



# **NEWPORT HARBOR HOTEL**

## **NEWPORT, R.I.**

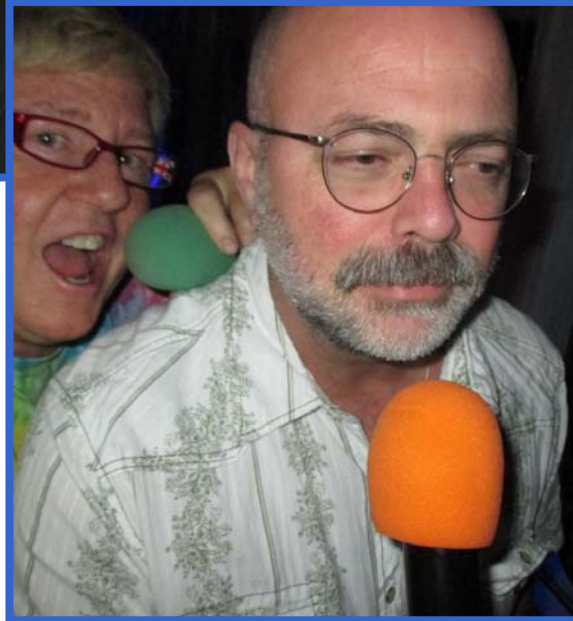


**Crest East Coast Inc.**

**DEC 01, 2018**

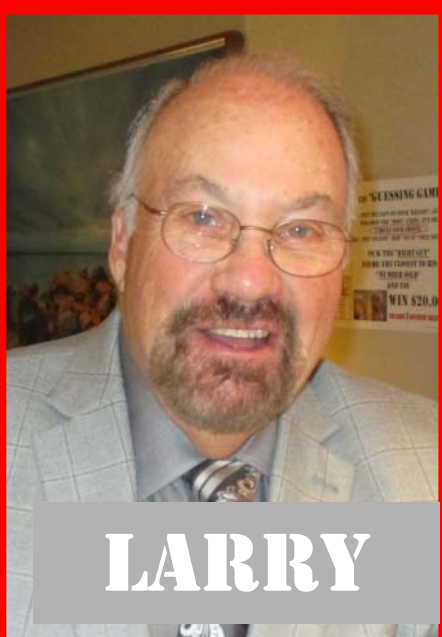
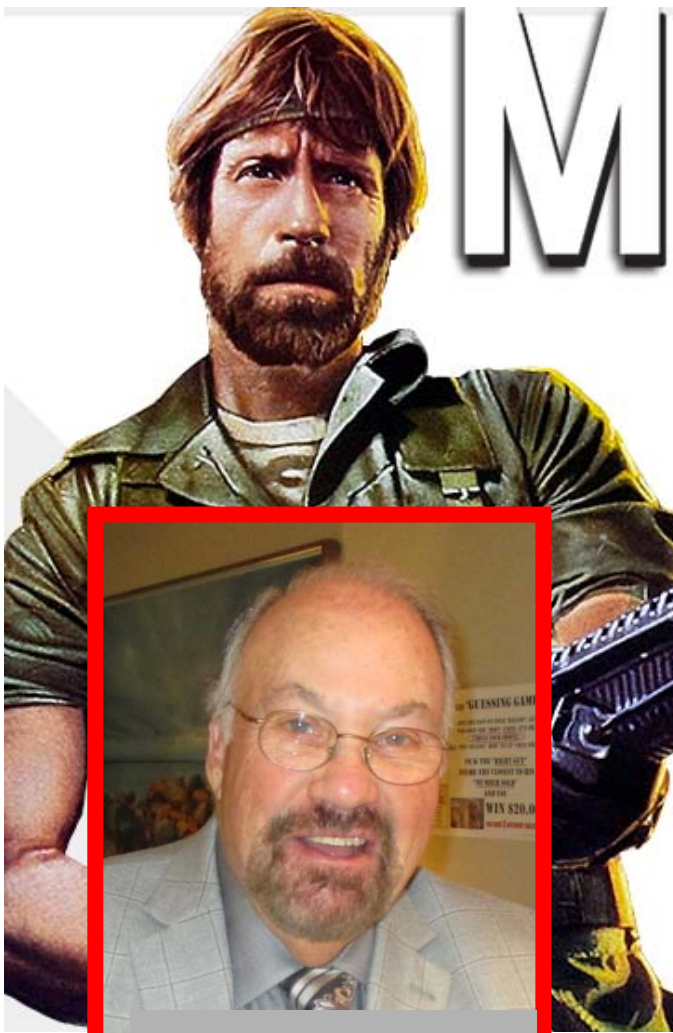


# OPENING REMARKS and INTRODUCTIONS

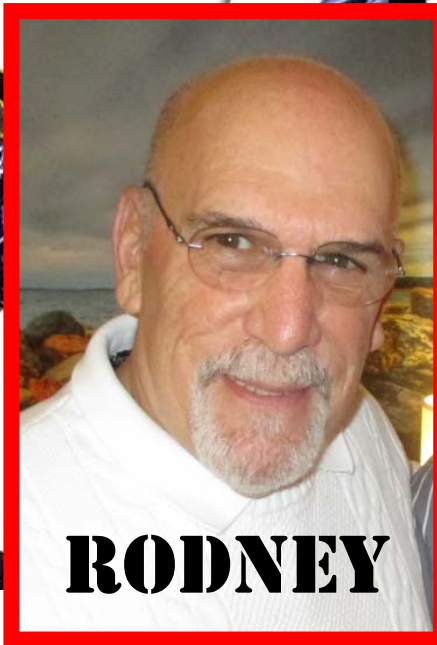




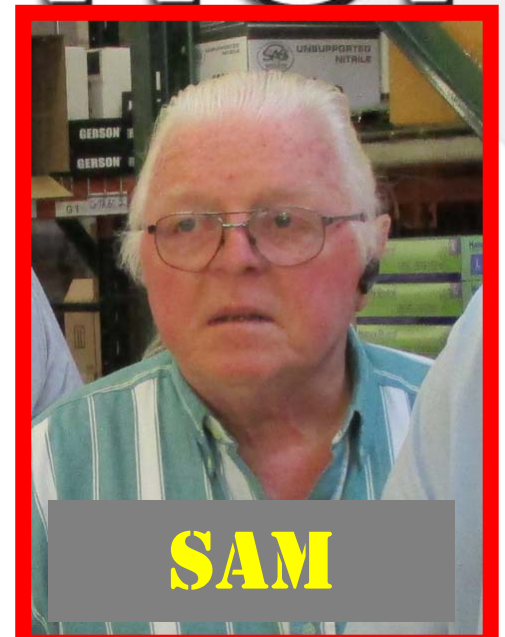
# MISSING IN ACTION



**LARRY**



**RODNEY**



**SAM**

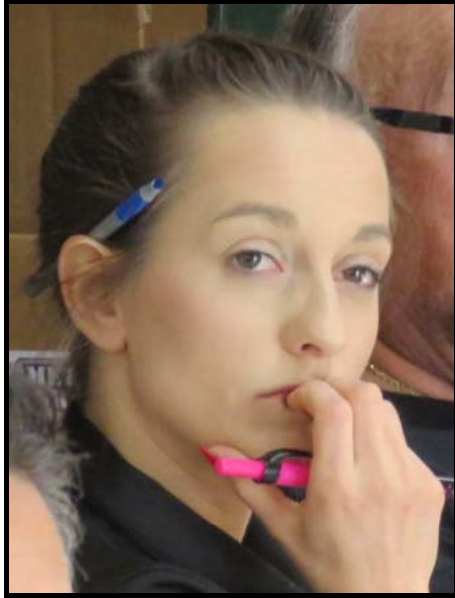
**Usually Here but, Missing Today**

# SERGIO



# MOVES ON

# STEPHANIE



**ALSO** | **MOVES ON**





# FRANK GIORDANO



## **T**rain Man = Moves In

**JIM**

**MIKE**

**AARON**



# LUNCH SLIPS



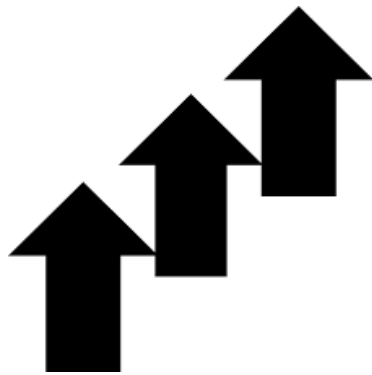




1099

**CONTRACTS**





# SALES GOALS





# SALES GOALS




"I found our eight year old sales goals,  
and we're almost there!"





# FAVORITE “OLD SLIDE” RELOADS



**IF PEOPLE  
LIKE YOU  
THEY WILL LISTEN TO YOU,  
BUT IF THEY  
TRUST YOU,  
THEY'LL DO BUSINESS  
WITH YOU.**

**~ZIG ZIGLAR**



## SALES STATISTICS

48% OF SALES PEOPLE NEVER FOLLOW UP WITH A PROSPECT

25% OF SALES PEOPLE MAKE A SECOND CONTACT AND STOP

12% OF SALES PEOPLE ONLY MAKE THREE CONTACTS AND STOP

ONLY 10% OF SALES PEOPLE MAKE MORE THAN THREE CONTACTS

2% OF SALES ARE MADE ON THE FIRST CONTACT

3% OF SALES ARE MADE ON THE SECOND CONTACT

5% OF SALES ARE MADE ON THE THIRD CONTACT

10% OF SALES ARE MADE ON THE FORTH CONTACT

80% OF SALES ARE MADE ON THE FIFTH TO TWELFTH CONTACT



**80%** of **sales** require **5**  
follow-up calls after the  
meeting. **44%** of salespeople  
give up after **1** follow-up.



*Sales is all about building relationships!*



*For you to move in, somebody has to go!*



**Each year, you'll lose  
14% of your customers.  
Lesson: Never stop  
prospecting.**

Source: BusinessBrief.com





**WHM**



# LAST WAREHOUSE MEETING



**JUNE 9, 2018**





**JUNE 9, 2018**

## HECTOR SMELLS



**JUNE 9, 2018**



**JUNE 9, 2018**



**BOB LOOKS**



**JUNE 9, 2018**







**JUNE 9, 2018**

# **NEXT** WAREHOUSE MEETING



## JUNE 8, 2019



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						



A black and white portrait of a woman with blonde, wavy hair, looking directly at the camera. The image is framed by a blue border. The text "TRADE SHOWS" is overlaid in large, bold, black capital letters at the bottom of the image.

# TRADE SHOWS

**NOVEMBER 2018**

**SEMA – LAS VEGAS**





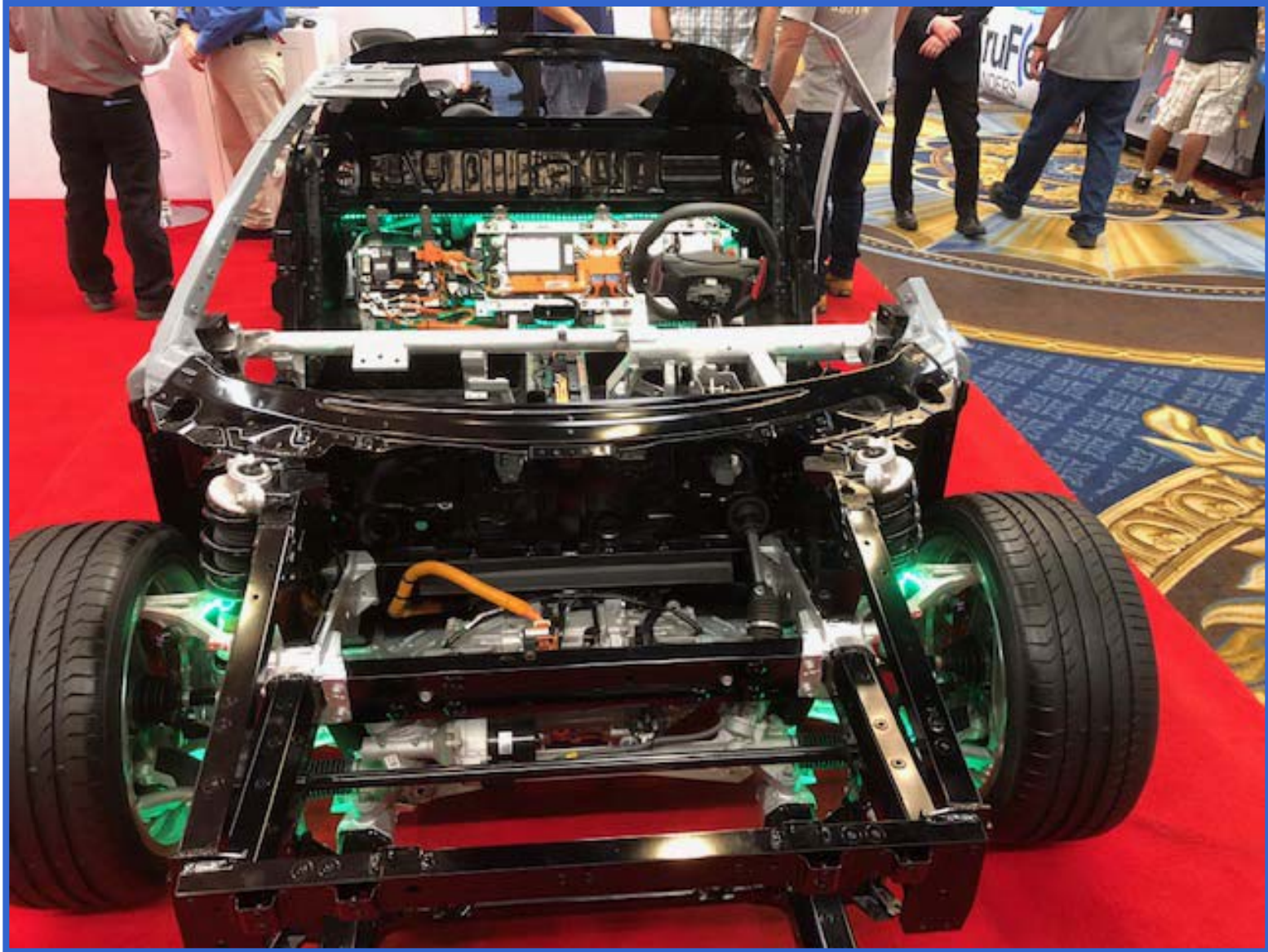
**NOVEMBER 2018**

**SEMA – LAS VEGAS**



**NOVEMBER 2018**

**SEMA – LAS VEGAS**





**NOVEMBER 2018**

**SEMA – LAS VEGAS**



**NEXT TRADESHOW 2019**

***NORTHEAST***


Contact Event Management (973) 667-6922

About Media Contact


# NORTHEAST

Meadowlands Exposition Center  
March 15: 5pm-10pm • March 16: 10am-5pm • March 17: 10am-3pm  
*Presented By AASP/NJ*

Home Exhibitor Info Sponsorships Floor Plan Events Education Pre-Registration Hotel & Area Info Directions FAQ



117 Days 23 Hrs 22 Min 07 Sec

 **BADGE REGISTRATION OPENS DECEMBER 1**

**NORTHEAST IS AN EVENT TAILORED SPECIFICALLY TO FIT THE NEEDS OF TODAY'S PROFESSIONALS REPRESENTING ALL WALKS OF THE AUTOMOTIVE REPAIR INDUSTRY**

NORTHEAST functions to complement whatever strides you are currently taking in your business. Whether you are looking to gain industry knowledge, information on the latest procedures or processes, or want to browse through some of the hottest products, services and equipment, NORTHEAST provides you with the best of the best. Just minutes from New York City, NORTHEAST provides you with seminars, presentations, product demos and a wide array of shopping and networking opportunities, all in an environment packed with activities and attractions!

**March 15: 5pm-10pm • March 16: 10am-5pm**  
**• March 17: 10am-3pm**



# THE **LAST** AASP SHOW





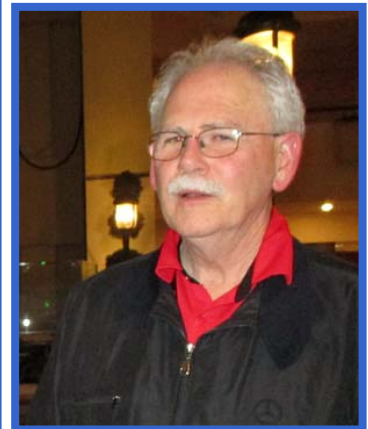
# THE **LAST** AASP SHOW





THE **LAST** AASP SHOW





**THANKS** FOR ALL WHO HELPED!!!!



# PUBLIC RELATIONS **SUCCESS!!!**



# \$5 MIKE SPIFF



## 10 WILL GET YOU 5



Sell 10 Crest Promo's, in any combination of ZZ10, ZZ11 or ZZ12, from now until the December Meeting and Crest Industries of Trenton, Michigan will PAY you 5 dollars per ZZ, retroactive, with NO LIMIT!



ACCOUNT SOLD - SCORE CARD									
1	2	3	4	5	6	7	8	9	10

LIKE GETTING CODE  
**CODE 5**







# RECENT “NEW” PRODUCTS



# QWIK BLACK



**RECENT NEW  
PRODUCTS**

# Qwik Sand

## QWIK SAND II

### Hand Cleaner

Designed to specifically remove paint, primer and any catalyzed material.

15 ounce bottle # ZTQS



**RECENT NEW  
PRODUCTS**



# CALIBER 9mm



## CALIBER LINE 9MM HIGH PRODUCTION URETHANE CLEAR COAT

- Caliber Line 9mm is designed for high volume shops that do spot, panel and overall paint jobs.
- 2-3 coat coverage.
- Compatible with waterborne basecoats.
- Fast Curing and Easy Buffing.
- Uses the same activators as the entire Crest Caliber line providing a large amount of flexibility.
- It will make your painter look awesome.

### Clear / Gallon

Caliber Line 9mm

# BCC-9mm

### Activators / Quart

Spot Activator

# BCCA-60

Panel Activator

# BCCA-70

Overall Activator

# BCCA-80

Extra Slow Activator

# BCCA-90



**RECENT NEW  
PRODUCTS**

# # BCM1

## RECENT NEW PRODUCTS



### MEDIUM SOLIDS - MACH1 - SUPER PRODUCTION CLEAR COAT

#### MACH 1+ CLEAR



PERCENT  
SOLIDS  
**36 %.**

HIGH QUALITY  
RESINS  
EXCELLENT U.V.  
PROTECTION

**NEW**

**4 : 1**  
MIX RATIO

**30 MINUTE** - SUPER PRODUCTION CLEAR

#### MACH1+ - 30 minute CLEAR SUPER PRODUCTION - ONE ACTIVATOR MEDIUM SOLIDS - URETHANE CLEAR COAT

- MACH 1+ is a SUPER-FAST curing, production clear for bumpers, spot repairs, cut-ins, jams and single panel applications where a fast delivery is required.
- Same Day delivery!
- Two Coat Coverage
- 4:1 Mix ratio
- 30 Minute Sand / Buff (2 Coats @ 77°F, 50% R.H.)
- MACH 1+ has excellent Flow and Gloss

Mach 1+ Clear / Gallon  
Mach 1+ Activator / Quart

# BCM1  
# BAM1

FLASH TIME	DUST FREE	SAND / BUFF	DELIVER
1 min	10 min.	30 minutes	30 minutes

# Get A Grip



## **"TOTAL GRIP"** **WHITE POWDER FREE** **LATEX GLOVES**

Heavy Duty, Lightly Textured Gloves!!  
100 / Box Large # ZG1L  
100 / Box Extra Large # ZG1X



**TEXTURED**  
**Superior Grip**  
**8 mil**



## **"PYRAMID GRIP"** **BLACK POWDER FREE** **NITRILE GLOVES**

Heavy Duty, Textured, Black Nitrile Gloves  
100 / Box Large # ZG8L  
100 / Box Extra Large # ZG8X



**TEXTURED**  
**Superior Grip**  
**8 mil**

**RECENT NEW**  
**PRODUCTS**





# RNP

## **CLAY BAR**

MagnaSHINE clay bar easily removes overspray, and other residue.

**200g Fine Grade # ZCBW**

**RECENT NEW  
PRODUCTS**



## LIFT MASKING TAPE

### New Formula, More Flexible !

The 10 mm plastic strip bends more easily than other types which allows masking more easily around corners.

