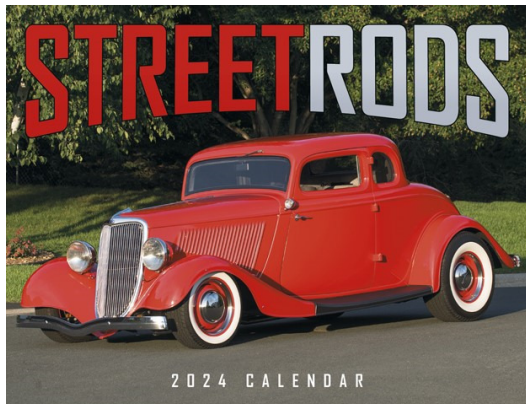
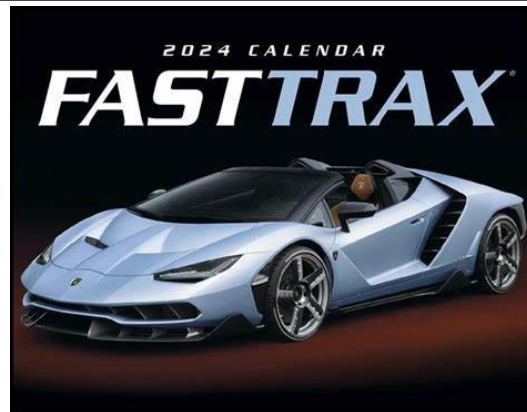
ATTENTION FRANCHISE PARTNERS
The 2024 Dr. Vinyl calendars are in stock.

We have the following available:

- Fast Trax (Newer Sports Cars)**
- Street Rod Fever (Hotrods From the 20's, 30's & 40's)**
- Street Thunder (60's & 70's Muscle Cars)**

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



Dear Franchise Owner:

Drury Inn & Suites in Joplin, MO is the preferred lodging facility for Dr. Vinyl trainees. I was able to speak with an account representative with Drury Hotels to get a discount for our associates attending training in Joplin, MO. Attached is a new flyer with discounted rates for those staying at the Drury Inn & Suites in Joplin, MO. Each trainee will have to present the flyer or give the code when booking a reservation to receive the rate. Some of you may have other lodging options available, which is okay. If you have any questions, please don't hesitate to give me a call.

**Sincerely,
Buster Copping**

At Drury Hotels, we know you have enough to worry about while you're traveling. Our free amenities, clean rooms, friendly team members and award-winning service make life's journey a little easier - allowing you to Travel Happy Again!

DR. VINYL

Discounted room rates start at

\$110.00 + tax

Use Corporate Code: **334903**

Rates listed are per night, non-commissionable, valid at this hotel only and are subject to local taxes. Rates shown are for 1-2 people in a standard room. A \$10 charge will be assessed for each additional individual. Not valid with any other offer, special rate or discount. Block-out dates may apply. Service of alcohol is subject to state & local law.



A good night's sleep is just the beginning..

- Free Hot Breakfast
- Free Hot Food & Cold Beverages at 5:30 Kickback
- Free Wi-Fi Throughout the Hotel
- Microwave & Refrigerator in Every Room
- Drury Rewards Loyalty Program
- 100% Satisfaction Guaranteed

**RECEIVE A 10%
CHAINWIDE DISCOUNT
at all other Drury Hotels,
nationwide!**

2024 DR. VINYL GROUP TRAINING SCHEDULE



January						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

February						
Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29		

March						
Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30
31						

April						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30				

May						
Su	Mo	Tu	We	Th	Fr	Sa
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

June						
Su	Mo	Tu	We	Th	Fr	Sa
						1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30						

July						
Su	Mo	Tu	We	Th	Fr	Sa
	1	2	3	4	5	6
7	8	9	10	11	12	13
14	15	16	17	18	19	20
21	22	23	24	25	26	27
28	29	30	31			

August						
Su	Mo	Tu	We	Th	Fr	Sa
				1	2	3
4	5	6	7	8	9	10
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	31

September						
Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30					

October						
Su	Mo	Tu	We	Th	Fr	Sa
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30	31		

November						
Su	Mo	Tu	We	Th	Fr	Sa
					1	2
3	4	5	6	7	8	9
10	11	12	13	14	15	16
17	18	19	20	21	22	23
24	25	26	27	28	29	30

December						
Su	Mo	Tu	We	Th	Fr	Sa
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

Federal Holidays 2024					
Jan 1	New Year's Day	Jun 19	Juneteenth	Nov 11	Veterans Day
Jan 15	Martin Luther King Day	Jul 4	Independence Day	Nov 28	Thanksgiving Day
Feb 19	Presidents' Day	Sep 2	Labor Day	Dec 25	Christmas Day
May 27	Memorial Day	Oct 14	Columbus Day		

Training is by appointment only! All owners & eligible training associates must complete and return all necessary paperwork to Dr. Vinyl headquarters before the start of training. *Note: ALL TRAINING DATES ARE SUBJECT TO CHANGE!*



*From all of us at Dr. Vinyl
Headquarters ...*

*Merry
Christmas*

*Richard, Andre, Teresa, David, Kevyn,
Vickie, Renae, Kaylan, Tony & Buster*