

**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  
 Galorguard 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  
 Standex 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](http://www.colormatch.com)

Kourtney Calvin



We appreciate our employees!

Introducing our store team at  
 344 Millbranch Road  
 Memphis, TN 38116  
 901-396-7712



Berdell Brown



Store Manager  
 Calvin Mangrum

Let us show how we can help you!

Tawana McKinney



Jimmy Wherry



**\$59.95**  
 Reg. \$77.60

**WINDSHIELD COLLISION WRAP**  
 36"x100' continuous roll. Strong static free cling to surface—paint overspray sticks to film. RBL428

**24"x100' LIGHT BOX PROTECTIVE FILM**  
 perforated every 24". Preserves booth lighting without distortion or deflection. RBL435



**\$47.54**  
 Reg. \$59.42



**\$39.95**  
**PLASTIC WHEEL BAG MASKERS** for 15" tires w/100 per case. Built-in cling. Paint overspray sticks to film. RBL172

Reg. \$50.00

**PLASTIC MIRROR MASKERS**  
 Reusable, disposable, recyclable and solvent resistant. Paint overspray sticks to film. 100/box RBL165



**\$12.81**  
 Reg. \$16.01

# COLORMATCH

## gold

ALL ITEMS WHILE SUPPLIES LAST

ISSUE 1109

Prices Effective NOV 1 - DEC15, 2009

### Best practices for Blueprinting a Vehicle— The 'write' way to prepare!

This month we are consolidating our monthly Sales Flyer and COLORMATCH Gold Newsletter. We hope this new format saves you both time and money. Our goal each month will be to bring you interesting and valuable information together with the products you need at great prices. The special items we feature will focus on the ongoing theme of promoting best practices that are matched with the very best products.

It's difficult to change an entire way of doing business, but there is a lot of power in changing one or two simple things. In this issue we are presenting Best Practices on Blueprinting a Vehicle. Our featured product is Auto Writer markers. This simple tool can be used to improve shop communications by assigning different colors for departments or individuals to write information directly on the vehicles. Productivity and margins increase, because time is not wasted locating files and instructions.

Here are a few specific **BEST PRACTICES FOR BLUEPRINTING**:

- Use the markers to note dates for delivery and rotation to other departments.
- Mark damage with different colors to identify what will or will not be repaired.
- Partial teardown prevents costly delays.
- To be prepared for reassembly, order clips, stripes, etc., during teardown.



Check out the discounted  
 Kardol & RBL masking products  
 on pages 3 & 4 for more prep items.



Reg. \$6.52

**\$3.99 ea.**

This innovative marker has a water-soluble formula allowing you to write on auto finishes, glass and acrylics. Shop workers can leave notes and instructions anywhere on a vehicle as it passes through the repair process. When completed with the vehicle, simply wipe the vehicle clean with water and a cloth. Won't cause any permanent marks or damage. USC37000



The photos on the right are from the Tennessee Collision Repairers Association (TCRA) Trade Show, Dinner & Meeting held on October 15<sup>th</sup>. TCRA President, Bob Mitchell is pictured at the top introducing the guest speaker, Aaron Schulenburg, Executive Director of the Society of Collision Repair Specialists (SCRS). Aaron Schulenburg is pictured in the bottom photo with Tony Nethery, TCRA Secretary and COLORMATCH Business Development Manager. COLORMATCH was one of the sponsors for this event, which was held at The Renaissance Center in Dickson, TN.

### 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 TIPS

### Sales & Marketing:

50% percent of the people who walk in your door need other repairs to their vehicle. You may perform some of those tasks or send it to a business partner who has a reciprocal agreement with you.

### Profitability & Management:

Using incentives, get your employees involved in tracking and controlling material use. You will come out ahead and it is more effective than just complaining about waste.

### Production & Cycle Time:

Having every department enter the hand-off dates in the vehicle notes will insure keeping each vehicle on schedule.

### Safety & Thinking Green:

All technicians are required to be respirator fit tested annually. This includes all techs, not just the painters.

### Estimation:

Remember, masking jambs and openings is not included operations. You will not get paid for it every time, but you should ask the insurer.

### Technical:

On many new vehicles with Traction Control features the wheel steering control sensor may need to be calibrated every time the wheels are aligned. This will require a scan tool and a 4WD alignment.