Save time and labor by lifting rather than removing to paint under moldings. This is specialized masking tape with a 10 mm band that slides under trim moldings (flush mount windshield, side and back glass moldings) to lift the molding and allow the technician to spray paint underneath the molding.

This tape is perforated every 1 7/8 ". No razor required to cut this tape. The masking tape has been reinforced for greater strength and resistance to tearing. 1 roll per box.

10 mm x 1.5" x 10.94 yards.

# RLT10

# Lift Tape #RLT10



**RECENT NEW  
PRODUCTS**





# RECENT “DISCONTINUED” PRODUCTS



# RECENT DISCONTINUED PRODUCTS

## TECH TORCHS

### MINI TECH TORCH

# ZWTTM



### TECH TORCH KIT

# ZWTT

RECENT DISCONTINUED  
PRODUCTS



## RECENT DISCONTINUED PRODUCTS

### WHITE DRIP SEAL

#### DRIP SEAL

8 oz. Tube	Black	# TJ B
<del>8 oz. Tube</del>	<del>White</del>	<del># TJ W</del>
8 oz. Tube	Clear	# TJ C

## RECENT DISCONTINUED PRODUCTS



## RECENT DISCONTINUED PRODUCTS



### PRIMA FLEX

#### Flexible Primer Surfacer

For urethane bumpers, plastics, fiberglass, metal  
High-solids to build and fill quickly.  
Designed with a wide fan pattern tip to cover larger areas more easily with a more uniform coat.  
Fast drying, easy sanding  
Resists chipping and cracking  
Helps prevent "bullseyes" and highlights  
Use under acrylic lacquer and enamel, basecoat/clearcoat systems.

16 oz. Aerosol

Lt. Gray

# APF



RECENT DISCONTINUED  
PRODUCTS

# RECENT DISCONTINUED PRODUCTS



## HI-BUILD

### Flexible Primer Surfacers

ULTRA High-solids to build and fill quickly.  
For urethane bumpers, plastics, fiberglass, metal.  
Fast drying, easy sanding  
Flexibility is limited to 60° on a 1 1/2" radius.  
Use under acrylic lacquer and enamel, basecoat/clearcoat systems.

16 oz. Aerosol  
Gray # AHBG

16 oz. Aerosol  
Black # AHBB

16 oz. Aerosol  
Rose # AHBR



RECENT DISCONTINUED  
PRODUCTS

**XXX**







# DISCONTINUED ZZ'S





# Triple Bonder

**"BARE METAL"**  
Panel BENDER COMBO

**RE-BUILD USING THE "RIGHT STUFF"**

**ALL 3 FOR \$99.00**

**G.M. APPROVED! SEE PURPLE**

**\$33.00 ea.!**

**Direct to Bare Metal**

**Lifetime Warranty**

**220 ml. / 7.4 oz.**

**Includes:**

- ☐ PlioGrip 5770P
- ☐ Panel Bonder 3500
- ☐ Skinner 30

**220ml is 7.4 FL OZ (220 ML)**  
**10% MORE 16.5 FL OZ (200 ML)**

**PLIOGRIP 5770P**  
Impact Durable Structural Adhesive  
120 MIN.

**PANEL BENDER 3500**  
Stock No. CE-PB  
FOR BONDING STEEL, ALUMINUM, PLASTICS, AND COMPOSITES  
90 MIN.

**SKINNER 30**  
Stock No. CE-30  
FOR SKIN AND SMALL DOOR SKIN & SMALL PANEL ADHESIVE  
30 MIN.

G.M. APPROVED  
IMPACT DURABLE  
STRUCTURAL ADHESIVE  
**PLIOGRIP - C5770P**

90 Minute  
PANEL BONDING  
ADHESIVE  
**PANEL BENDER - CEPB**

30 Minute  
DOOR SKIN & SMALL  
PANEL ADHESIVE  
**SKINNER - CE30**



WWW.CRESTEASTCOAST.COM  
To Re-Order Call Us Toll Free At:  
1-866-458-9009

**SAVE 33%!**

**Triple Bonder**

**ZZ-10**

**\$99.00**

**LIMITED TIME OFFER!**

ZZ10\_Triple Bonder.pub 060918

# ZZ10





# ZZ 10

## ZZ10

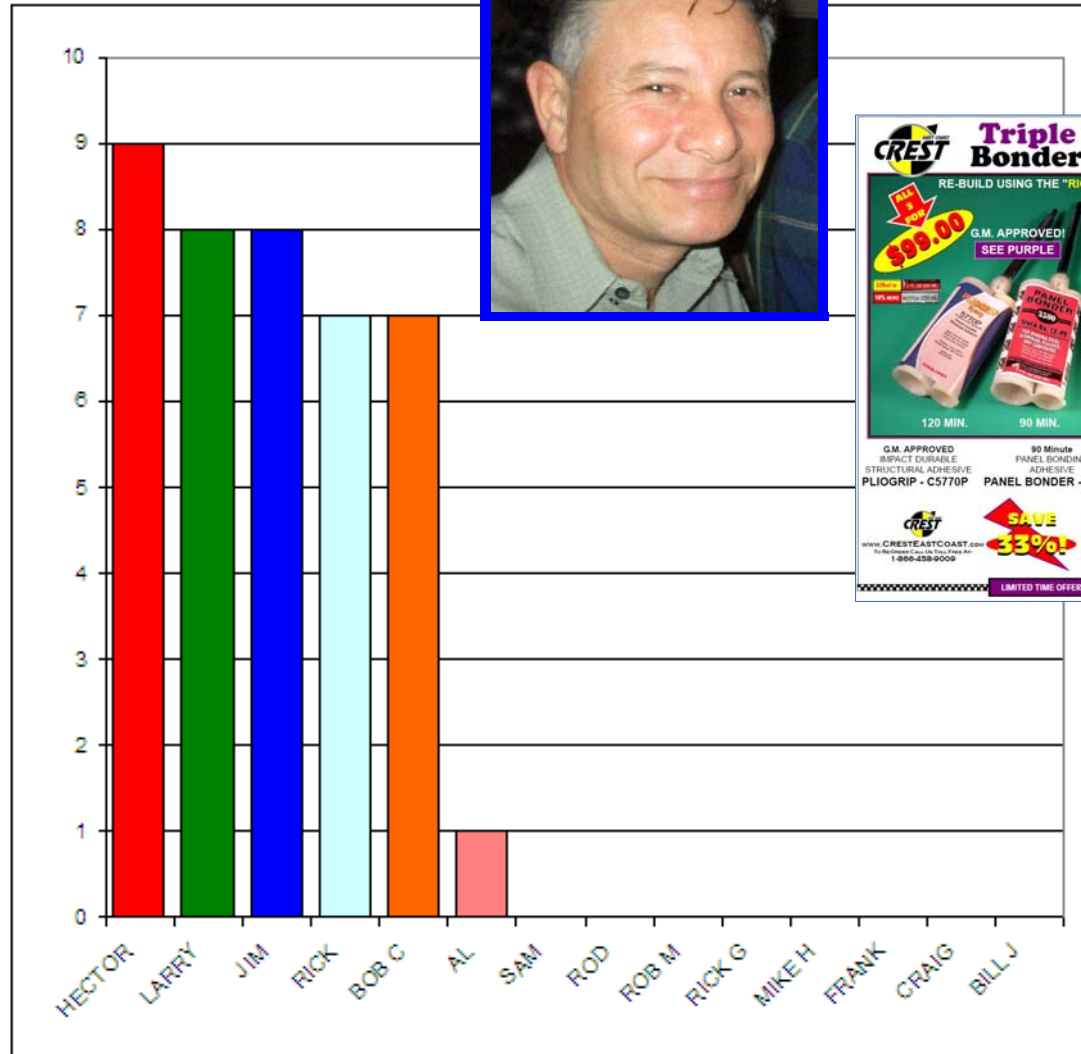
1	HECTOR	9
2	LARRY	8
3	JIM	8
4	RICK	7
5	BOB C	7
6	AL	1
7	SAM	
8	ROD	
9	ROB M	
10	RICK G	
11	MIKE H	
12	FRANK	
13	CRAIG	
14	BILL J	
	BILL C	

**TOTAL 40**

\$ 99.00

SALES \$

**\$ 3,960.00**



**Triple Bonder**

**"BARE METAL"**  
 Panel BOND COMBO

RE-BUILD USING THE "RIGHT STUFF"

**ALL 3 TOP \$99.00**

**G.M. APPROVED! SEE PURPLE**

**\$33.00 ea.!**  
 Direct to Bare Metal

**Lifetime Warranty**

**220 ml. 7.4 oz.**

120 MIN. 90 MIN. 30 MIN.

**G.M. APPROVED**  
 IMPACT DURABLE  
 STRUCTURAL ADHESIVE  
 PLOGRIP - C5770P

**90 Minute**  
 PANEL BONDING  
 ADHESIVE  
 PANEL BOND - CEPB

**30 Minute**  
 DOOR SKIN & SMALL  
 PANEL ADHESIVE  
 SKINNER - CE30

**SAVE 33%!**

**Triple Bonder**  
**ZZ-10 \$99.00**

www.CRESTEASTCOAST.com  
 1-800-458-9009

**LIMITED TIME OFFER!**





# QUAD DEUCE

## "BARE METAL" SEAM SEALER COMBO

# ZZ11

ALL  
4  
FOR

**\$99.00**

Includes:  
☐ Thick n Tan  
☐ Metal Gray  
☐ Black Majik  
☐ Black Jack  
 Plus  
☐ Ammo Box  
 Free !!!

Lap Shear  
2100 p.s.i.

LIMITED TIME OFFER!  
ONE PER CUSTOMER!

\$24.75 ea.!

Direct to Bare Metal

Lifetime Warranty

220 ml. / 7.3 oz.



220ml is:	7.3 FL. OZ (220 ml)
6% MORE	c. 7.0 fl. oz. / 207 mL
10% MORE	Net 6.75 fl. oz (200 mL)



**ADHESIVE BARE METAL SEAM SEALERS**  
 WRITTEN LIFETIME CORROSION PROTECTION WARRANTY ENCLOSED WITH EACH CARTRIDGE



WWW.CRESTEASTCOAST.COM  
 To Re-Order Call Us Toll Free At:  
 1-866-458-9009

# QUAD DEUCE

**ZZ-11 \$99.00**



# ZZ 11

## ZZ11

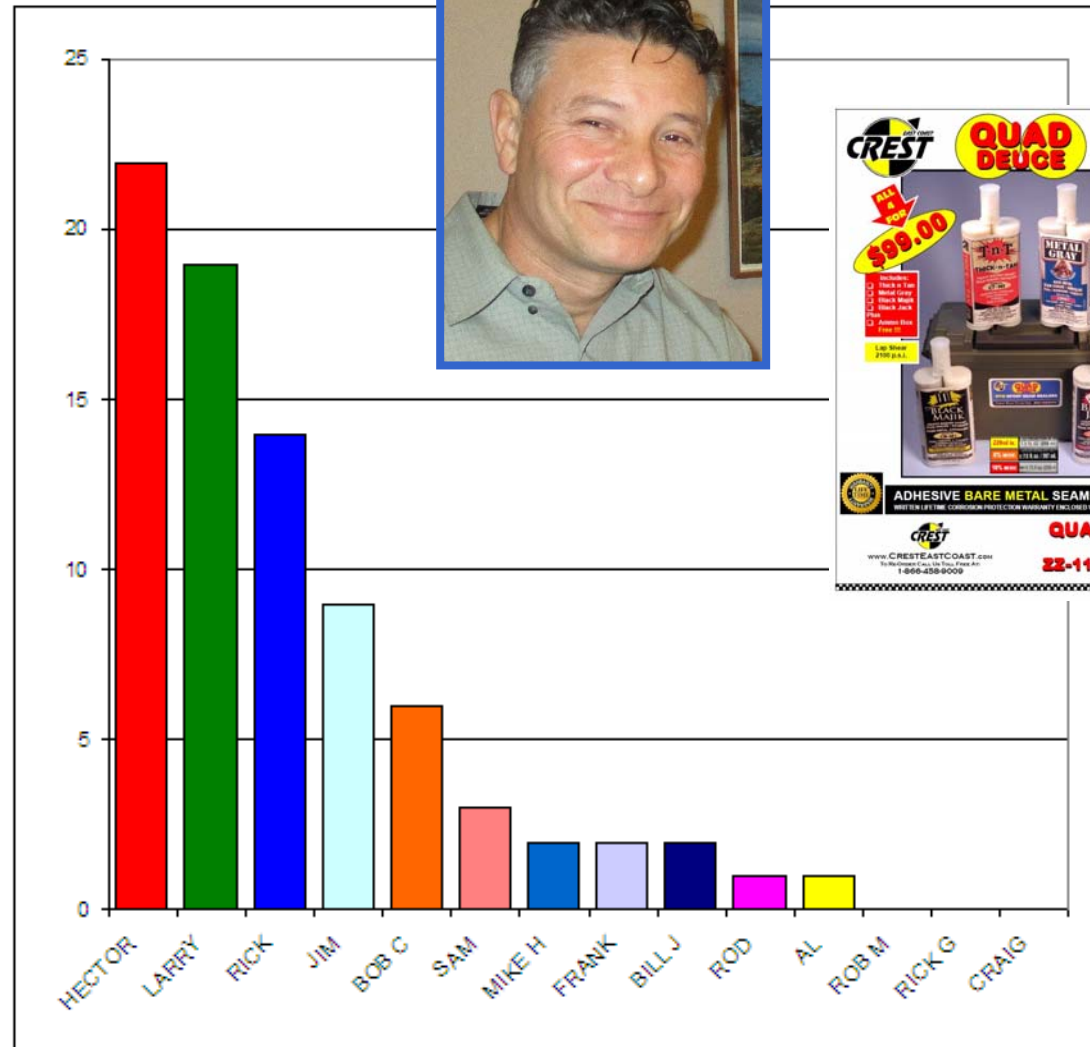
1	HECTOR	22
2	LARRY	19
3	RICK	14
4	JIM	9
5	BOB C	6
6	SAM	3
7	MIKE H	2
8	FRANK	2
9	BILL J	2
10	ROD	1
11	AL	1
12	ROB M	
13	RICK G	
14	CRAIG	
	BILL C	

**TOTAL 81**

\$ 99.00

SALES \$

**\$ 8,019.00**



# PLASTIC BUMPER REPAIR KIT



## PLASTIC BUMPER REPAIR KIT

ZZ-12

**\$99.00**



WWW.CRESTEASTCOAST.COM  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

This "All in One" Kit  
contains everything  
NEEDED to repair  
PLASTIC BUMPERS.

- ☐ Jet Black Repair Epoxy
- ☐ Code Blue Finishing Epoxy
- ☐ Vinyl Plastic Cleaner w/ Sprayer
- ☐ Super Solv - Plastic Prep
- ☐ Hi-Build Gray Primer
- ☐ Black Paper Tape - 2 inch
- ☐ Fiberglass Backing Tape
- ☐ Trauma Kit Tool Box
- ☐ Plus the "Simplified Bumper Repair Poster" Included!

If purchased separately:

**\$150.00**

# ZZ12





ZZ12

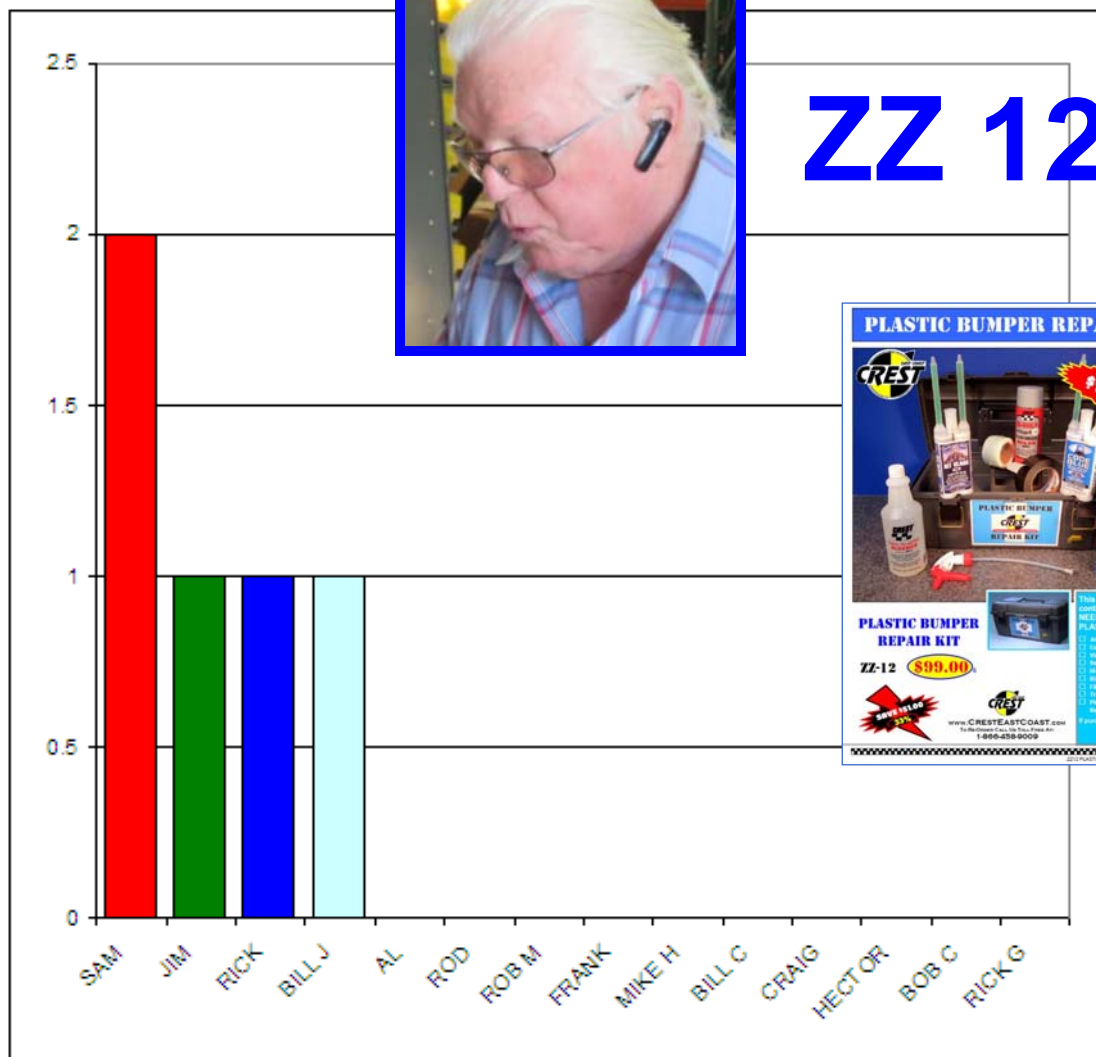
1	SAM	2
2	JIM	1
3	RICK	1
4	BILL J	1
5	AL	
6	ROD	
7	ROB M	
8	FRANK	
9	MIKE H	
10	BILL C	
11	CRAIG	
12	HECTOR	
13	BOB C	
14	RICK G	
	LARRY	

TOTAL	5
-------	---

\$ 99.00

SALES \$

**\$ 495.00**



# SMASH WRAP COMBO

# ZZ13



**4 mil. THICK!**  
That's **33% thicker**  
than other  
Collision wraps!

The SMASH WRAP COMBO  
includes one of each of the  
following:

- ☐ SMASH WRAP 36" x 100' / Full 4 mil.
- ☐ JOBO - All Purpose Cleaner, #AJ0 20 oz.
- ☐ Paper Towel - 2 ply, 8" x 600'
- ☐ No. 12 Heavy Duty Razor Blades - Box 100
- ☐ Retractable Box Cutter - (Not TSA approved)
- ☐ Qwik Sand Hand Cleaner - Removes All Crud

And for the **FIRST 20** orders a Complementary  
Box of Powdered Latex Gloves / 4 mil.

