

Auto Body Supply, Inc.



The Staff at *Auto Body Supply* would like to wish everyone a very

Merry Christmas

Auto Body Supply will be closed at noon on December 24th and closed all day on December 25th to celebrate the Christmas Holiday

DO YOU GET PAID FOR ALL OF YOUR EXTRAS?

In this day of trying to keep your shop profitable it is so important to get paid for every labor operation and part you put into a repair.

Start by writing a good estimate, every clip, fastener, light bulb or tape stripe should be on the estimate. By having a part number it will be easier for the insurance company to justify the cost. If the estimate reflects "clips \$12.00" it might not get paid, but if it is listed as "four front bumper clips part# 123456 @ \$3.00 each" it will get paid. The same can be said of labor, get paid for what you do. That .3 tenths of an hour to clean and tape a molding can add up at the end of the year. It will not get paid if you do not list it on the estimate. For example, say you repair 50 cars a month which would amount to about \$6,120.00 in extra labor and \$7,200.00 in parts, so an additional \$13,320.00 in your pocket at the end of the year. Also, don't forget to supplement for the extra paint and materials needed for certain tricoat or custom color repairs. The PPG Paint Manager reports can help you keep track of your usage.

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PPG Products Earn Good Housekeeping Seal



PPG's **Envirobase High Performance** has received the Good Housekeeping Seal. The Good Housekeeping Seal is issued by Good Housekeeping magazine and granted to products that have been evaluated by the Good Housekeeping Research Institute (GHRI). Before earning the Seal, the scientists and engineers at GHRI review the product to ensure it delivers on all claims made in its advertising, packaging and other informational materials. If the product does not perform as promised or does not meet established standards for quality, it does not earn the Seal. The Seal has been reassuring consumers about their product-purchasing decisions for more than 100 years and is one of the most recognized and respected consumer symbols in the market today. "The Good Housekeeping Seal is one of the most trusted emblems of product quality in today's marketplace," said Greg Benckart, VP, Americas, PPG Automotive Refinish. "We have always been very confident about the quality of our products and back them fully. Having the GHRI recognize **Envirobase High Performance** as a brand our collision centers and their customers can rely on is something we are proud of and hold in high regard."

PPG collision centers using **Envirobase High Performance** will display the Good Housekeeping Seal in their shops and in promotional materials reassuring shops and consumers that the products used in their refinish work are backed by an esteemed symbol of quality.