### 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](mailto:solutions@colormatch.com)



LIMITED QUANTITIES ON SOME ITEMS WHILE SUPPLIES LAST

PART #	DESCRIPTION	\$ Regular	\$ Sale
MMM01514	40D 3M240N STIK CRYSTAL B	32.45	20.41
MMM02278	P180A 3M316U C/B HOOKIT 6	20.43	13.98
MMM01516	40D 3M240N STIK CRYSTAL B	44.76	30.88
MMM01233	P180 3M316U C/B PSA DR 5	23.32	15.14
MMM02276	P240A 3M316U C/B HOOKIT 6	20.43	13.98
MMM02284	40D 3M240N C/B HOOKIT 6 X	52.24	34.95
MMM01246	P120 3M316U C/B PSA DR 6	31.72	21.88
MMM01543	40D 3M240N STIK PROD DISC	41.63	26.18
MMM01247	P100 3M316U C/B PSA DR 6	31.72	21.89
MMM02280	P120A 3M316U C/B HOOKIT 6	20.43	13.98
MMM02277	P220A 3M316U C/B HOOKIT 6	20.43	13.98
MMM02275	P320A 3M316U C/B HOOKIT 6	20.43	13.98
MMM01242	P240 3M316U C/B PSA DR 6	31.72	21.89
MMM02283	80D 3M345U C/B HOOKIT 6 X	31.57	20.42
MMM02213	40D 3M240N STIK PROD PA O	38.13	23.91
MMM02274	P400A 3M316U C/B HOOKIT 6	20.43	13.98



We are an authorized distributor of IMPACT products.  
Masking Paper—Plastic Sheeting  
Acetone—Lacquer Thinner—Spray Gun Cleaner

For more information,

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.



LIMITED QUANTITIES ON SOME ITEMS—WHILE SUPPLIES LAST

PART#	DESCRIPTION	\$Regular	\$Sale
KAR100481	Kardol Gal Silicone-Free Tire Dressing	33.12	24.16
KAR123612	3=1LOG Bill 3 Red Paper	10.88	5.84
KAR150015	Overspray Sheeting 12 x 400	33.70	20.16
KAR160772	72 Green Kardol Paper	39.51	29.15
KAR161503	3in Green	1.88	1.09
KAR161506	162006 6 Green Paper Roll	26.88	18.17
KAR161509	9 Green 16200 4 Log/Pack	5.25	4.33
KAR161512	12 Green Paper.3Rolls=Log	7.01	5.42
KAR161515	15 Green 2/Roll=1Log/Pack-Use PBE15	10.50	10.25
KAR161518	18 Green 2/Rolls=1 Log/Pack	26.88	20.25
KAR161524	24 Green 1-1Log	14.00	12.95
KAR161536	36 Green Paper	26.88	17.49
KAR161548	48 Green Paper 1Roll-1Log	27.93	21.12
KAR161812	Blue 12in Polycoat Wrappe	14.00	8.74
KAR161818	Blue 18in Polycoat Wrappe	21.00	16.14
KAR161836	Blue 36in Polycoat Wrapped	42.00	31.63
KAR169818	18White 2Rol=1Log Paper	41.58	36.28
KAR169836	36 White 1Roll=1Log	41.58	38.02

Masking Paper Facts—Did you know that the diameter of the roll is absolutely no indication of roll length? Footage is what is used to mask, not diameter. Diameter is controlled by the machine winding the roll.

### BEST PRACTICES FOR MASKING —

- Use the narrowest tape possible for each operation. 1 1/2" is much more cost effective than 2."
- Use paintable plastic and avoid using unnecessary paper.
- Use liquid masking on wheels and tires to prevent underneath overspray and dust prevention.
- Use foam aperture tape to seal up jams to prevent paint lines and overspray.

## Advantage Through Education

### Business Development Seminar



**TIME IS MONEY!** How long does it take a repair to roll through your shop? Find out how to gain efficiency and save valuable time. Register for our 4<sup>th</sup> quarter seminar and enjoy dinner while learning new ways to improve what you are doing. See your local COLORMATCH sales rep for details & reservations.

DATE	LOCATION
Nov 10	Jackson, TN
Nov 12	Clarksville, TN
Nov 19	Kingsport, TN
Dec 3	Mobile, AL

### Wise Quotes

**"Whatever you think you can do or believe you can do, begin it. Action has magic, grace and power in it."**

Johann Wolfgang von Goethe  
German playwright, novelist  
1749-1832

**"The best executive is the one who has sense enough to pick good men to do what he wants done, and self-restraint to keep from meddling with them while they do it."**

Theodore Roosevelt, 1858-1919  
26<sup>th</sup> U.S. President

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