## SMASH WRAP COMBO ZZ-13

# \$56.00

**Focus on  
"Higher"  
Commission  
Products!**



## ZZ13

1	MIKE H	30
2	HECTOR	28
3	LARRY	26
4	RICK	19
5	SAM	17
6	JIM	13
7	AL	8
8	BOB C	6
9	BILL J	2
10	ROD	1
11	FRANK	1
12	BILL C	1
13	ROB M	
14	CRAIG	
	RICK G	

**TOTAL 152**

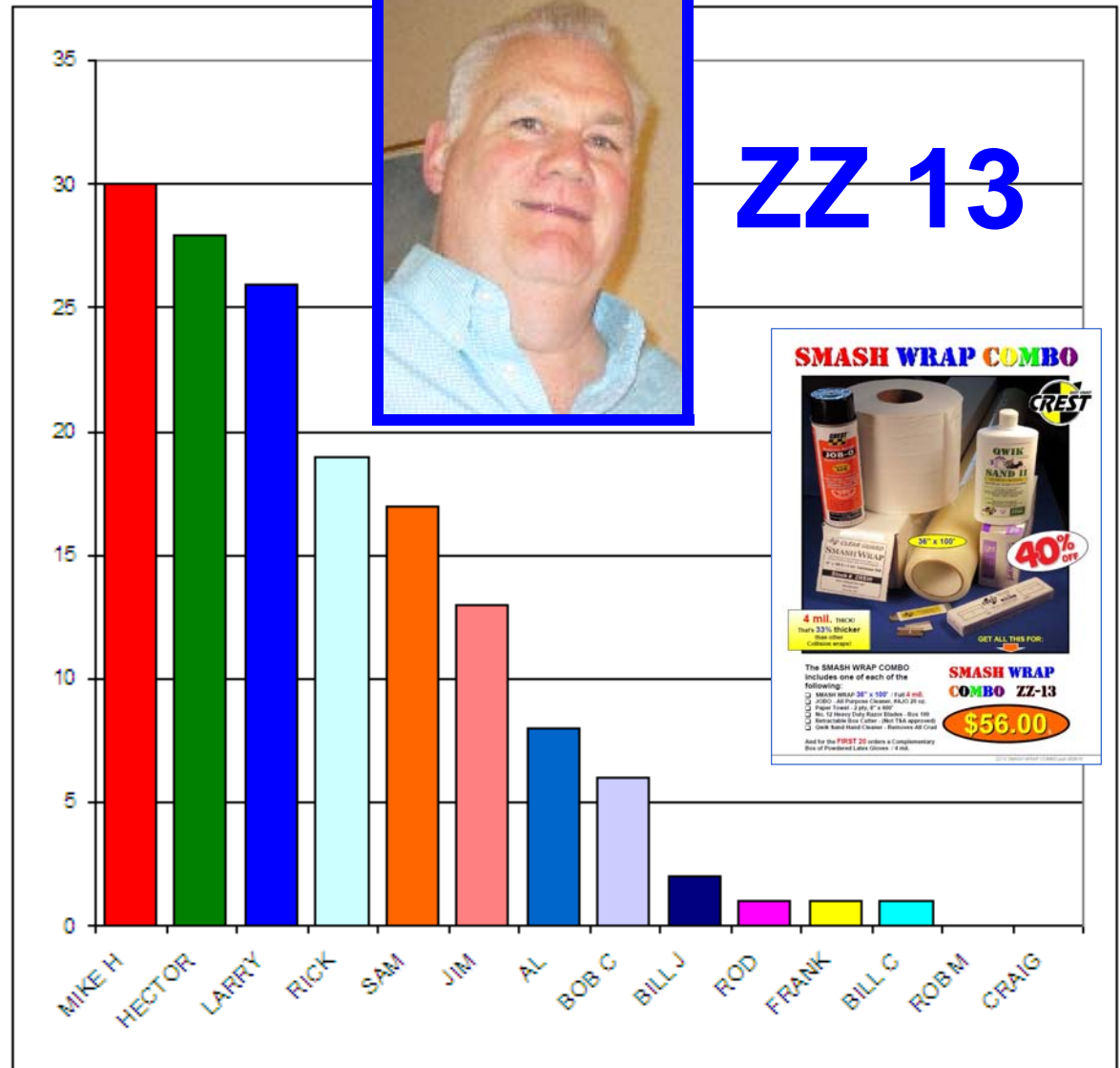
\$ 56.00

SALES \$

**\$ 8,512.00**



# ZZ 13



**SMASH WRAP COMBO**

**40% OFF**

**SMASH WRAP COMBO ZZ-13**

**\$56.00**

The SMASH WRAP COMBO includes one of each of the following:

- 1 roll of SMASH WRAP 36" x 100' 4 mil. thick
- 1 bottle of QUIK SAND II 2.5 gal. 4 mil. thick
- 1 box of QUIK SEALANT 1.5 gal. 4 mil. thick

And for the FIRST 25 orders a Complimentary Box of Fastened Laps Kit - 1 set.





# METAL MASTER NORTON

ZZ-14

**\$66.00**



**ONLY SIX (6) OF THIS PROMO  
AVAILABLE!  
FIRST COME FIRST SERVE!**

## METAL MASTER NORTON

**Summer Combo**

Contains ALL pictured above:

Norton Cutoff Tool  
25 Cutoff Wheels



[WWW.CRESTEASTCOAST.COM](http://WWW.CRESTEASTCOAST.COM)  
TO RE-ORDER CALL US TOLL FREE AT:

1-866-458-9009

ZZ-14

**\$66.00**

**LIMIT ONE PER CUSTOMER  
LIMITED TIME OFFER!**

**ZZ14**



**ZZ14**

1	MIKE H	2
2	JIM	2
3	RICK	1
4	LARRY	1
5	BOB C	1
6	SAM	
7	ROD	
8	ROB M	
9	RICK G	
10	HECTOR	
11	FRANK	
12	CRAIG	
13	BILL J	
14	BILL C	
	AL	

**TOTAL**

**7**

\$ 66.00

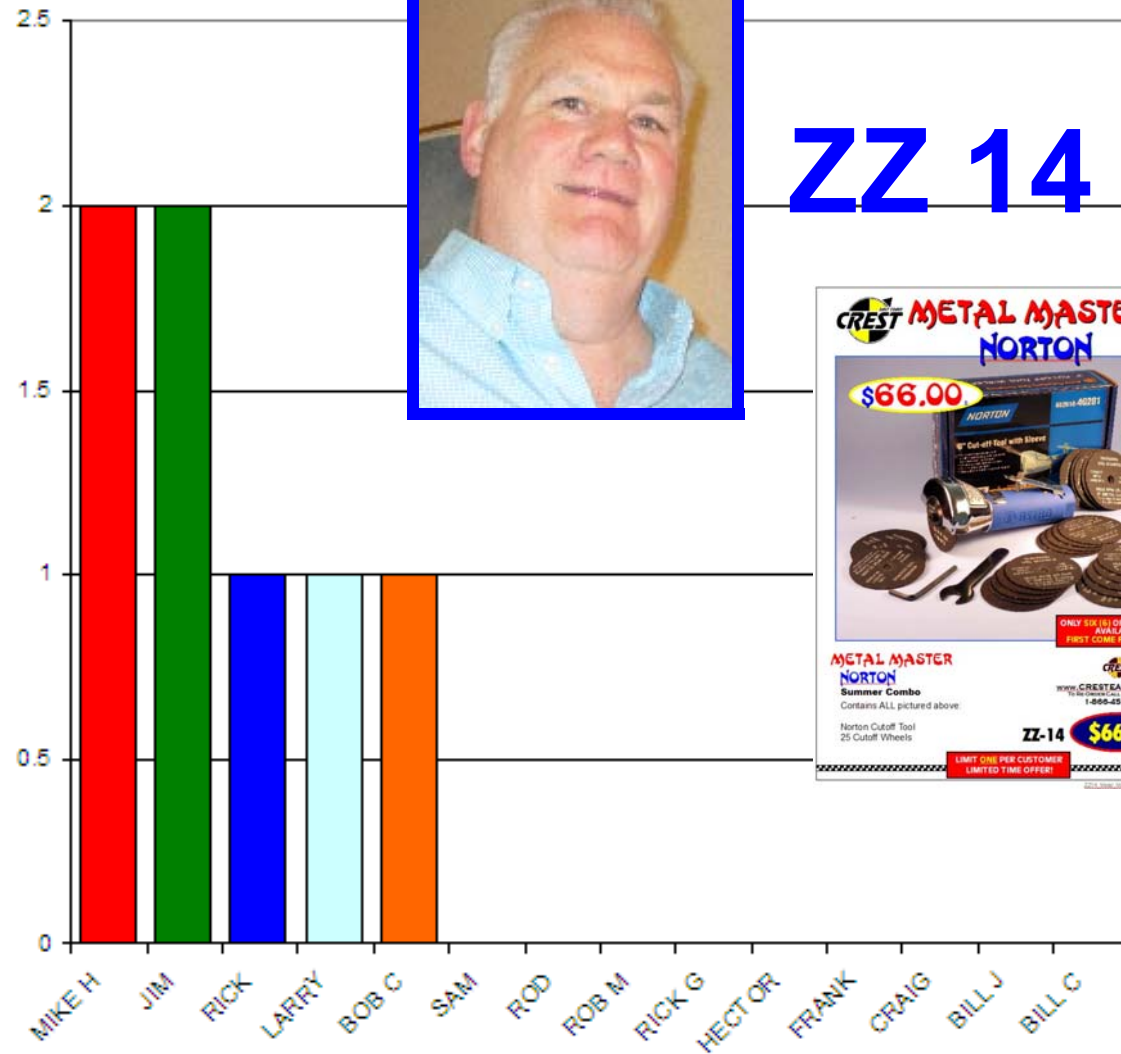
SALES \$

\$

**462.00**



**ZZ 14**



**CREST METAL MASTER NORTON ZZ-14**

**\$66.00**

**METAL MASTER NORTON Summer Combo**  
Contains ALL pictured above

**ZZ-14 \$66.00**

ONLY SIX (6) OF THIS PROMO AVAILABLE! FIRST COME FIRST SERVED!

LIMIT ONE PER CUSTOMER LIMITED TIME OFFER!

www.CRESTEASTCOAST.COM  
1-866-458-9008



# METAL MASTER

## ONYX

### ZZ-15

**\$79.00**



**ONLY EIGHTEEN (18) OF THIS  
PROMO AVAILABLE!  
FIRST COME FIRST SERVE!**

## METAL MASTER ONYX

**Summer Combo**

Contains ALL pictured above:

Onyx Cutoff Tool  
25 Cutoff Wheels



[WWW.CRESTEASTCOAST.COM](http://WWW.CRESTEASTCOAST.COM)  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

### ZZ-15

**\$79.00**

**LIMIT ONE PER CUSTOMER  
LIMITED TIME OFFER!**

# ZZ15





# ZZ15

1	RICK	7
2	LARRY	5
3	FRANK	2
4	BOB C	2
5	MIKE H	1
6	SAM	
7	JIM	
8	AL	
9	ROD	
10	ROB M	
11	BILL C	
12	CRAIG	
13	HECTOR	
14	RICK G	
	BILL J	

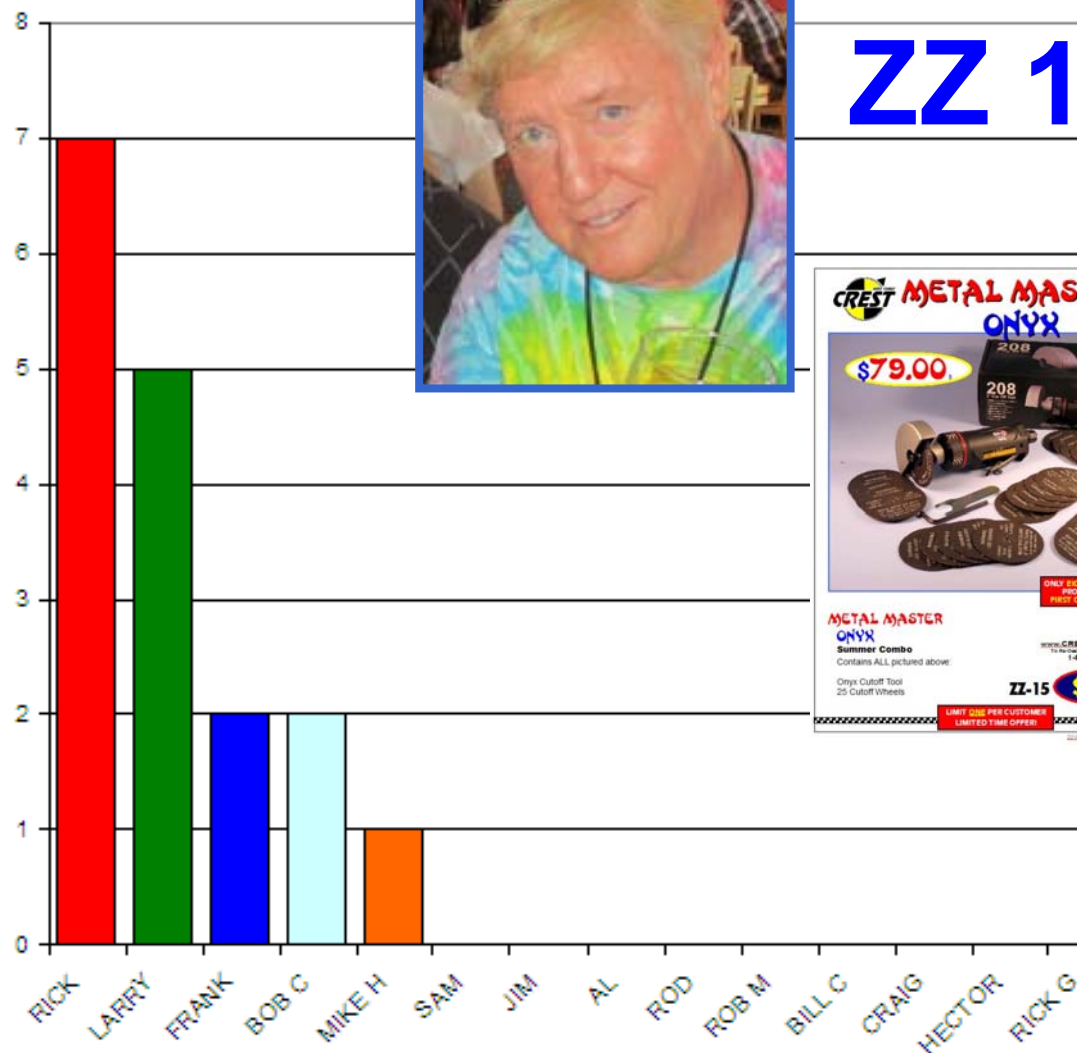
**TOTAL**

**17**

79.00

SALES \$

**\$ 1,343.00**



# ZZ 15

**CREST METAL MASTER**  
**ONYX ZZ-15**

**\$79.00**

ONLY EIGHTER (8) OF THIS  
PROMO AVAILABLE  
WHILE SUPPLIES LAST

**METAL MASTER**  
**ONYX**  
Summer Combo  
Contains ALL pictured above:  
Onyx Cutoff Tool  
25 Cutoff Wheels

**ZZ-15 \$79.00**

LIMIT ONE PER CUSTOMER  
LIMITED TIME OFFER

www.CRESTEASTCOAST.com  
1-800-458-0008



# BLACK BEAUTY DRILL TEAM



**24 - HIGH STRENGTH STEEL  
DOUBLE END DRILL BITS**

**ZZ-16**

**\$49.00<sup>5</sup>**



**12 - 1/8" BLACK BEAUTY'S**

**6 - 3/16" BLACK BEAUTY'S**

**6 - 1/4" BLACK BEAUTY'S**



WWW.CRESTEASTCOAST.COM  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

**\$49.00<sup>5</sup>**

**ZZ-16**

## BLACK BEAUTY DRILL TEAM

**HIGH STRENGTH STEEL  
Combo**

Contains ALL pictured above:

**LIMIT ONE PER CUSTOMER  
LIMITED TIME OFFER!**

# ZZ16

**Focus on  
"Higher"  
Commission  
Products!**



# ZZ16

1	HECTOR	50
2	JIM	23
3	LARRY	22
4	RICK	16
5	BOB C	12
6	SAM	6
7	MIKE H	6
8	AL	3
9	ROD	2
10	CRAIG	2
11	RICK G	2
12	FRANK	1
13	BILL J	1
14	ROB M	
	BILL C	

**TOTAL 146**

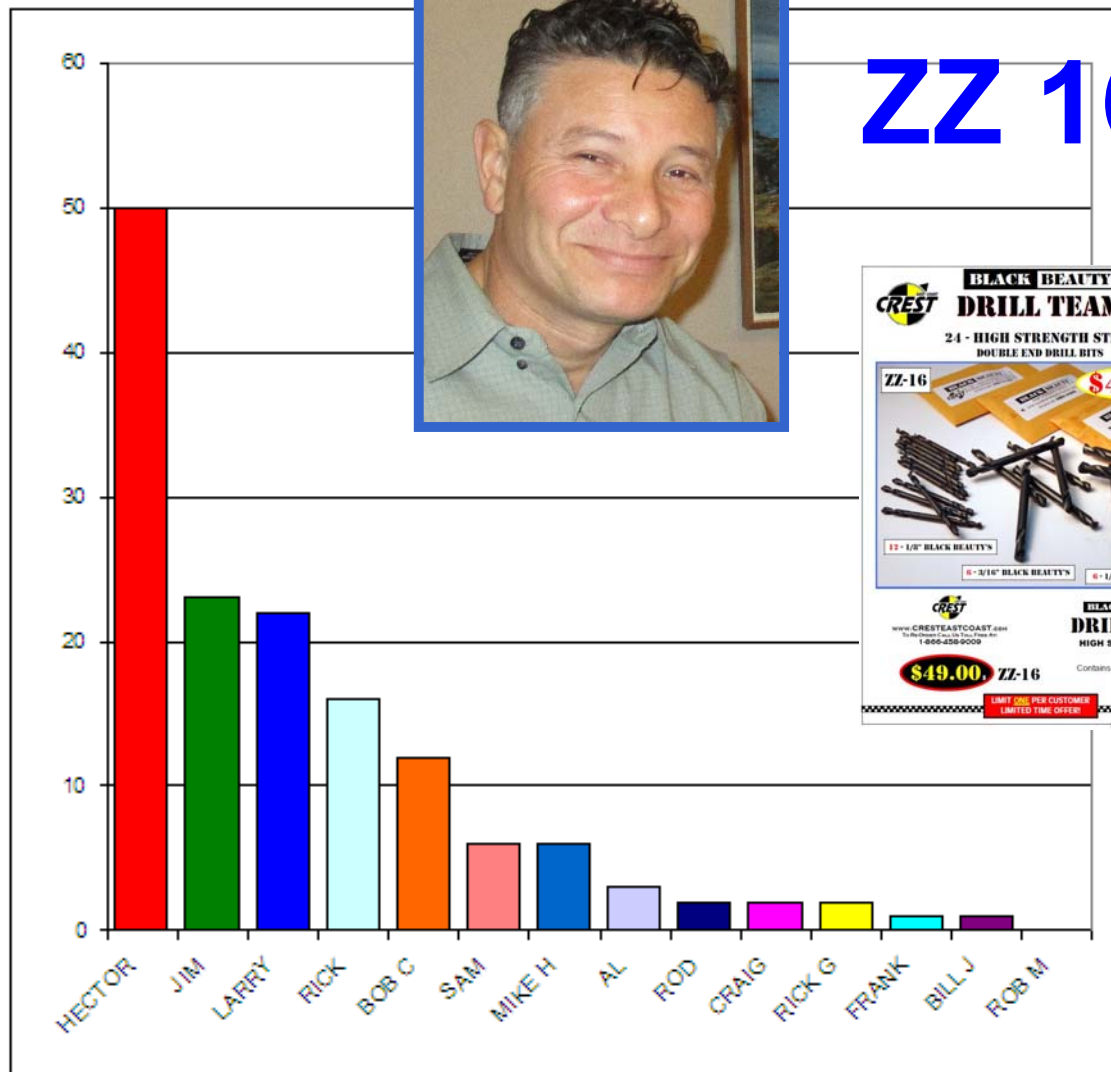
\$ 49.00

SALES \$

**\$ 7,154.00**



# ZZ 16







**BILL  
DO  
TELL**





# 10 - AMERICAN SIZZLERS

ZZ-17

**\$22.50**

10



Since their introduction on June 13, 2002  
To date: September 11, 2018 **16 YEARS**  
Crest East Coast has sold:

**111,020** #ZVGW AMERICAN SIZZLERS  
with **NO PROBLEMS**



www.CRESTEASTCOAST.com  
To Re-Order Call Us Toll Free At:  
1-866-458-9009

## AMERICAN SIZZLER

3" x 1/16" x 3/8" MAX R.P.M. 25,000

**MADE IN THE USA**

SIZZLER - GP. Cut-Off Wheel is a durable, fast-cutting wheel useful for cutting auto body sheet metal, frame rails, exhaust pipes, clamps, and rusted bolts. Designed for use on utility type cut-off tools.

