

We carry all your favorite brands and more!

3M Automotive
 AES Industry
 Air Flow Technology
 American Tape
 Auto Arc/Milweld
 Auto Bahn Spot Welder
 Auveco
 Binks
 B-Way Paint Can Company
 Carborundum
 Clean Sheets
 Cowles Molding Products
 Devilbiss
 Dewalt Buffers
 Dominion Sure Seal
 Dow Products/Beta Seal
 DuPont Refinish Products
 DuPont Industrial Coatings
 Durablock
 Duramix
 Dynatron/Bondo
 E-Z Mix
 Dynabrade
 Farecla Compounds
 Ferro
 Fibre Glass/Evercoat
 Finesse
 Fusor
 Gatorguard Kit
 Gerson
 Herkules
 Hot Hues - DuPont Custom Colors
 House of Kolor
 Infratech Heat Lighting
 Iwata
 Klean-Strip
 Mack Brush
 Meguiars
 Moclamp
 Molnlycke/SCA Hygiene
 Motor Guard
 Nason Refinish Products
 Plasti-Kote
 Pop Rivets
 Power Maxx Hand Cleaner
 Preval
 Prevost Couplings
 Prostripe
 RBL Products
 Sata
 Schlegel
 SEM
 Sharpe
 Shoot Suit
 Sontara Surface Prep. Systems
 Spectrum
 Spies Hecker Refinish Products
 Standox Refinish Products
 Stanley Blades
 Steel Wool
 Sunmigt
 Taper Tec Lifting Tape
 Trimaco
 Tru-Mask
 US Chemical

COLORMATCH

Automotive Refinish Centers

visit our website at www.colormatch.com



13
100% NITRILE GLOVES
15 mil thick, lined
SHO17510 XL \$5.40



15
SHOE COVERS
Easy to slip on. Slip-resistant PVC, machine washable. Protects shoes.
SAS6808 \$4.09



17
EMERGENCY SPILL KIT
Meets OSHA requirements
SAS7750 \$53.49

COMMERCIAL EMERGENCY SPILL KIT
SAS7751 \$146.70
 Available on request*



14
STINGERS SAFETY GLASSES
 Clear lens/black frame SAS5178.... **\$5.59**
 Yellow lens/black frame SAS5181 } **\$5.28**
 Shaded lens/black frame SAS5182

OSHA Supply List

1. Anti-Static Cables
2. Apron
3. Bump Hat
4. Dust Mask
5. Eye Wash
6. Face Shield
7. First Aid Kit
8. Goggles
9. Latex Gloves
10. Lineman Gloves
11. Respirator
12. Respirator Cleaner
13. Rubber Gloves
14. Safety Glasses
15. Shoe Covers
16. Shoot Suit
17. Spill Kit

TYVEK HOODED COVERALL
SAS6834 XL \$11.74



16
GEN-NEX PAINTER'S COVERALL
SAS6853 Large \$5.26

COLORMATCH

gold

ALL ITEMS WHILE SUPPLIES LAST

ISSUE 0110

Prices Effective JAN 1 - FEB 15, 2010

Take these actions to guarantee great results for your business in 2010

- ◆ Rate how well your business competes on price, quality and speed. Be sure your performance is decidedly better than your competitors in one of the three areas, and strong enough to be competitive in the other two.
- ◆ Determine, improve and promote your strongest competitive advantage.
- ◆ Be prepared—make certain that you are EPA & OSHA compliant.
- ◆ Buy quality safety and collision repair products from COLORMATCH.

We are featuring products in this issue from the list of items required by OSHA. All body shops will be required to have these items in place. Heavy fines may result if you do not have ALL OF THESE ITEMS. Invest now to save \$\$\$ later!!!