**DO NOT USE TOOLS WITHOUT GUARDS.  
WEAR SAFETY GLASSES!**

## AMERICAN SIZZLER



**STOCK # ZVGW  
CUTOFF WHEEL**

**\$22.50**

**ZZ-17 10 - AMERICAN SIZZLERS**

VENDOR		PO DATE 08/07/2018		SHIP VIA MONDAY 1		SHIPPING DATE 08/13/2018		TERMS COD		SALES PERSON CLEAN		REF NO. RON	
QTY	ORDER	SHIP	QTY	CODE	PART NUMBER		DESCRIPTION		UNIT	PRICE	EXTENSION		
1	2	2	✓	3M	33433		BOX 3"x1/16x3/8 CUT-OFF WHEELS CUBITRON*		51.88	25.05	50.10		

**CUTOFF WHEEL PROMO  
LIMITED TIME OFFER!**

ZZ17\_10AmericanSizzler.pub 091218

**ZZ17**

**Focus on  
"Higher"  
Commission  
Products!**



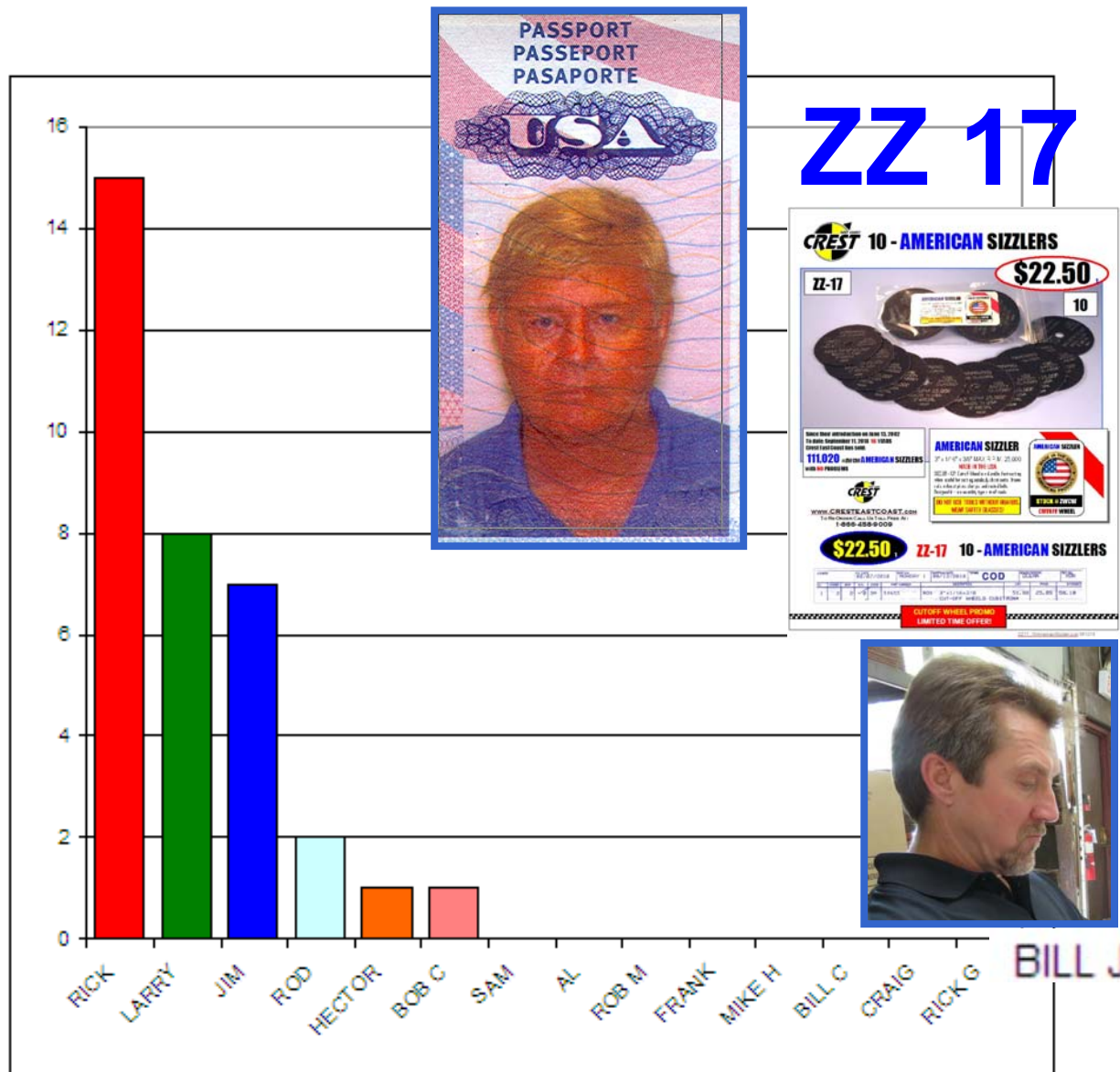


**ZZ17**

1	RICK	15
2	LARRY	8
3	JIM	7
4	ROD	2
5	HECTOR	1
6	BOB C	1
7	SAM	
8	AL	
9	ROB M	
10	FRANK	
11	MIKE H	
12	BILL C	
13	CRAIG	
14	RICK G	
	BILL J	

**TOTAL 34**

22.50	SALES \$
\$	765.00







## 5 - Norton MEDALLIONS

**ZZ-18**

**\$25.00**

**5**



WWW.CRESTEASTCOAST.COM  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

Since their introduction on June 11, 2002  
To date: September 11, 2018 - **16 YEARS**  
Crest East Coast has sold:

**23,590** #N3CW Norton MEDALLIONS  
with **NO PROBLEMS**

**\$25.00**

**ZZ-18 5 - Norton MEDALLIONS**

P.O. DATE		SHIP VIA		SHIPPING DATE		TERMS		SALES PERSON		REF NO.	
08/07/2018		MONDAY 1		08/13/2018		COD		OCEAN		RUN	
EQ	ORDER	SHIP	E.O.	CODE	PART NUMBER	DESCRIPTION		LIST	PRICE	EXTENSION	
1	2	2	✓	3M	33455	BOX 3"x1/16"x3/8 CUT-OFF WHEELS CUBITRON®		51.88	25.05	50.10	

**CUTOFF WHEEL PROMO  
LIMITED TIME OFFER!**

ZZ18 5NortonMedallion.cub 091218

**ZZ18**



# ZZ18

1	HECTOR	10
2	SAM	1
3	JIM	
4	AL	
5	RICK	
6	ROD	
7	ROB M	
8	FRANK	
9	MIKE H	
10	BILL C	
11	CRAIG	
12	BOB C	
13	RICK G	
14	LARRY	
	BILL J	

**TOTAL 11**

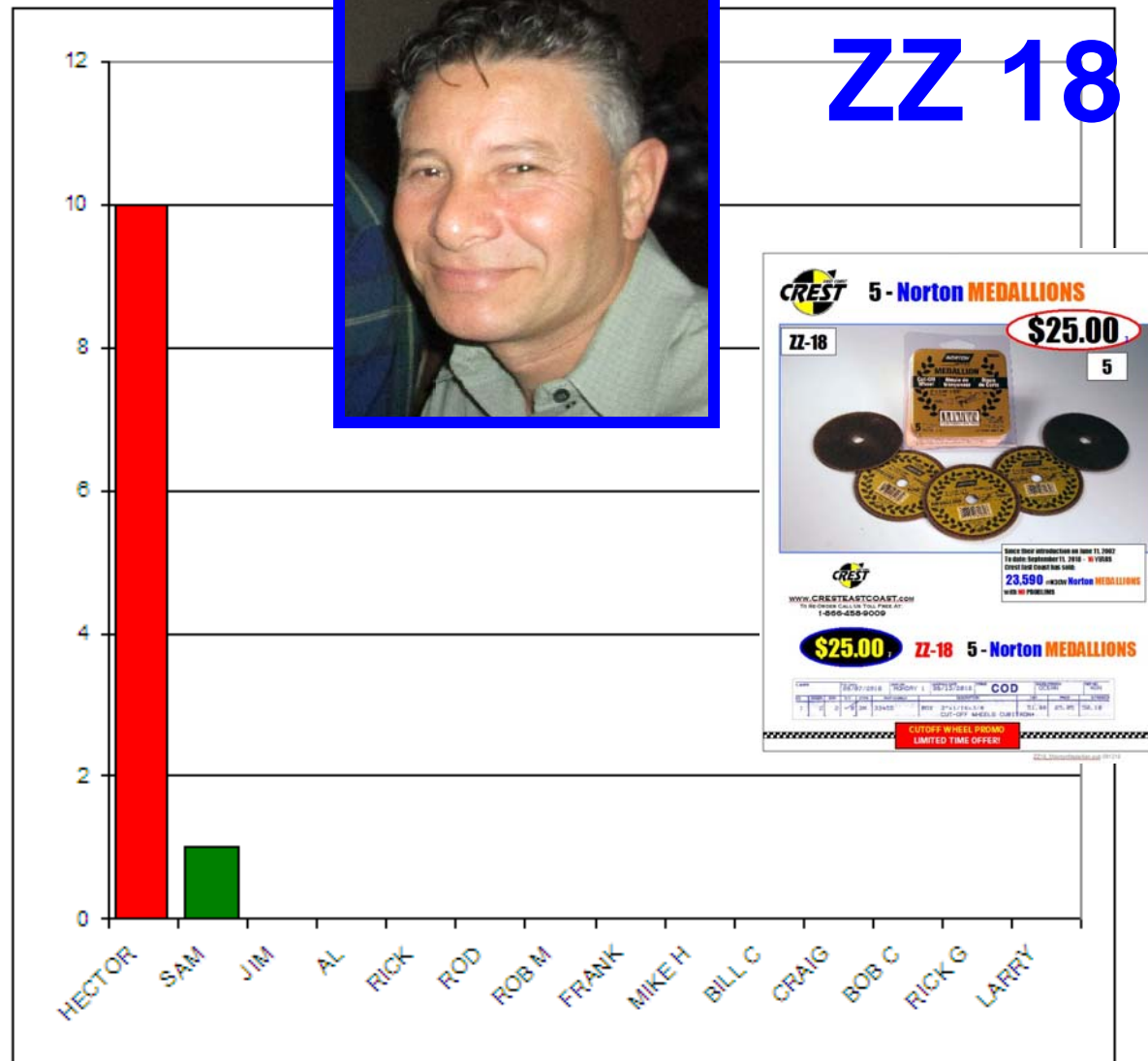
\$ 25.00

SALES \$

**\$ 275.00**



# ZZ 18



**BREAK** – 10:00AM (20min.)





# PRODUCT STUDY



# ARA



## RELEASE ALL SPRAY SOLVENT

A special formula that stays wet longer.  
Fast, easy removal of :

- Double Sided Molding tape
- Emblems
- Door / trunk weatherstrip adhesive
- Windshield Sealant
- Butyl Tape
- Tail Light adhesive

16 oz. Aerosol # ARA

**Focus on  
"Higher"  
Commission  
Products!**

# ASDEC



## SUPREME "EARTH CARE"

Cleaner/Degreaser. Cleans engines, machinery, equipment.

Fresh citrus Scent Biodegradable,  
Non-petroleum, No Chlorinated Solvents.  
No fluorocarbons.

Rinses clean with water

20 oz. Aerosol

# ASDEC



# AHS



## HI-SOLV

### Pre Paint Solvent Cleaner

Fast, super strong pre-painting solvent  
100% delivery to surface  
prevents reapplication of  
contaminants that can occur  
with wipers. Leaves surface clean and dry  
with no oily film. Improves adhesion of top  
coats to primer, plastic, and urethane

24 oz. Aerosol

# AHS

# STOP



**STOP HERE - DEMO TIME**





# CALIBER 38

## CALIBER 38 SPECIAL O.E.M. APPEARANCE PRODUCTION URETHANE CLEAR COAT

- Caliber 38 Special is user friendly and easy to spray but it still has enough viscosity to avoid being called "thin". A painter will be able to match the OEM appearance / texture with Caliber 38 Special.

Clear / Gallon

Caliber 38

# BCC-38

Activators / Quart

Spot Activator

# BCCA-60

Panel Activator

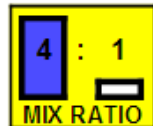
# BCCA-70

Overall Activator

# BCCA-80

Extra Slow Activator

# BCCA-90



# JACK'S BODY SHOP

ECS BMS

Inventory Master

Item# BCC38 Group CREST Mfg Code  
 Dsc CALIBER 38 SPEC. CLEAR(39) Seq109200 H/M N Vnd 0001 Loc D6  
 Dsc Tx (T/A/N) T Wt 0.00 C1 Ctg 02 BULK  
 Unit EACH Pack 1 Msg 0 2/CASE

	Jan	Feb	Mar	Apr	May	Jun	This Month
Sales	\$2,915	\$3,037	\$2,882	\$2,852	\$3,727	\$2,537	\$2,525
Units	48	49	53	55	60	46	45

	Jul	Aug	Sep	Oct	Nov	Dec	Ytd Total
Sales	\$2,730	\$2,380	\$1,457	\$3,977	\$2,525	\$2,557	\$33,580
Units	45	44	31	72	45	52	600

F1=HELP [Weekly Avg: 11] [Monthly Avg: 50]

# JACK'S BODY SHOP





# JACK'S BODY SHOP

Customer History By Item

#	Item #	Description	Date	Order#	Qty	Price	Ext
1	BCC38	CALIBER 38 SPEC. CL	11/14/18	5312740	4	71.14	284.56
2			11/06/18	5308860	5	71.14	355.70
3			11/05/18	5308290	8	71.14	569.12
4			10/24/18	5304030	8	71.14	569.12
5			10/18/18	5301410	8	71.14	569.12
6			10/11/18	5297730	8	71.14	569.12
7			10/09/18	5296050	4	71.14	284.56
8			10/04/18	5294780	4	71.14	284.56
9			10/01/18	5292460	4	71.14	284.56
10			09/26/18	5290650	2	71.14	142.28
11			09/18/18	5285750	4	71.14	284.56
12			09/05/18	5279570	4	71.14	284.56
13			08/23/18	5273820	2	71.14	142.28
14			08/20/18	5271990	4	71.14	284.56
15			08/09/18	5267180	4	71.14	284.56
16			08/03/18	5264000	4	71.14	284.56
17			07/30/18	5260840	4	71.14	284.56
18			07/25/18	5258530	4	71.14	284.56
19			07/23/18	5257400	4	71.14	284.56

**73 gal. of 38!**  
**08-12 2017**

Customer History By Item

Date	Order#	Qty	Price	Ext
CL 07/18/18	5254880	4	71.14	284.56
07/13/18	5253000	4	71.14	284.56
07/03/18	5247370	4	71.14	284.56
06/22/18	5242540	4	71.14	284.56
06/15/18	5237720	4	71.14	284.56
06/12/18	5234730	2	71.14	142.28
06/01/18	5230860	4	71.14	284.56
05/30/18	5228720	4	71.14	284.56
05/25/18	5226840	4	71.14	284.56
05/17/18	5223000	4	71.14	284.56
05/10/18	5219350	4	71.14	284.56
05/04/18	5217390	4	71.14	284.56
04/25/18	5213100	4	71.14	284.56

>>>>Enter Item #: BCC38  
F3=Non Detail / F4=By Ship To / F5=View I  
<<<<There are 1 Orders & 0 Quotes already in process for this customer.>>>>

\*\*\*\* Sales History \*\*\*\*  
BCC38 CALIBER 38 SPEC. CLEAR(39)  
Customer Name Phone Last Order Units Price EACH  
LTD---Units-----Sales-----Cost Average---Price---Cost

1	D S A COLLISION CENTER	215-672-4690	07/03/18	5247350	2	60.28	37.44
	403	20,441.63	13,301.92			50.72	33.00
2	MAINWAY AUTO COLLISION	631-232-3500	10/15/18	5299870	2	0.00	37.44
	392	0.00	13,378.12			0.00	34.12
3	CONTINENTAL CAR CARE	631-981-0101	08/19/15	4698530	1	68.02	35.80
	293	17,471.13	9,237.52			59.62	31.52
4	JACK'S BODY SHOP	732-929-4500	11/14/18	5312740	4	71.14	37.44
	265	18,627.27	9,840.20			70.29	37.13
5	CAR CURE	610-430-2010	04/21/17	5029040	4	59.09	36.70
	238	13,162.02	8,014.08			55.30	33.67
6	DICK HOGG AUTO BODY	610-622-0500	11/19/18	5315340	2	71.14	37.44
	226	15,222.25	8,042.04			64.92	34.08

Date	Order#	Qty	Price
CL 03/02/18	5187050	4	69.73
02/19/18	5180040	4	69.73
02/14/18	5177580	4	69.73
02/07/18	5174440	4	69.73
01/18/18	5164980	4	69.73
01/09/18	5159420	4	69.73
12/28/17	5155360	4	69.73
12/13/17	5149530	4	69.73
12/01/17	5143860	4	69.73
11/22/17	5140000	4	69.73
11/19/17	5137510	4	69.73
11/09/17	5134950	4	69.73
11/07/17	5133310	4	69.73
11/01/17	5128420	4	69.73
10/24/17	5124720	4	69.73
10/18/17	5122170	4	69.73
10/12/17	5119200	4	69.73
10/10/17	5118160	4	69.73
10/05/17	5116110	2	69.73

=View Invoice / F7=Date Range / F9=Clear  
s already in process for this customer.>>>>

09/07/17	5100250	2	69.73	139.46
09/01/17	5098960	-2	69.73	-139.46
09/01/17	5098970	2	69.73	139.46
08/30/17	5097450	2	69.73	139.46
08/24/17	5092380	2	69.73	139.46
08/16/17	5089740	4	69.73	278.92
08/14/17	5087900	4	69.73	278.92
08/09/17	5086180	2	69.73	139.46
08/08/17	5083890	1	69.73	69.73

view Invoice / F7=Date Range / F9=Clear  
already in process for this customer.>>>>

**265 gal. of 38!**  
**08.17>12 2018**

# REP TOOLS



**WOMEN**  
HAVE BECOME  
AN  
*Increasingly*  
**IMPORTANT**  
**FACTOR**  
in the U.S.  
POPULATION



# REP CORNER

## Continuing Education

**1** Home Catalog **More** COF-FAX S.D.S. AASP 2018 CORK JESTER LOTTERY

**2** Tech Corner Documents & Resources Get Organized Find Us Employment Opportunities SDS - Safety Data Sheets Reps Corner HOME

**3** Password: 'GateKeeperR.xls' is protected. Password: [REDACTED] OK Cancel

**4** Microsoft Excel - GateKeeperR.xls [Read-Only] CLICK HERE TO CONTINUE

**5** REP. CORNER MENU FEELS GOOD TO BE THE CREST MAN! CLICK ON THE LINKS BELOW TO GO TO THAT PAGE!

A	SALES MEETING SLIDE SHOW MENU	B	ALL POSTER MENU
1	ONLINE INVOICING TECHNOLOGY SEMINAR FORM	15	ORDER EZC3046 040318.XLT
2	TWIN CARTRIDGE TECHNOLOGY SEMINAR FORM	16	WHEEL WEIGHT BIN STICKERS 04.03.18
3	ACOUSTIC FOAM TECHNOLOGY SEMINAR FORM	17	SERVICE HARDWARE BIN STICKERS
4	SEAM SEALER TECHNOLOGY SEMINAR FORM	18	CREST EAST COAST COFFEE BOOK
5	NEW CREST WEBSITE FLYER	19	SDS - ELECTRONIC ACCEPTANCE FORM
6	NEW CREST WEBSITE FLYER 2	20	SEE PURPLE
7	CREST T20 Text 2 Order	21	HARDTRAK NETWORK 2018 - DOWNLOAD
8	WEB NAVIGATION	22	SHORT CUT WIDGET MAKER
9	Y.I line>WAE Diaco>WAE WAE>Diaco 11.15.14	23	Sam's EZ WARE SALES TOOL 03.31.17
10	X.I LINE PRICE LIST	24	EZ WARE BOOK 2017
11	DINO DOLLARS	25	EZ Sales Flyer P1 FRONT / EZ Sales Flyer
12	POLYESTER MIXING	26	EZ Ware System Purchase Agreement
13	TAB & PINNING	27	Y.I line Reorder and Bin Location sheet 20
14	PRODUCT TROUBLE SHOOTING GUIDE	28	CMW Special Order Body Shop Hardware

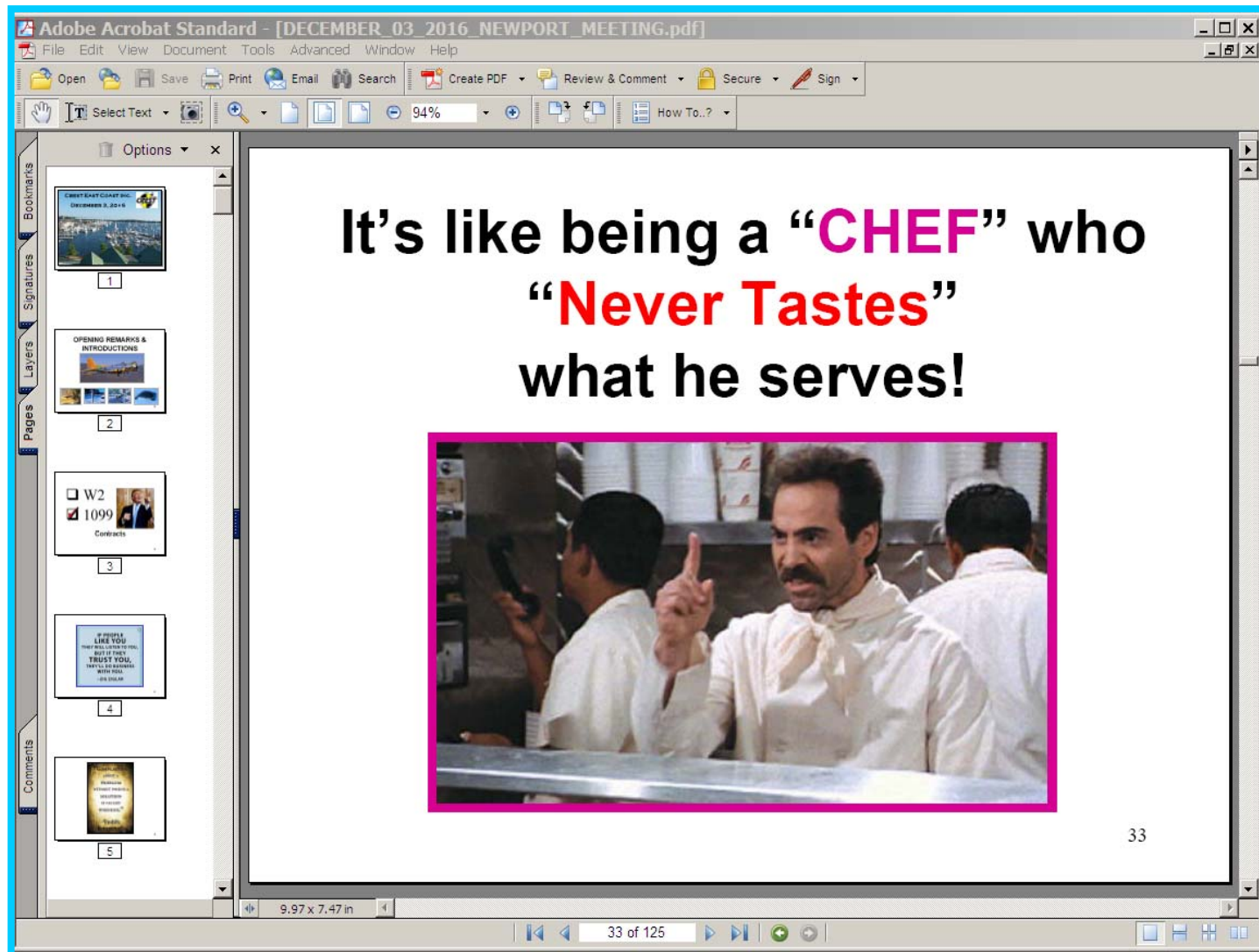
**6** SALES MEETING SLIDE SHOWS MENU CHOOSE ANY SALES MEETING TO VIEW AN ACROBAT VERSION OF THE SLIDE SHOW! YOU CAN PRINT ANY PAGE(S) DIRECTLY FROM THE FROM THE SLIDE SHOW

1	July 11, 2015	Brick, NJ Workshop Meeting - 2015
2	December 05, 2015	Newport, RI Year End Conference - 2015
3	June 11, 2016	Brick, NJ Workshop Meeting - 2016
4	December 03, 2016	Newport, RI Year End Conference - 2016
5	June 10, 2017	Brick, NJ Workshop Meeting - 2017
6	December 02, 2017	Newport, RI Year End Conference - 2017
7	June 09, 2018	Brick, NJ Workshop Meeting Slide Show - 2018 / 8 min.

HOME

SHORT CUT - BFEF WIDGET



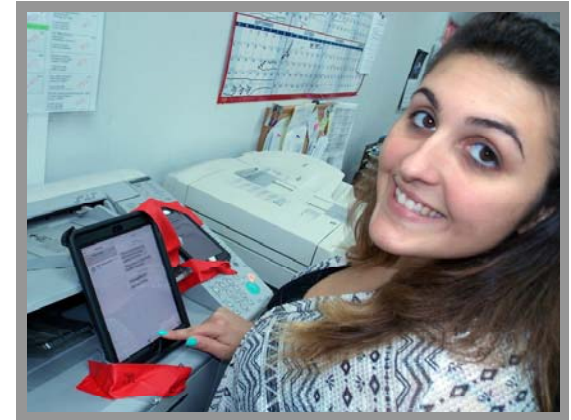


# The “TEXT” Machine

## REP TOOLS



### Actual “TEXT” Orders!

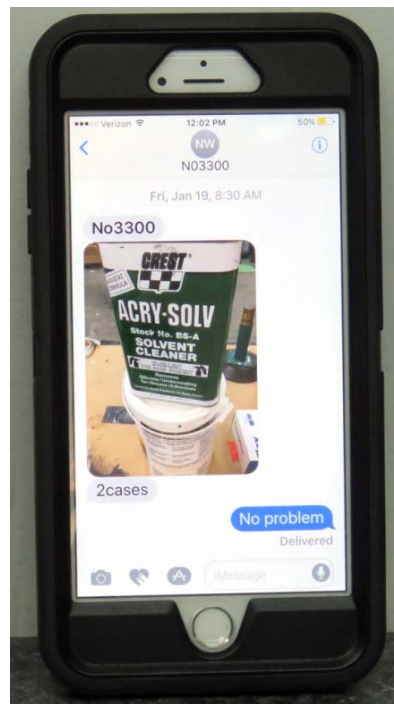
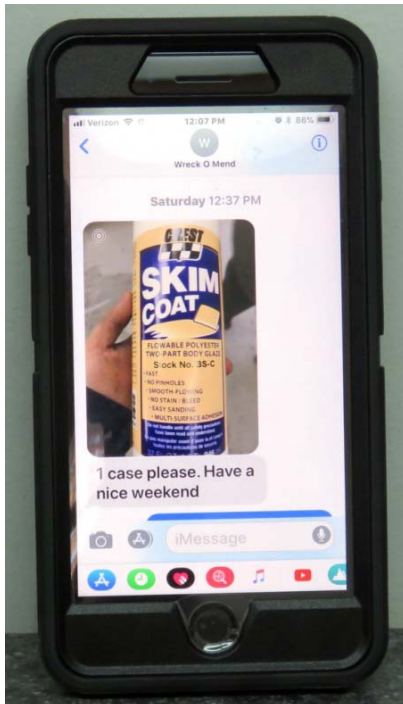


Think of it as, the FIRST  
ever: “TEXT Machine”!

**Crest East Coast**, always  
“The Innovator”!

# The “TEXT” Machine

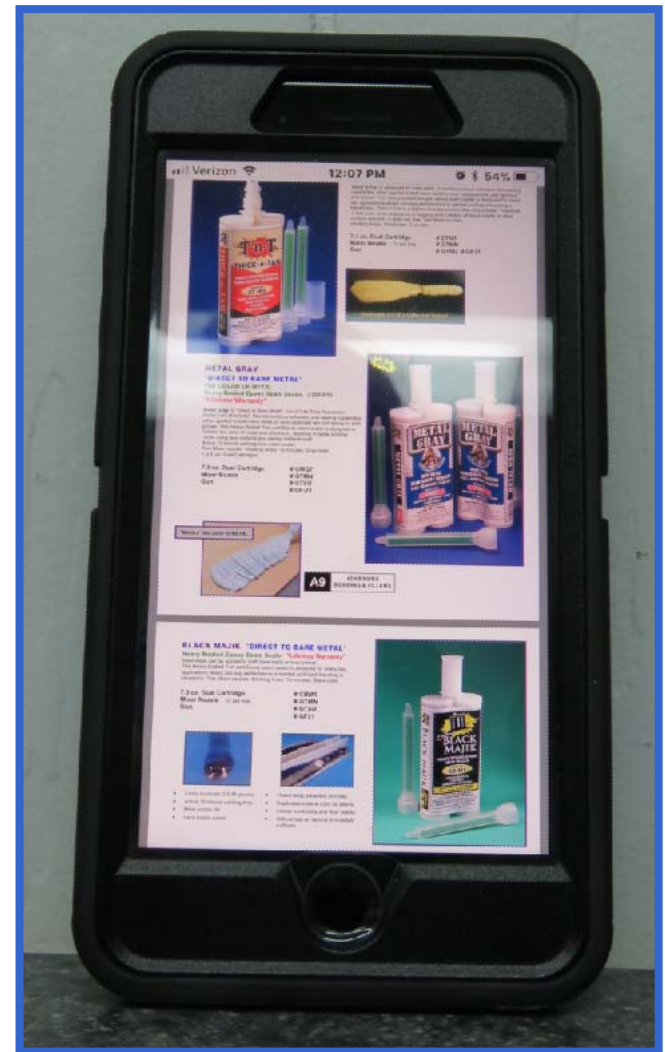
## REP TOOLS





# REP TOOLS

# The “PHONE” Website



# REP TOOLS

## The “PHONE” PICTURES





REP HAPPY



# "Code 3" Products

# 30%



**INSTABOND**  
CLEAR Instant Multi Purpose Adhesive  
Viscosity: Thin Fluid  
Bonds metals, plastics rubber Sets in seconds,  
Sandsible and Paintable.  
5 gm. Bottle, Thin fluid # ZCIB5  
20 gm. Bottle, Thin fluid # ZCIB20



**Master INSTABOND KIT (K)**  
The Most Complete INSTABOND KIT EVER!

7 INSTABOND products in all,  
Plus a Heavy-duty storage box  
and Descriptive Wall Chart  
INSTAKIT, (with Box) # ZCIB-KB  
INSTAKIT, (just refill) # ZCIB-K



**INSTA-FILL ACCELERATOR**  
New powdered filler activator! Filler and activator in one product! Now Insta-bond Liquid can have the same gap filling properties of Insta-bond Gel with the introduction of the new INSTAFILL II!  
Can be sanded and painted in seconds  
30 gm. Bottle # ZBIA

**INSTABOND ACCELERATOR**  
Pump bottle application. Accelerates the cure time of all INSTABOND adhesives by 500%  
2 oz. Pump Bottle # ZCIBA



**A2** ADHESIVES  
BONDING & FILLERS



**INSTABLACK**  
FLEXIBLE BLACK  
Instant Multi Purpose Adhesive  
Viscosity: Medium  
Bonds: Ferrous and  
Aluminum. Bonds all types  
of rubber, plastics, and  
other materials.  
Sets in seconds.  
Sandsible and Paintable.  
20 gm. Bottle # ZCIBB  
20 gm. Tube # ZCIBF



**INSTABOND GEL**  
CLEAR WITH DROP WHITE  
Instant Multi Purpose Adhesive  
Delayed cure gives added working time  
with expansion in wetting. Fits gaps and  
cracks. Bonds metals, plastics, rubber  
and other materials. Sandsible and Paintable.  
20 gm. Tube # ZCIBG



**INSTAKICK**  
INSTAKICK ACCELERATOR  
Conversion to a spray  
Accelerates cure time of all  
INSTABOND products by 500%  
2 oz. Aerosol # ZAB-A

**INST-D-SOLV**  
Instantly dissolves & Resistant  
Multi Purpose Instant Release Remover and  
Cleaner. Works great for cleaning the residue of  
adhesives. Using solvent remove from all  
surfaces. Can be used with a soft pad to remove residue  
from metal and plastic. Also use on all types of  
adhesives. Works for Non-soluble and  
soluble. Works for Soluble and Non-soluble.  
2 oz. Bottle # ZBBD

**A1** ADHESIVES  
BONDING & FILLERS



**CLEAR TACK**  
Multi Purpose Adhesive  
Non-toxic, non-staining,  
adhesive for weatherstripping,  
gaskets, emblems, vinyl,  
other trim.  
Waterproof. No Tack.  
Especially good for adhesion of  
plastics to urethane based  
and two-stage paints



**STICK-UP**  
Gasket, Weatherstrip & Trim Adhesive  
High Solids rubber contact adhesive which is  
heat, cold, moisture resistant.  
Allows for multiple repositioning.  
Handy brush-cap can

8 oz. Can # BSU

**TAPE TACK**  
PLASTIC BODY SIDE MOLDING  
ADHESION PROMOTER

Apply Tape Tack to the back side of a plastic molding prior to attaching  
your double lined tape. When the backing strip and attach the molding  
to the car body. (Double in cap)



**3M Super Black**  
Weatherstrip Adhesive  
Gasket Weatherstrip Adhesive  
General purpose adhesive for many  
applications. Allows for multiple repositioning.  
5 oz. Tube # BMS0000

**A15** ADHESIVES  
BONDING & FILLERS



**TRIM CEMENT**  
Atomized spray pattern. Designed for emblems  
and moldings. Also an excellent gasket adhesive.  
Ideal for touch-up. Fast tack but long tack range.  
High solids and High strength.  
16 oz. Aerosol # AAA



**WEB STIK**  
SPRAY TRIM CEMENT  
Adjustable Spray Tip sprays a "cobweb" pattern  
with 3 settings from Narrow (L) to Wide (H).  
High Strength designed to hold heavy carpet,  
upholstery, headliners and vinyl roofs.  
Hi heat resistance and waterproof.

24 oz. Aerosol # AAW

# “Code 3” Products

30%

## CHEETAH GREASE

Clear Penetrating Teflon Grease  
Invisible, excellent for door hinges, chains,  
cables, latches and steering columns.  
Excellent rust preventative.  
Penetrates deep and then thickens.

20 oz. Aerosol # ACG



## WHITE GREASE

A Superior Lithium Lubricant for:  
Striker plates, Door latches, hinges,  
Channel guides,  
Window & seat regulators.

16 oz. Aerosol

# AGW

## JOB-O

### EXTREME ORANGE - CLEANS EVERYTHING

"JOB-O" Multi-Surface cleaner works on all types of surfaces in auto, marine,  
aviation, home and industrial areas. Everything from fabric to leather and vinyl.  
Hard surfaces from tires to toolboxes and counter tops. Cleans glass and  
computer screens. To avoid scratching clear plastic on dashboards or computer  
screens, we recommend using a micro fiber cloth, stock # ZBYS.  
Ammonia and silicone free.

20 oz. Aerosol

# AJO



## NON AMMONIA GLASS CLEANER

It works fantastic in the direct sun light No streaking or hazing. It smells great too!  
This cleaner is ideal for glass shops because the non ammonia formula means it  
won't destroy the silver backing of the mirror. It also is the only type you are allowed  
to use with urethane windshield installations.

24 oz. Aerosol

# AGN

20 oz. Aerosol

# AGK



## GLASS CLEANER

Fast foaming action, Cleans easy, no streaks,  
no swirls. Ammonia formula. Fresh Scent.

24 oz. Aerosol # AGC

B6 SERVICE AEROSOLS



# 30%





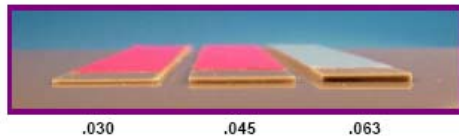
# “Code 3” Products

30%



**CLEAR MOLDING TAPE**  
EXTREMELY STRONG ACRYLIC ADHESIVE  
Excellent for when you can remove a molding  
perfectly intact, ready to go right back on...  
if it was just sticky.

1/2" x 108' T4965-1/2  
3/4" T4965-3/4



**WHEEL OPENING SEALER TAPE**  
**MATCH OEM - TOYOTA, LEXUS & HONDA**  
**INNER / OUTER PANEL WELD FLANGE**  
The Simple Solution to duplicate OEM wheel openings.  
Duplicate Toyota and Import look with this flexible tape with  
excellent adhesion that is paintable immediately!

2 mm H x 12 mm W x 1 M Length" # RWOS2  
3 mm H x 12 mm W x 1 M Length" # RWOS3  
( 1/2" W x 3'3" Length)



# “Code 3” Products

# 30%



## WIRE / CABLE TIES

5"	50 bag, WHITE	# W2102
7 1/2"	50 bag, WHITE	# W2126
11"	25 bag, WHITE	# W2269
14"	25 bag, WHITE	# W2770
4"	100 bag, BLACK	# W2865
7 1/2"	50 bag, BLACK	# W2385
11"	25 bag, BLACK	# W2386
14"	25 bag, BLACK	# W2771

## WIRE TIE BULK BAGS

7 1/2"	100 bag, BLACK	# Y7700
7 1/2"	100 bag, WHITE	# Y7710
14"	100 bag, WHITE	# Y7740
14"	100 bag, BLACK	# Y7750
14"	50 bag, BLACK, HD	# Y7840

## WIRE TIE BULK ASSORTMENT

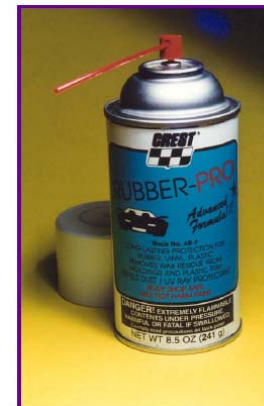
The assortment contains 750 ties with everything from 5 inch to 11 inch in various colors. (Not shown.)  
Bulk Bag # ZWTA



## “Z-TOWL” 2 PLY TOWELS

This paper towel is the best choice for 9 out of 10 jobs in the shop every day. The towel works super for cleaning glass as well. It is very absorbent for both solvent and waterborne cleaners. Being so economically priced, it is the one to use for cleaning everything from paint guns and paint sticks to just using it dry your hands. The 8" roll fits every dispenser on the market.

Single Roll 8"x 600', 6 / case # ZQR8



# “Code 3” Products

30%



# ZN6S	# ZN6U	# ZN7M	# ZN8S	# ZN8U	# ZN8V
.6 mm	.6 mm	.7 mm	.8 mm	.8 mm	.8 mm
090043	090041	090074	090044	090042	090045

19

SHOP AIDS,  
BLADES & TOOLS

## NANO HOT STAPLES

All replacement staples are packed in bags of 100,  
NOT 50 like all the other Guys!