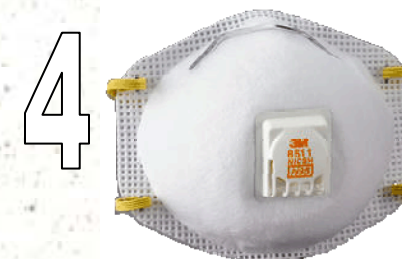
1
Justrite Anti-Static Cables
 • Bonding between containers during liquid transfer, and connecting drums to an earth ground
 • Flexible wire is 3'
 • Features secure fitting alligator clips
HCI08500 \$35.49



3
BUMP CAPS
 Sewn-in sweatband, close fitting, great air circulation, lightweight, adjustable.
SAS7160-8 (red) \$6.72
 Other colors available on request



2
HEAVY DUTY PVC APRON
 Adjustable neck strap, 100% waterproof. One Size.
SAS6821 \$8.60



4
3M PARTICULATE RESPIRATOR R95
 Designed for use in grinding, sanding & buffing. 10 per box
MMM07185 \$13.59



Price
 Quality
 Speed
 Compliance

OSHA Supply List

Available at COLORMATCH

1. Anti-Static Cables
2. Apron
3. Bump Hat
4. Dust Mask
5. Eye Wash
6. Face Shield
7. First Aid Kit
8. Goggles
9. Latex Gloves
10. Lineman Gloves
11. Respirator
12. Respirator Cleaner
13. Rubber Gloves
14. Safety Glasses
15. Shoe Covers
16. Shoot Suit
17. Spill Kit

Additional OSHA items required
 Fire Extinguisher, MSDS Book
 Safety Book

COLORMATCH LOCATIONS

Jackson, TN Locations

CORPORATE OFFICE 731-424-7008
RIVERSIDE STORE 731-427-9760

Memphis, TN Stores

AMERICAN WAY 901-362-5601
FLETCHER CREEK 901-382-0585
MILLBRANCH 901-396-7712

East Tennessee Area Stores

BRISTOL 423-968-7009
CLARKSVILLE 931-648-9426
NASHVILLE/FOSTER 615-254-9069
MADISON 615-868-8704

Alabama Store

MOBILE 251-479-9415

Florida Store

PENSACOLA 850-484-7081

Indiana Store

EVANSVILLE 812-425-8266

Kentucky Stores

HENDERSON 270-830-8778
OWENSBORO 270-691-6006

Mississippi Store

PASCAGOULA 228-762-1234

COLORMATCH — BEST PRACTICES MATCHED WITH THE BEST PRODUCTS

COLORMATCH
TONY'S TIPS



Sales & Marketing: New technologies require new materials & procedures. Don't forget to charge for these and promote the areas you specialize in.

Profitability & Management: If you want to create lean processes in your business, you must involve your employees. Motivate them to be successful and totally buy into your program.

Production & Cycle Time: The number one factor that improves cycle time is partial disassembly & creating a good repair blueprint. Repair information should be defined early in the process.

Safety & Thinking Green: Use sanders with dust attachments. They capture up to 70% of the dust that your technician is creating. This produces a better work environment, makes your employee more productive and keeps him healthier.

Estimation: Compare your estimation software to other sources of repair information. This may help identify items and procedures that you might not be getting paid for.

Technical: Electric traction control systems are becoming more common every day. They will be a requirement on all vehicles by 2012. The steering sensor will have to be calibrated every time a wheel alignment is done. This will require 'four-wheel alignments' and eliminate 'two-wheel alignments'.



**EPA Federal Rule—40 CFR 60, Subpart 6H
Final Rule Paint Stripping and
Miscellaneous Surface Coating Operations**

Don't forget that the EPA requires collision refinishing businesses to register by submitting the "Initial Notification" form which must be submitted by January 11, 2010.

This documentation precedes the requirements for 2010 compliance, which must be in process by January 11, 2011.

For additional information and downloadable forms, go to the following website provided by the Tennessee Small Business Environmental Assistance Program.

www.tn.gov/environment/ea/sbeap/sbeap_paintstr.shtml



FIRST AID KIT
Multi-use first aid kit designed for the workplace

SAS6010
10 person **\$22.76**

SAS6025
25 person **\$24.60**



VALUE TOUCH GLOVES
SAS6503 Large

This sales flyer is prepared in advance. Quantities of some items may be limited due to demand. Designated prices are effective only for the term stated in the flyer and for quantities currently in inventory. Graphics are for illustrative purposes only. We are not responsible for misprints, or errors in descriptions and/or illustrations.