# “Code 3” Products

30%



**LITHIUM COIN BATTERIES**  
Energizer, Sony, Maxell, Panasonic, Duracell



**HB 9003 1**  
60 / 55 Watt



**HB 9004 1**  
65 / 45 Watt



**HB 9005 1**  
65 Watt



**HB 9006 1**  
55 Watt



**HB 9007 1**  
65 / 55 Watt



**HB 9008 H/13 1**  
60 / 55 Watt

# “Code 3” Products

30%

 <b>“HOT BOX” ESSENTIAL BULK PACK</b>			<b>CALL: 732-458-9000</b> 		
<b># YB01</b>  <b># Y4520 / 100</b> <b>BULK QTY - 250</b>	<b># YB02</b>  <b># Y473 / 25</b> <b>BULK QTY - 100</b>	<b># YB03</b>  <b># Y5114 / 25</b> <b>BULK QTY - 150</b>	<b># YB04</b>  <b># Y8698 / 4</b> <b>BULK QTY - 25</b>	<b># YB05</b>  <b># Y11544 / 15</b> <b>BULK QTY - 50</b>	<b># YB06</b>  <b># Y13776 / 10</b> <b>BULK QTY - 50</b>
<b># YB07</b>  <b># Y12766 / 15</b> <b>BULK QTY - 100</b>	<b># YB08</b>  <b># Y12264 / 15</b> <b>BULK QTY - 50</b>	<b># YB09</b>  <b># Y11904 / 25</b> <b>BULK QTY -</b>	<b># YB10</b>  <b># Y14024 / 15</b> <b>BULK QTY - 100</b>	<b># YB11</b>  <b># Y3174 / 25</b> <b>BULK QTY - 100</b>	<b># YB12</b>  <b># YMUNS / 25</b> <b>BULK QTY - 150</b>
<b># YB13</b>  <b># Y23711 / 50</b> <b>BULK QTY - 150</b>	<b># YB14</b>  <b># Y23761 / 25</b> <b>BULK QTY - 150</b>	<b># YB15</b>  <b># Y23761 / 25</b> <b>BULK QTY - 100</b>	<b># YB16</b>  <b># Y476 / 25</b> <b>BULK QTY - 150</b>	<b># YB17</b>  <b># Y9546 / 50</b> <b>BULK QTY - 150</b>	<b># YB18</b>  <b># Y6738 / 50</b> <b>BULK QTY - 150</b>
<b># YB19</b>  <b># Y4282 / 10</b> <b>BULK QTY - 50</b>	<b># YB20</b>  <b># Y552 / 100</b> <b>BULK QTY - 250</b>	<b># YB21</b>  <b># Y501 / 50</b> <b>BULK QTY - 150</b>	<b># YB22</b>  <b># Y692 / 25</b> <b>BULK QTY - 150</b>	<b># YB23</b>  <b># Y489 / 50</b> <b>BULK QTY - 150</b>	<b># YB24</b>  <b># Y490 / 50</b> <b>BULK QTY - 150</b>





# NEW Products



Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
Red & Blue			35.52	34.40	30.40	27.68	25.76
Yellow			56.61	54.83	48.45	44.41	41.05



**W2811C**

**W2812C**

**W2813C**

**Focus on  
“Higher”  
Commission  
Products!**

**“HEAT SHRINK”**

**BUTT CONNECTORS / 100 =C**







# ZWCW4 – 1/32

**Focus on  
“Higher”  
Commission  
Products!**



Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
ZWCW4	5.94	4.98	4.66	3.97	3.43	3.24	2.99
N4CW						6.97	5.99





# AEROSOL SPRAY HANDLE



**1 FREE**  
**WITH**  
**EVERY**  
**12**  
**AEROSOL**  
**CANS**

**Stock#**  
**WASH**

## “CONTROL FREAK”

Stock #	Code 6	Code 7
WASH	\$ 4.50	\$ 3.95





# ROOF BOWS



# ROOF **NOISE** DAMPNING



# GUESS THE NAME





# - NVH - SUPPRESSOR

45

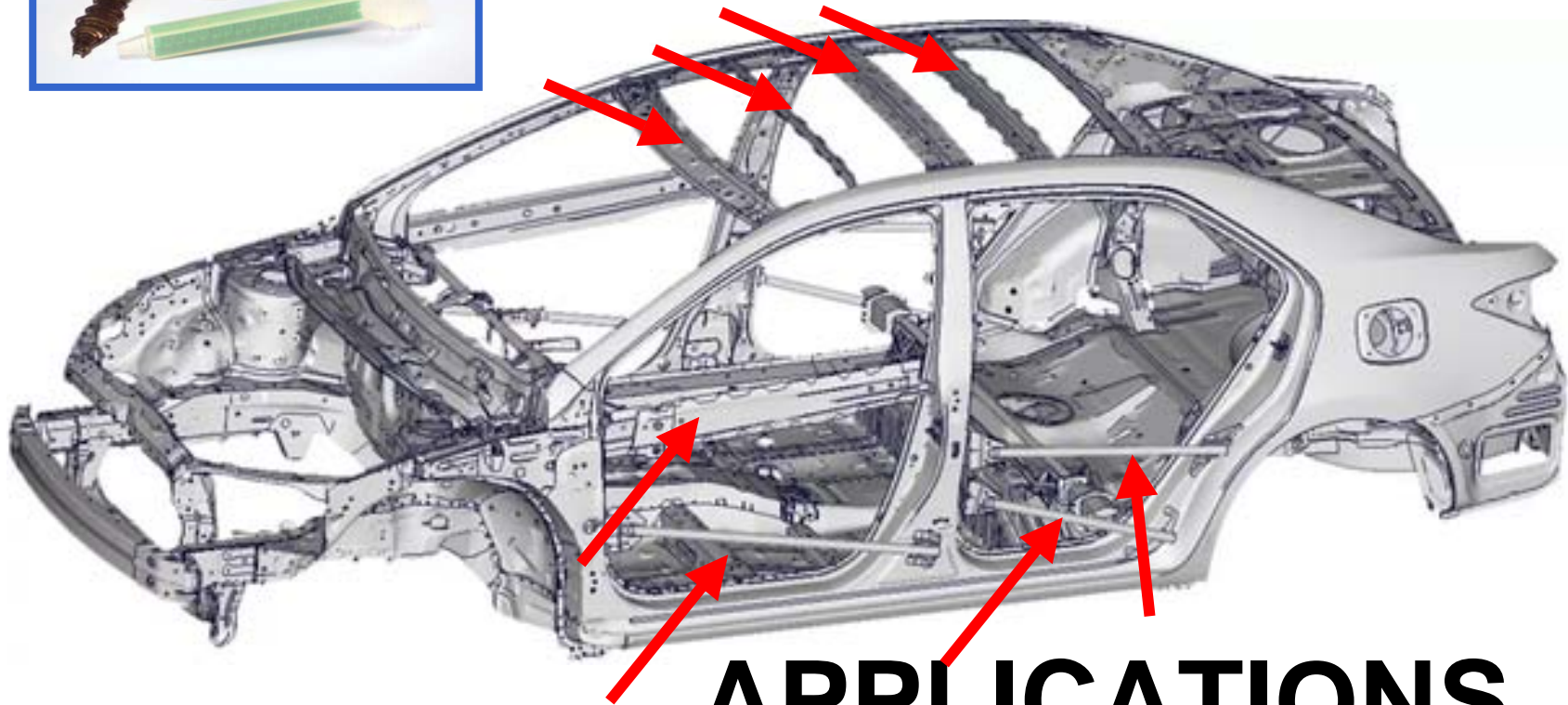
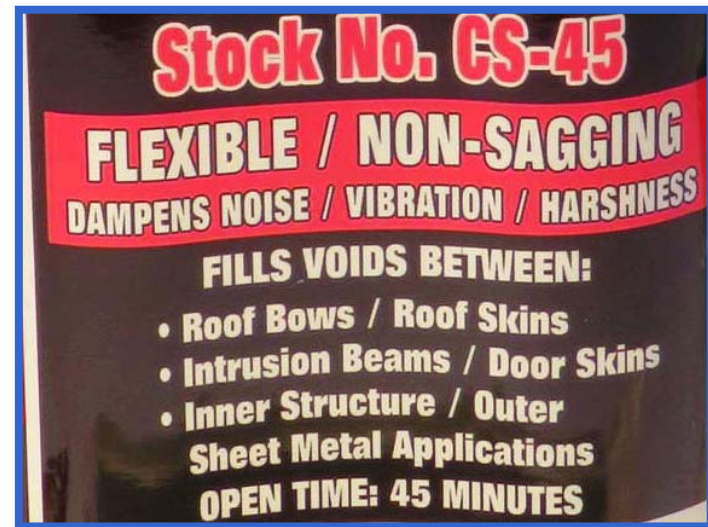


# CS45



Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
CS45	59.40	53.46	48.31	42.77	37.98	34.77	31.96





**APPLICATIONS**



# INTRUSION BEAMS



# DOOR SKINS



# HOODS & TRUNK LIDS





# MAN CAVE





**NON-SAGGING**



**NON-SAGGING**



# STOP



**“LUNCH” TO FOLLOW**







**AGS**



**AFTER  
LUNCH**







# AGS

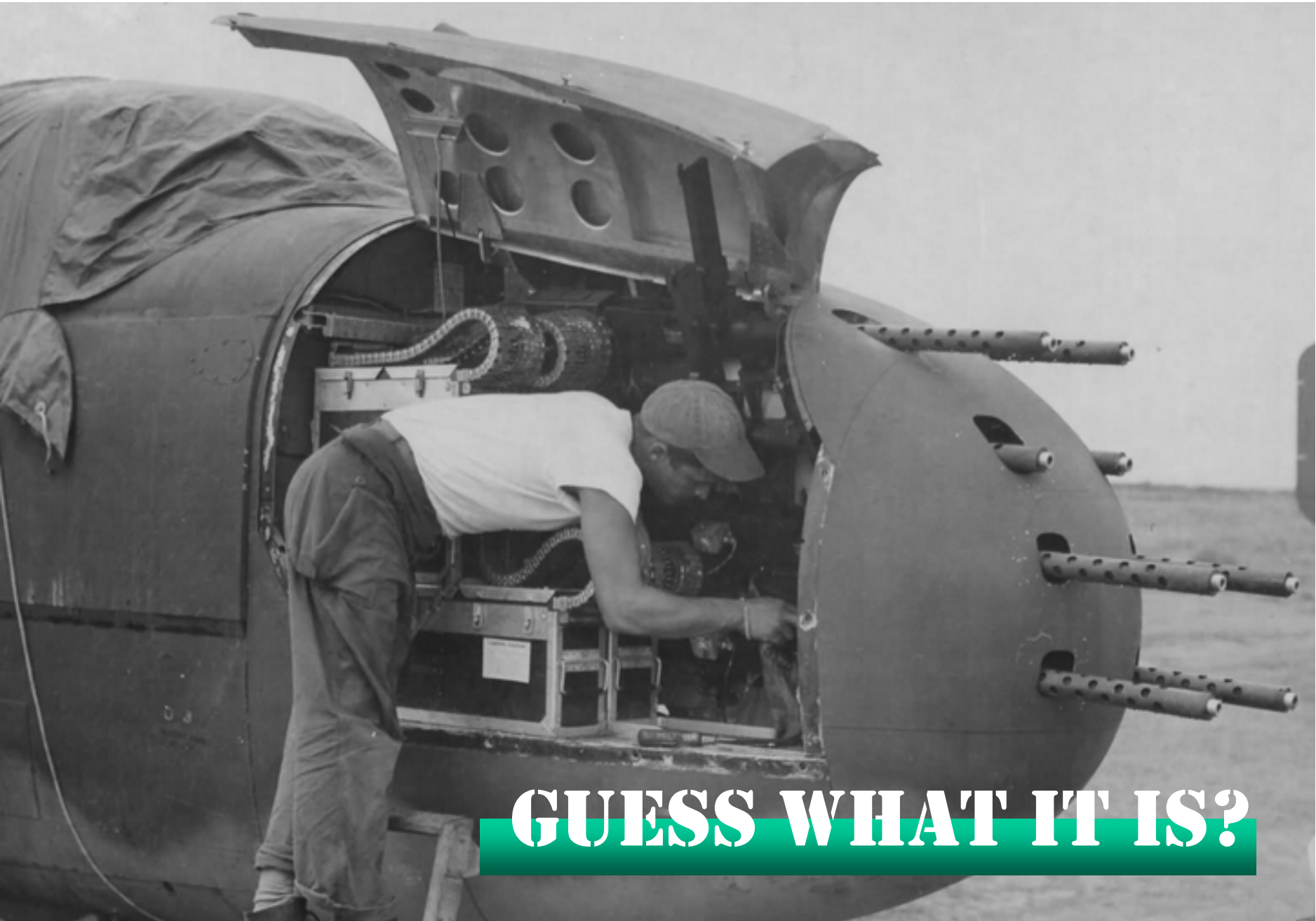


**What is your  
major  
malfunction  
numb-nuts?**

**Didn't mommy  
and daddy show  
you enough  
attention when  
you were a  
child?**







**GUESS WHAT IT IS?**





AG-S



**GUNNY  
SOLV**

Stock No. AG-S

1051



Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
AGS			10.99	9.97	9.15	8.52	7.87





VS







**SEM 77763 UGC**





**GUNNY SOLV #AGS**





**GUNNY SOLV #AGS**



**SEM 77763 UGC**





**20% MORE POWER**

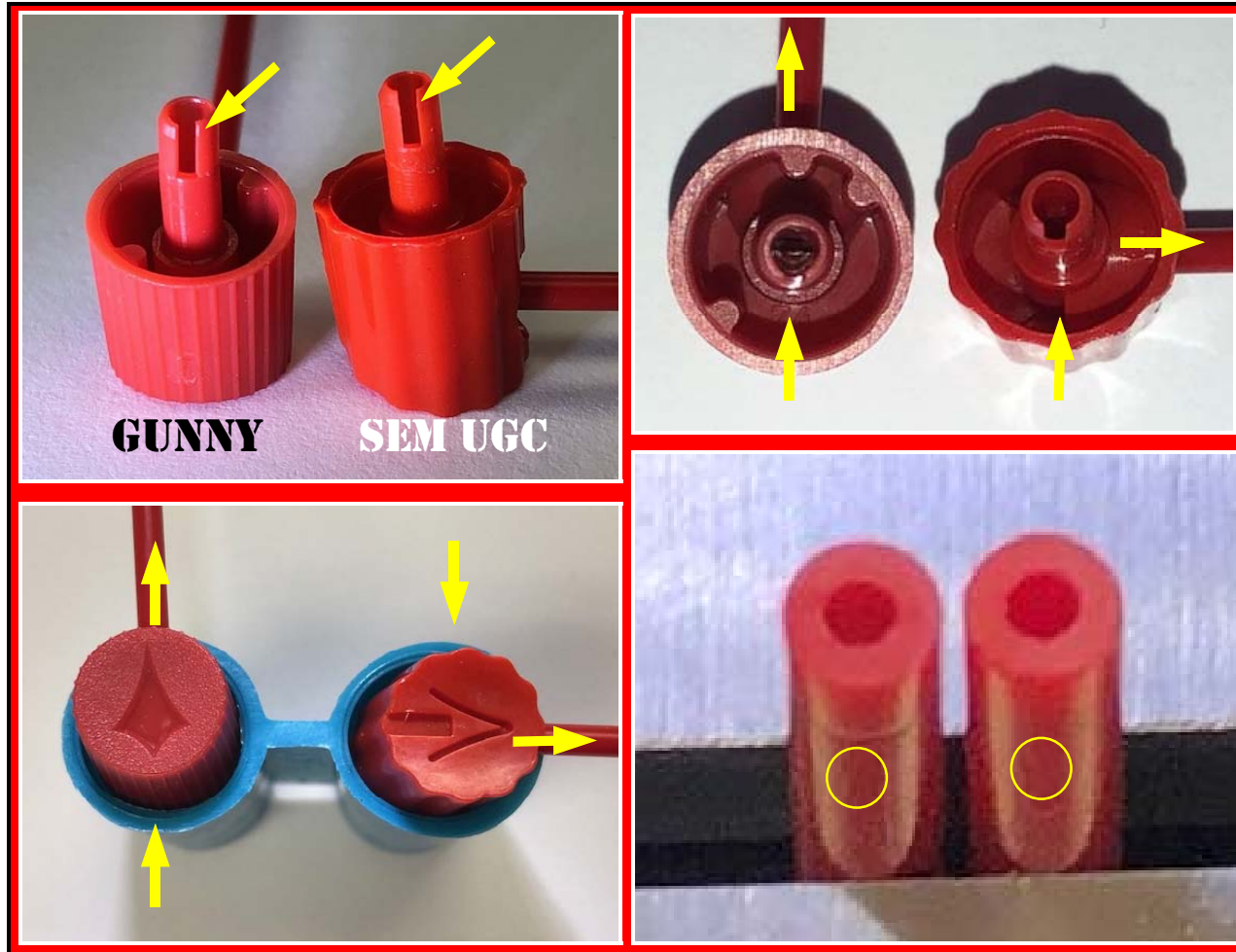
**GUNNY SOLV**  
**#AGS**  
**18 OZ.**



**SEM UGC**  
**#77763**  
**15 OZ.**

Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
AGS			10.99	9.97	9.15	8.52	7.87
Stock #	Code 1	Code 2	Code 3	Code 4	Code 5	Code 6	Code 7
S77763				8.32	7.63	7.10	6.57

# GUNNY vs SEM - POWER TEST

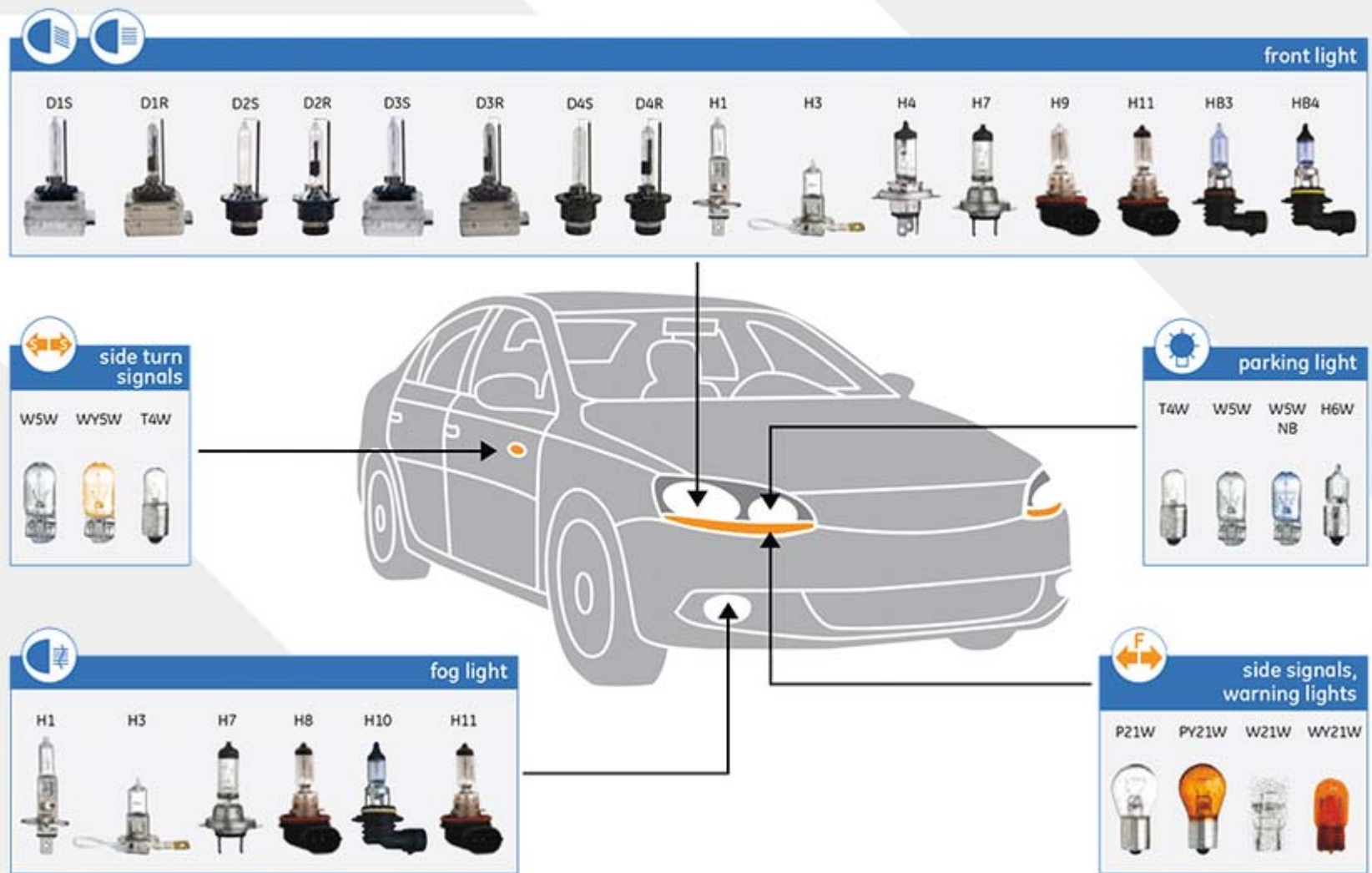




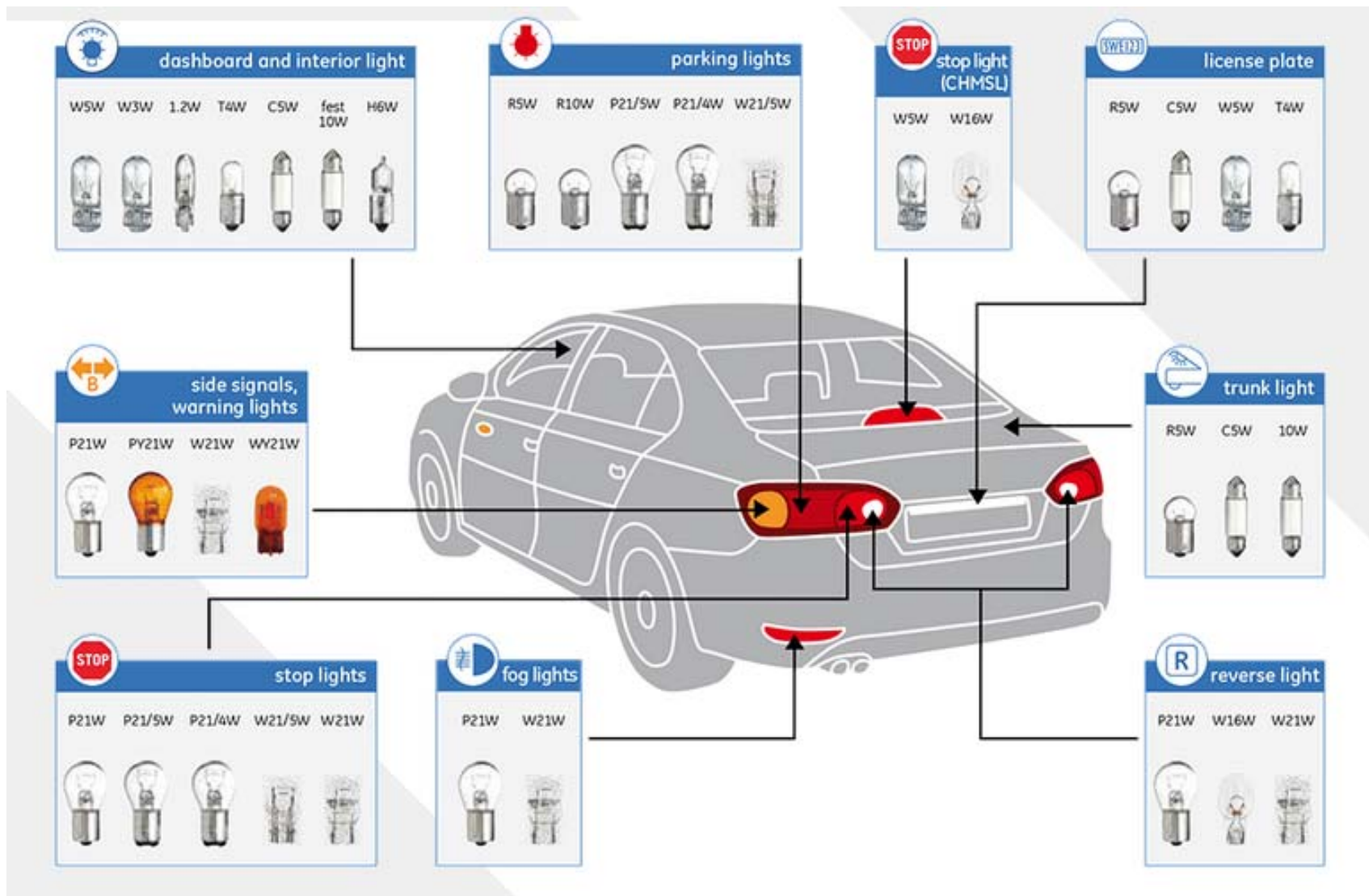




# BULBS / HEADLIGHTS



# BULBS / LAMPS





**EZB3**

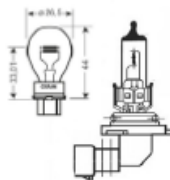


**Focus on  
“Higher”  
Commission  
Products!**

**BULB HOT BOX**







STOCK #EZB-3

# BULB HOT BOX

	STOCK NUMBER		UNITS	GROSS
1	HB11	HALOGEN BULB 55 Watt	123	576.87
2	HB7	HALOGEN BULB	117	204.75
3	HB9003	HALOGEN CAPSULE / H4	70	192.50
4	HB9006	HALOGEN CAPSULE	109	151.51
		top 24	total	
5	HB9005	HALOGEN CAPSULE	60	83.40
6	HB9007	HALOGEN CAPSULE	43	51.17
7	HB1	55 WATT HALOGEN BULB	23	40.25
8	HB8	HALOGEN BULB 35 Watt	21	145.95
9	HB3	55 WATT HALOGEN BULB	17	29.75
10	HB9004	HALOGEN CAPSULE	16	20.64
1	HB194	MINI LAMP *K	2,313	2058.57
2	HB7443	MINI BULB *K	228	1137.72
3	HB3157	WEDGE MINI *K	271	1070.45
4	HB7440	MINI HONDA *K	102	610.98
5	HB7443NA	MINI HONDA	52	517.40
6	HB3157NA	WEDGE MINI *K	84	499.80
7	HB7440NA	MINI HONDA	39	388.05
8	HB3156	WEDGE MINI *K	45	387.00
9	HB921	MINI BULB GM FORD CHRY *K	181	351.14
10	HB3057	WEDGE MINI *K	70	276.50
11	HB4157K	KRYPTON BULB *K	30	252.00
12	HB194NA	MINI LAMP BULB *K	198	223.74
13	HB1157	MINI LAMP *K	143	150.15
14	HB1156	MINI LAMP *K	102	100.98
15	HB912	MINI BULB *K	53	100.17
16	HB1157NA	MINI LAMP AMBER *K	43	51.17
17	HB168	BULB	38	42.94
18	HB906	BULB *K	35	67.90
19	HB3457	MINI BULB	33	130.35
20	HB3457NA	MINI BULB	24	142.80
		top 24	total	
21	HB1156N	NICKEL BASE/1 ELEMENT	22	27.94
22	HB916	DYNA MINI BULB	19	35.91

**\$ 9,685.44**  
**85%**

**Focus on  
“Higher”  
Commission  
Products!**

SERVICE BY:


 VISIT OUR WEBSITE  
**WWW.CRESTEASTCOAST.com**

 REORDER BY:  
 Toll Free: 866-458-9009  
 Phone: 732-458-9000  
 Fax: 732-458-5753  
 BRICK, NJ 08723













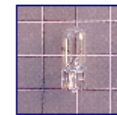





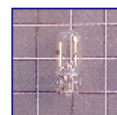





# BULB HOT BOX HEADLIGHT & MINI BULB ASSORTMENT STOCK #EZB-3

DRAWER

3

2019

BACK OF TRAY

 1 FILAMENT 32 C.P. <b>HB - 1156</b>	 2 FILAMENT 32 C.P. 3 C.P. <b>HB - 1157</b>	 2 FILAMENT 24 C.P. 2.2 C.P. <b>HB - 1157NA</b>	 2 FILAMENT 32 C.P. 2 C.P. <b>HB - 3057</b>	 1 FILAMENT 32 C.P. <b>HB - 3156</b>	 SINGLE BEAM LOW 55 WATT 1500 LUMENS <b>HB - 7</b>
 2 FILAMENT 32 C.P. 3 C.P. <b>HB - 3157</b>	 2 FILAMENT 24 C.P. 2.2 C.P. <b>HB - 3157NA</b>	 2 FILAMENT 40 C.P. 3 C.P. <b>HB - 3457</b>	 2 FILAMENT 30 C.P. 2.2 C.P. <b>HB - 3457NA</b>	 2 FILAMENT 32 C.P. 3 C.P. <b>HB - 4157K</b>	 SINGLE BEAM LOW 55 WATT 1350 LUMENS <b>HB - 11</b>
 1 FILAMENT 3 C.P. <b>HB - 168</b>	 1 FILAMENT 36.6 C.P. <b>HB - 7440</b>	 1 FILAMENT 22.28 C.P. <b>HB - 7440NA</b>	 2 FILAMENT 36.6 C.P. 2.8 C.P. <b>HB - 7443</b>	 2 FILAMENT 35 C.P. 2.8 C.P. <b>HB - 7443NA</b>	 DUAL BEAM HI / LOW 67 WATT 1736 LUMENS 60 WATT 995 LUMENS <b>HB - 9003</b>
 1 FILAMENT 2 C.P. <b>HB - 194</b>	 1 FILAMENT 2 C.P. <b>HB - 194NA</b>	 1 FILAMENT 6 C.P. <b>HB - 906</b>	 1 FILAMENT 12 C.P. <b>HB - 912</b>	 1 FILAMENT 21 C.P. <b>HB - 921</b>	 SINGLE BEAM LOW 55 WATT 1000 LUMENS <b>HB - 9006</b>



# BULB HOT BOX



## ■ TWO WAYS TO GET SETUP QUICKLY ! / FULL INVENTORY or CUSTOM BUILD



### The EZ-WARE BULB HOT BOX 24 / FULL INVENTORY

Stock No.: **EZB-3K** All inclusive for a set price!

- Your order comes with the pre-labeled plastic bulb drawer. Stock No.: EZB-3
- Receive one full box of 10 mini bulbs for each of the 20 mini bulbs depicted in the illustration, packed in their original boxes.
- Receive one box containing 1 headlight bulb for each of the 4 headlight bulbs depicted in the illustration.

#### Headlight

HB11  
HB7  
HB9003  
HB9006  
HB1156  
HB1157  
HB1157NA  
HB168  
HB194  
HB194NA  
HB3057  
HB3156

#### Mini Bulb

HB3157  
HB3157NA  
HB3457  
HB3457NA  
HB4157K  
HB7440  
HB7440NA  
HB7443  
HB7443NA  
HB906  
HB912  
HB921

### The EZ-WARE BULB HOT BOX 24 / CUSTOM BUILD

Stock No.: **EZB-3** All at itemized prices!

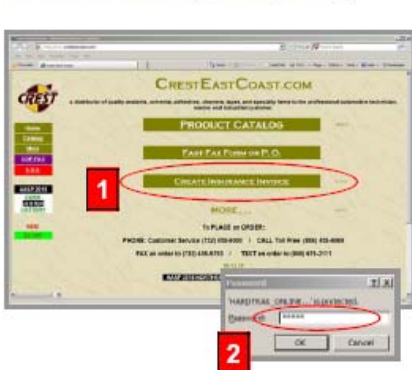
- Your order comes with a **FREE** pre-labeled plastic bulb drawer. Stock No.: EZB-3
- Choose any 10 boxes of mini bulbs depicted in the illustration. (mix and match)
- Choose any 2 boxes of headlight bulbs depicted in the illustration.

# BULB HOT BOX EZB3K

Stock #	Code 5	Code 6	Code 7
EZB3K	\$ 199.00	\$ 182.00	\$ 169.00



## On-Line Invoicing Program / Reimbursement for replacement of Vehicle Components / State Law



1. CLICK Link
2. Password
3. Cust No:
4. Bulb Number
5. Print

With Invoice for  
Vehicle Component  
Replacement Parts  
receive  
Reimbursement  
from the Insured.

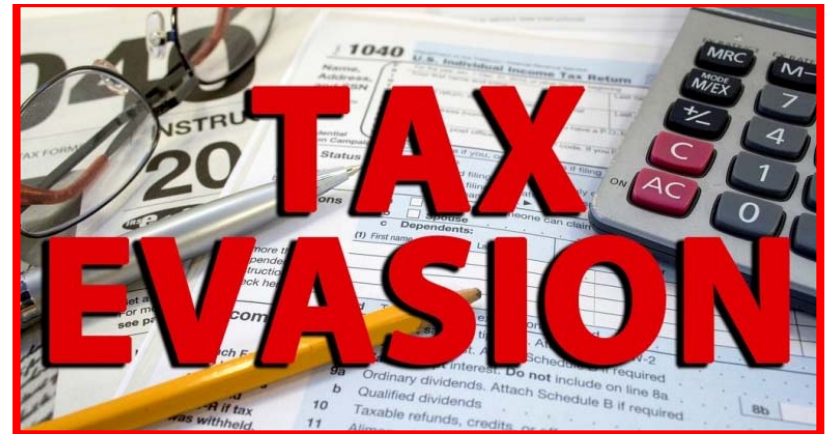
**EZ**





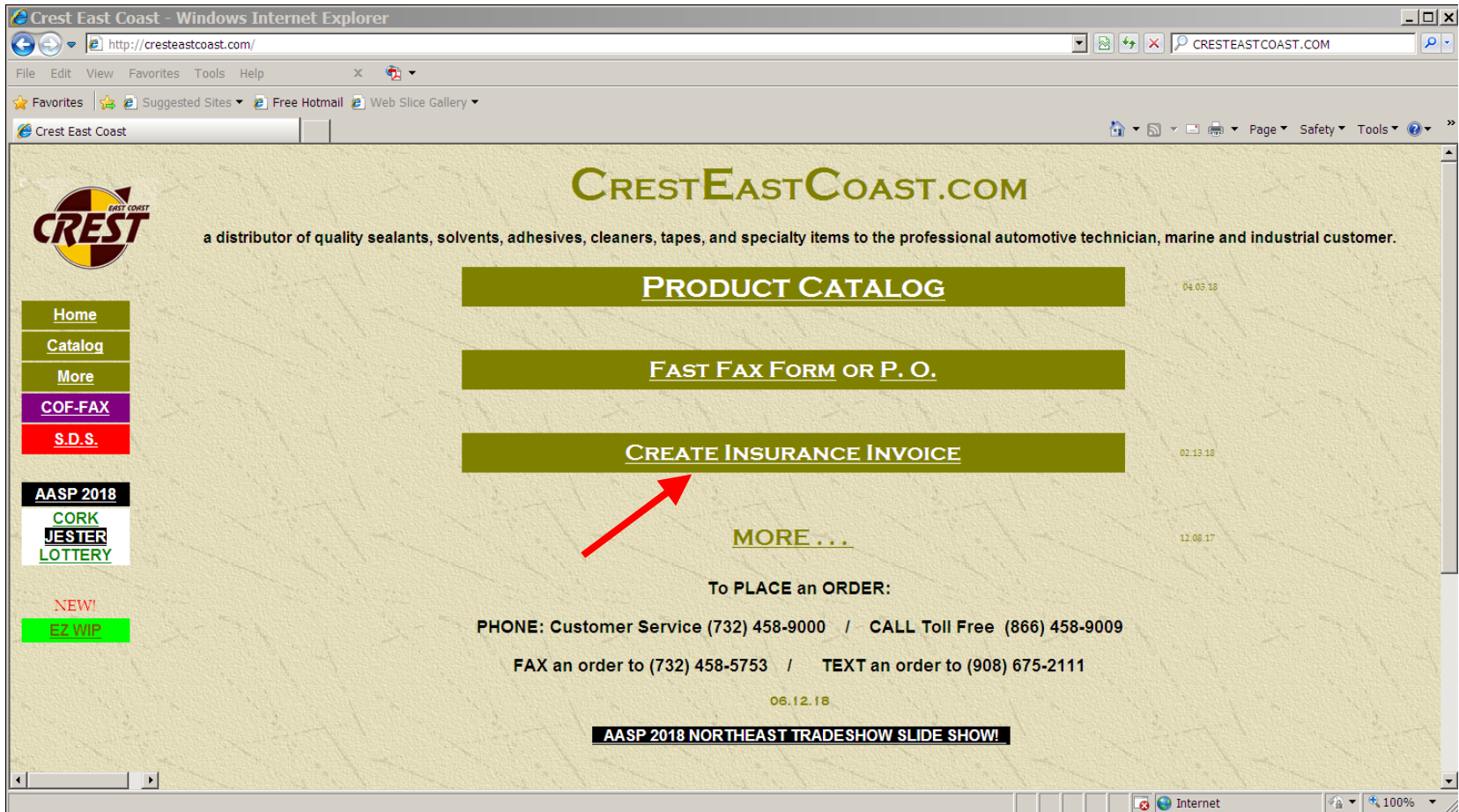


# INSURANCE FRAUD & SALES TAX EVASION





# ON-LINE INVOICING PROGRAM



## HARDTRAK



# (6) - COMPANIES OFFERING INVOICING PROGRAMS



# AUVECO'S FASTRACK



## What is FasTrack Web?

FasTrack is an easy-to-use, web base application designed to assist body shops and dealerships in recovering the cost of the body repair clips and fasteners used in daily collision repairs.

## Why was FasTrack Web created?

In the past the cost of fasteners used in collision damage repair was often an expense that was not recovered by body repair shops. Insurance companies considered these items "a cost of doing business" and were either reluctant or refused to pay claims for these items unless they were presented an itemized invoice detailing the cost of these items for each vehicle repair order.

Many body shop repair technicians were unwilling to take valuable time away from actual repair to prepare these detailed invoices. As a result these items were often not invoiced and ultimately cost the body shop hundreds of dollars a week. With the help of FasTrack, these once profit draining parts can now become a source of additional income for your body shop.



## FasTrack Web

Bodyshop Cost Recovery System

IOS/ANDROID APP

HELP

ONLINE CATALOG

SCANNER

OEM CROSSOVER

FREE TRIAL

### Enter Your Login Information

Username/Email:

Password:

Login

[Forgot your Login?](#)



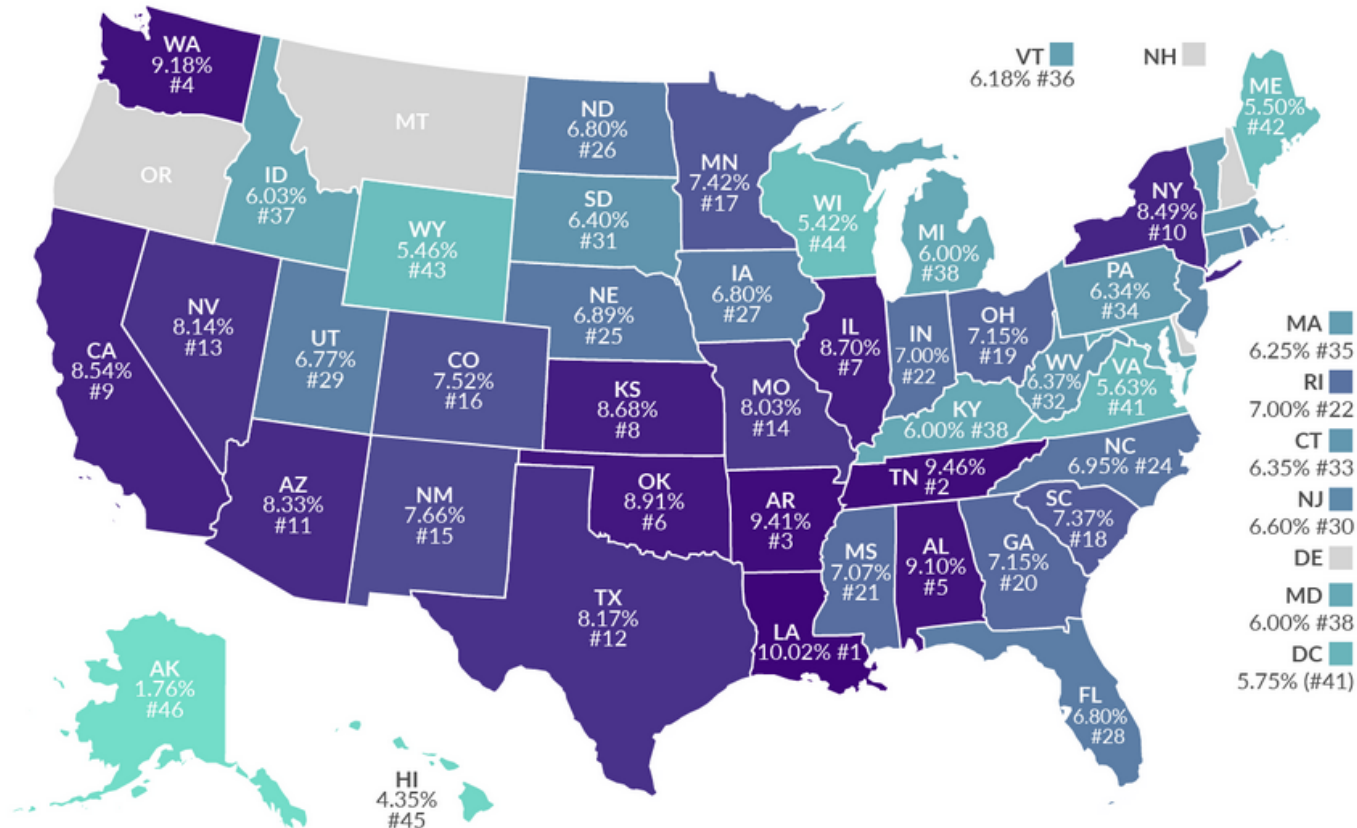
\* Note: "By logging into the FasTrack Web Application, you are accepting and agreeing to the [Terms of Access](#)" as stated in this link"

\*\* Please note that this website requires the use of "[cookies](#)" and other technologies in order to function properly. You "MUST" have cookies enabled in your browser in order for this site to operate properly and by logging in, you consent to the use of these cookies and other technologies!