PORTABLE EYE WASH STATION
Protect employees as required by law. 5139 mounting bracket and 5136 water preservative are included.

SAS5135
\$219.29



BOTTLE TYPE EYEWASH STATION
SAS5132
\$32.27



3M FACE SHIELD KIT
Provides limited protection for face and eyes.
MMM37106
\$11.85



8 OVERSPRAY SAFETY GOGGLES
Anti-splash, vented, impact resistant, polycarbonate lens.
SAS5110 **\$35.49**



Rubber Insulating Gloves
SAS6418 L
SAS6419 XL **\$57.05**

Protective Over Gloves
SAS6468 L
SAS6469 XL **\$21.79**

for HYBRID ELECTRIC VEHICLES

UNITED STATES DEPARTMENT OF LABOR
OCCUPATIONAL SAFETY & HEALTH ADMINISTRATION
*Regulations (Standards—29 CFR)
1910-134 App A
Mandatory Fit Testing Procedures*

Fit Testing is required by OSHA, so get your shop in compliance now! Be sure to keep organized files and document every step taken. You won't be in compliance if you did the work, but can't provide appropriate documentation.

Let COLORMATCH help. We will—

1. Resource an inexpensive on-line medical evaluation.
2. Train, fit test, and certify your staff according to OSHA regulations.
3. Supply quality compliant respiration equipment, supplies and certification.

TRAINING
Training is required prior to initial use and annually thereafter. Additional training is required if changes in the workplace or respirator make previous training obsolete, if inadequacies in the employee's knowledge or respirator use indicate additional training is needed, or if any other situation arises in which retraining appears necessary to ensure safe respirator use.

MEDICAL EVALUATION
Medical evaluation is required initially, prior to fit testing, and whenever an employee reports medical signs or symptoms that are related to the ability to use a respirator.

FIT TESTING
Fit testing for tight fitting face piece respirators is also required prior to initial use at least annually thereafter, and whenever a different size, style, or brand of respirator is to be used. Additional fitting is required based on information from employees, program administrators, and medical services providers.

- SUMMARY**
1. Complete your medical evaluation.
 2. Make an appointment with COLORMATCH for your fit test.
 3. Bring your medical certification to the test.
 4. Bring your respirator to the test, or buy a new one from us.
 5. Receive 3M Respiration Fit Test Certification from us.
 6. Document the process and maintain your files.

FULL FACEPIECE RESPIRATOR
MMM07163
Packout includes:
07140 full facepiece respirator (large)
07046 organic vapor cartridges (pair)
07054 filter retainers (pair)
07194 P95 filters (2 pair)
07192 faceshield covers (2)



DUAL CARTRIDGE RESPIRATOR ASSEMBLY, ORGANIC VAPOR/P95
MMM07193 Large
Great for spray paint applications.
Packout includes :
07054 filter retainers
07195 P95 filters (pair)
Organic vapor cartridges are permanently attached.



MASK CLEANING WIPES
(Box of 100)
SAS1400-96 **\$21.59**

Advantage Through Education

Best Practices Seminar
1st Quarter 2010

CAUTION
COMPLIANCE
AVOID \$ FINES!



GET READY NOW! Regulations require compliance in 2010. Enjoy dinner out & learn about the latest OSHA & EPA requirements. Don't wait to find out how to avoid heavy fines until it's too late!

DATE	LOCATION
Jan 12	Jackson, TN (TCRA)
Jan 21	Memphis, TN
Feb 4	Evansville, IN
Feb 11	Bristol, TN
Feb 25	Mobile, AL
Mar 4	Nashville, TN
Mar 25	Clarksville, TN

COLORMATCH Publications Available Monthly by Email

- COLORMATCH Gold Flyer
- Training Brochure
- Benchmark Performance Trend
- Account Statements

Please provide your contact name & email address. Send requests to: solutions@colormatch.com

See the back page for a listing of COLORMATCH vendors. We can supply most of your collision repair needs.

SOME ITEMS IN THIS PROMOTION MAY REQUIRE 3 DAY DELIVERY
PLEASE ALLOW 5-7 DAYS FOR CUSTOM ORDERS