# STATE SALES TAX

## How High Are Sales Taxes in Your State?

Combined State & Average Local Sales Tax Rates, Jan. 1 2018



Note: City, county, and municipal rates vary. These rates are weighted by population to compute an average local tax rate. Three states levy mandatory, statewide, local add-on sales taxes at the state level: California (1.25%), Utah (1.25%), and Virginia (1%); we include these in their state sales tax. The sales taxes in Hawaii, New Mexico, North Dakota, and South Dakota have broad bases that include many services. This map does not include sales taxes in local resort areas in Montana. Salem County is not subject to the statewide sales tax rate and collects a local rate of 3.3125%. New Jersey's average local score is represented as a negative.

Source: Sales Tax Clearinghouse, Tax Foundation calculations, State Revenue Department websites





# STATE OF NEW JERSEY SALES TAX

ST-3 (11-99, R-10)

State of New Jersey  
DIVISION OF TAXATION

The seller must collect the tax on a sale of taxable property or services unless the purchaser gives him a properly completed New Jersey exemption certificate.

## SALES TAX FORM ST-3

PURCHASER'S NEW JERSEY  
CERTIFICATE OF AUTHORITY NUMBER

### RESALE CERTIFICATE

To be completed by purchaser and given to and retained by seller. See instructions on back.  
Seller should read and comply with the instructions given on both sides of an exemption certificate.

TO \_\_\_\_\_ Date \_\_\_\_\_  
(Name of Seller)

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

The undersigned certifies that:

(1) He holds a valid Certificate of Authority (number shown above) to collect State of New Jersey Sales and Use Tax.

(2) He is principally engaged in the sale of (indicate nature of merchandise or service sold):  
\_\_\_\_\_

(3) The merchandise or services being herein purchased are described as follows:  
\_\_\_\_\_

(4) The merchandise described in (3) above is being purchased: (check one or more of the blocks which apply)

- (a) ☐ For resale in its present form.  
(b) ☐ For resale as converted into or as a component part of a product produced by the undersigned.  
(c) ☐ For use in the performance of a taxable service on personal property, where the property which is the subject of this Certificate becomes part of the property being serviced or is later transferred to the purchaser of the service being performed, with the proceeds of the service.

(5) The services described in (3) above are being purchased: (check the block which applies)

- (a) ☐ By a vendor who will either collect the tax or will resell the services.  
(b) ☐ To be performed on personal property held for sale.

I, the undersigned purchaser, have read and complied with the instructions and rules promulgated pursuant to the New Jersey Sales and Use Tax Act with respect to the use of the Resale Certificate, and it is my belief that the seller named herein is not required to collect the sales or use tax on the transaction or transactions covered by this Certificate. The undersigned purchaser hereby swears (under the penalties for perjury and false swearing) that all of the information shown in this Certificate is true.

NAME OF PURCHASER \_\_\_\_\_ (as registered with the New Jersey Division of Taxation)

(Address of Purchaser)

By \_\_\_\_\_

(Signature of owner, partner, officer of corporation, etc.)

(Title)

MAY BE REPRODUCED  
(Front & Back Required)

CUST ID: J01315

NO: 08689

TO: JACK'S BODY SHOP  
2202 LAKEWOOD ROAD  
TOMS RIVER NJ 08755

DATE: 11/19/18

PHONE: 732-929-4500

JOB: 123  
NAME: PATRICK MURPHY  
MAKE: MERCEDES BENZ  
MODEL: 2018  
YEAR: CL

REMARKS: STATE FARM INSURANCE  
ROBERT FROST

TECH. NAME: \_\_\_\_\_

LINE	QUANTITY	STOCK NO.	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	CEPB	EPOXY PANEL BONDER (41)	60.945	60.95
2	0.25	CTNT	THICK-n-TAN SEAM SEALER(41)	52.425	13.11
3	3	RXX1/2	THIX STIX MOLDING TAPE	0.735	2.21
4	0.1	AHC	HONEY COAT (5)	23.040	2.30
5	0.2	AHBG	HI BUILD PRIMER-GRAY (5)	18.270	3.65
6	2	HB3157	WEDGE MINI *K	1.595	3.19
7	1	HB11	HALOGEN BULB 55 Watt	17.595	17.60
8	10	W2883	PLASTIC PUSH RIVET	1.799	17.99
9	5	Y4520	FASTENERS	0.140	0.70
10	5	Y8738	6MM U TYPENUT LONG	0.346	1.73
11	5	T18	O.E.M. TYPE FOLDOVER NUT	1.035	5.18
12	2	HC3	MNTR. HOSE CLAMP (6")	0.842	1.68
13				-	-
14				-	-
15				-	-

THE ABOVE VENDOR IS A RE-SELLER OF CREST EAST COAST PRODUCTIONS

SUB TOTAL \$ 130.27

PRODUCTS LISTED ABOVE ARE VEHICLE COMPONENTS AND ARE SUBJECT TO SALES TAX.

04338

SALES TAX 6.625% \$ 8.63

TOTAL \$ 138.90

THE ABOVE VENDOR IS A RE-SELLER OF CREST EAST COAST PRODUCTIONS

SUB TOTAL

PRODUCTS LISTED ABOVE ARE VEHICLE COMPONENTS AND ARE SUBJECT TO SALES TAX.

# STATE OF NEW JERSEY SALES TAX

## DOCUMENTS & RESOURCES

CLICK ON THE LINKS BELOW TO GET MORE INFO ON THE SUBJECT.

1	<a href="#">Code Blue Flexible Epoxy Instructions</a>	16	<a href="#">Vehicle Component Checklist 000045</a>
2	<a href="#">Red Line Rigid Epoxy Instructions</a>	17	<a href="#">State of New Jersey Banking &amp; Insurance Bulletin</a>
3	<a href="#">Panel Bonder Instructions</a>	18	<a href="#">Winter Weather Road Conditions</a>
4	<a href="#">Ashland Pliogrip OEM Applications</a>		
5	<a href="#">GM's Electronic service document for 2008 Corvette</a>		
6	<a href="#">GM's Electronic service document for 2008 Cadillac XLR</a>		
7	<a href="#">GM's Electronic service document for 2008 Opel</a>		
8	<a href="#">GM's Electronic service document for 2008 Sky</a>		
9	<a href="#">GM's Electronic service document for 2008 Solstice</a>		
10	<a href="#">State of New Jersey ST-3 Form, Resale Certificate</a>		
11	<a href="#">State of New York St-120 Form, Resale Certificate</a>		
12	<a href="#">Sprayable Seam Sealer Gun Parts Schematic</a>		
13	<a href="#">Simplified Bumper Repair Diagram</a>		
14	<a href="#">EZ-Ware FlexSys Hardware Reorder Form</a>		
15	<a href="#">EZ-Bulb Reorder Form</a>		

[HOME](#)



State of New Jersey  
DEPARTMENT OF BANKING AND INSURANCE  
OFFICE OF THE COMMISSIONER  
PO Box 325  
TRENTON, NJ 08625-0325

JON S. CORZINE  
Governor

TEL (609) 292-5360

STEVEN M. GOLDMAN  
Commissioner

## BULLETIN NO. 07-20

TO: ALL INSURERS AUTHORIZED TO WRITE MOTOR VEHICLE PHYSICAL DAMAGE INSURANCE IN NEW JERSEY

FROM: STEVEN M. GOLDMAN, COMMISSIONER

RE: AUTOMOBILE PHYSICAL DAMAGE CLAIMS PRACTICES – SUFFICIENT REPAIR ALLOWANCES

The Department has determined that the methods utilized by several insurers to provide allowances for paint and material costs are in some instances out of date. The Department is in receipt of information indicating that the actual costs of paint and materials have increased over time and that some insurers' allowances do not reflect the actual cost of the paint and/or material.

Since the costs of paint and material vary widely, the methods traditionally used by insurers to provide allowances for paint and material costs may, in some instances, be inadequate or recessive, resulting in repair estimates that do not provide a sufficient allowance to restore the vehicle to its condition immediately prior to the loss.

Insurers are expected to provide repair allowances that are sufficient to restore damaged vehicles to their pre-accident condition. The use of available paint and materials cost calculator manuals and programs to determine allowances is encouraged to assist insurers in achieving consistent compliance. The Department is monitoring insurer claim practices to confirm that allowances for all aspects of the repair process are sufficient.

As complaints are received by insurers and the Department, our Office of Consumer Protection Services will be conducting appropriate reviews during the market analysis and market conduct examination process. Insurers are expected to be prepared to justify their repair allowances.

10/25/07  
Date

/s/ Steven M. Goldman  
Steven M. Goldman  
Commissioner

INOORD\jdy-07-autophysdam repair allow bulletin.doc

CLICK ON THE LINKS BELOW TO GET MORE INFO ON THE SUBJECT.

1	<a href="#">Code Blue Flexible Epoxy Instructions</a>	16	<a href="#">Vehicle Component Checklist 090215</a>
2	<a href="#">Red Line Rigid Epoxy Instructions</a>	17	<a href="#">State of New Jersey Banking &amp; Insurance Bulletin</a>
3	<a href="#">Panel Bonder Instructions</a>	18	<a href="#">Wheel Weight Re-Order Form</a>
4	<a href="#">Ashland Pliogrip OEM Applications</a>		

# VEHICLE COMPONENT CHECKLIST

CREST EAST COAST, INC.

### VEHICLE COMPONENT CHECKLIST

DATE:

JOB #:	OWNER NAME	VEHICLE DISC.:	TECH. NAME
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TWIN CARTRIDGES / %		
QUANTITY	STOCK #	DESCRIPTION
	CEJB	JET BLACK
	CEQC	QWIXTER
	CEPB	PANEL BONDER 3500 PANEL ADHESIVE
	CE30	SKINNER 30 SMALL PANEL ADHESIVE
	CTNT	THICK N' TAN ZERO FLOW SEAM SEALER
	CMG7 CMG10	METAL GRAY HEAVY BODIED SEAM SEALER
	CBM1	BLACK MAGIC HEAVY BODIED SEAM SEALER
	CBJ2	BLACK JACK CONTROLLED FLOW SEAM SEALER
	CECB	CODE BLUE FLEXIBLE REPAIR EPOXY
	CERL	RED LINE RIGID REPAIR EPOXY
	CFF	FLEXI FOAM FLEXIBLE FOAM
	CRF	RIGID FOAM FLEXIBLE FOAM
	CFQS	FORMULA 21
	CFFA	URETHANE ADHESIVE
	C7770 C7779	O.E.M. PLOGRIP URETHANE ADHESIVE
	CMQJ	QWIXTER MINI
	CMJB	JET BLAXTER MINI
	ZCEC	CLEAR SEAL MINI

AEROSOLS & COATINGS / %		
QUANTITY	STOCK #	DESCRIPTION
	ARC	SUPER RUBBERCOAT
	ABO	BLACK OUT
	BAC	AUTO COAT RUBBER UNDERCOAT
	BHC	RUSTPROOFING HONEY COAT
	AHC	RUSTPROOFING HONEY COAT
	APE	ETCH COAT GRAY
	APEB	BLACK
	APEG	GREEN
	AHBG	FLEXIBLE HIGH BUILD PRIMER GRAY
	AHBB	BLACK
	AHBR	ROSE
	ACB	TEXTURE COAT BLACK
	ARN	TAN
	AT2	TRIM COAT
	AF2	FLEXIBLE BUMPER COAT
	ASW	WELD THRU PRIMER AEROSOL
	APF	PRIMA FLEX FLEXIBLE PRIMER/SURFACER

MOLDING TAPE / FT.		
QUANTITY	STOCK #	DESCRIPTION
	RXX1/4	MOLDING TAPE 1/4, NEW THICKNESS
	RXX1/2	1/2, .063
	RXX1	5/8, RMM# 1"

ONE PART SEAM SEALERS / %		
QUANTITY	STOCK #	DESCRIPTION
	CUP	URE-SEAM
	SUP	URETHANE SEAM SEALER
	CSGR	SPRAY SEAM SEAM SEALER
	CMSB CMSG CMST	MULTI SEAM BLACK GRAY TAN
	CJN	RUBBER SEAM SEALER T.JN, B.JN
	CSF	FAST URETHANE ADHESIVE URETHANE WINDSHIELD SEALER

SOUND DEADENING PADS / SQ. FT. / PAD		
QUANTITY	STOCK #	DESCRIPTION
	XFS	FLEXI SQUARE (1)
	XFR	FLEXI ROLL / S.F.

SPECIAL SPOT WELD BITS		
QUANTITY	STOCK #	DESCRIPTION
	<b>WSWB8</b>	<b>BORON TRIDENT BIT 8 mm</b>

[illegible]

<b>NOTE:</b>	<b>ALL THESE ITEMS BECOME VEHICLE COMPONENTS</b>	
	<b>TAX</b>	<b>ALL THESE ITEMS ARE TAXIBLE</b>




















































































Vehicle Component Checklist 090215.pub

CREST EAST COAST, INC.

### VEHICLE COMPONENT CHECKLIST



DATE:

JOB #:	OWNER NAME	VEHICLE DISC:	TECH. NAME
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 # Y4520 T01* 	 # Y473 T02 	 # Y5114 # W2550 T03 	 # Y8698 # W2885 T04 	 # W3202 T05 	 # W2883 T06 
 # Y12766 T07 	 # W3191 T08 	 # W2193 T09 	 # W3251 T10 	 # Y3174 T11 	 # YMUN5 T12 
 # W2360 T13 	 # Y23761 T14 	 # Y593 T15 	 # Y476 T16 	 # Y9546 T17 	 # Y8738 T18 
 # X10367 T19 	 # X10239 T20 	 # Y501 T21 	 # Y692 T22 	 # Y489 T23 	 # Y490 T24 
 # Y8662 T25 	 # Y6546 T26 	 # Y3110 T27 	 # Y14854 T28 	 # Y9134 T29 	 # Y2910 T30 
 # Y4062 T31 	 # Y4804 T32 	 # Y498 T33 	 # Y463 T34 	 # Y4354 T35 	 # Y022634 T36 
 # W2853 T37 	 # Y10394 T38 	 # W2340 T39 	 # W2966 T40 	 # ZN8S T41 	 T42

MINI BULBS		
QUANTITY	STOCK #	DESCRIPTION
	HB194	MINI BULBS  FOG LAMPS  HEAD LIGHTS
	HB3157	
	HB7443	
	HB9006	
	HB####	

HOSE CLAMPS		
QUANTITY	STOCK #	DESCRIPTION
	HC2	# =
	HC##	2, 3, 8, 10, 1 20, 28, 32, 36

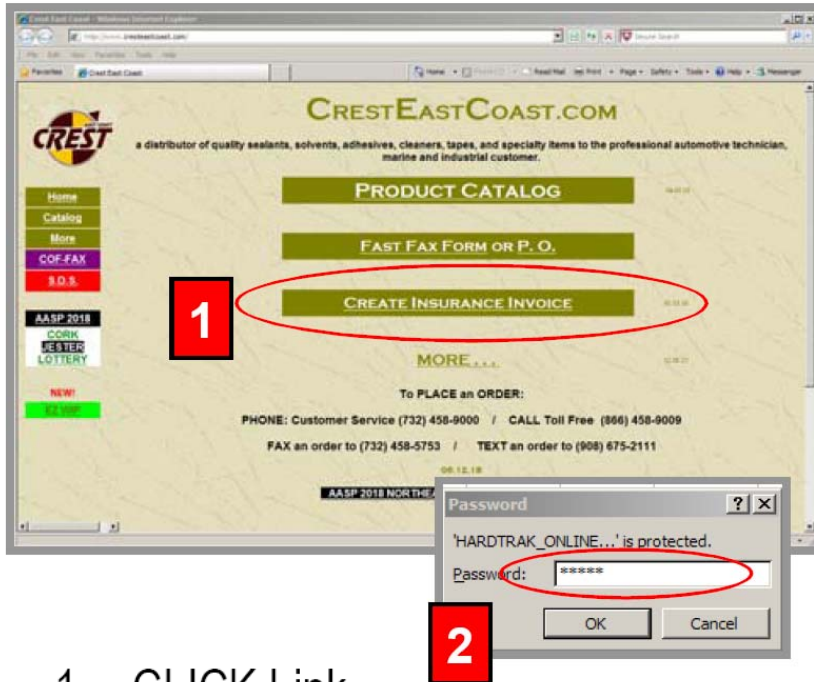
**\*NOTE: CLIP "TYPE" (T1 -T42)**  
**AVG. O.E.M. COST FOR TYPE**

[illegible]

Vehicle Component Checklist 090215.pub



# HARDTRAK



1. CLICK Link
2. Password
3. Cust No:
4. Bulb Number
5. Print

With Invoice for  
Vehicle Component  
Replacement Parts  
receive  
Reimbursement  
from the Insured.

**EZ**

**CREST EAST COAST Inc.**  
1109 INDUSTRIAL PARKWAY  
BRICK, NJ, 08723  
732-458-9000 PHONE  
732-458-5753 FAX

**CUST ID: C04575** NO: 02960

TO: CENTRAL CHEVROLET  
675 MEMORIAL AVENUE  
W SPRINGFIELD MA 01089

DATE: 11/12/18  
JOB:  
NAME:  
MAKE:  
MODEL:  
YEAR:

PHONE: 413-781-3402

REMARKS: TECH NAME:

LINE	QUANTITY	STOCK NO.	DESCRIPTION	UNIT PRICE	AMOUNT
1	2	HB3157NA	WEDGE MINI *K	2.345	4.69
2	2	HB11	HALOGEN BULB 55 Watt	17.595	35.19
3	2	HB7443	MINI BULB *K	2.249	4.50
4				-	-
5				-	-
6				-	-
7				-	-
8				-	-
9				-	-
10				-	-
11				-	-
12				-	-
13				-	-
14				-	-
15				-	-

THE ABOVE VENDOR IS A RE-SELLER OF CREST EAST COAST PRODUCT

PRODUCTS LISTED ABOVE ARE VEHICLE COMPONENTS AND ARE SUBJECT TO SALES TAX.

01478

**SUB TOTAL** \$ 44.38

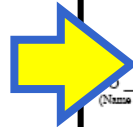
**SALES TAX** 6.625% \$ 2.94

**TOTAL** \$ 47.32

**DON'T WANT TO PAY**

**O.K. THEN  
PLEASE**

**GIVE ME YOUR  
RESALE EXEMPTION  
CERTIFICATE  
OR**



ST-3 (11-99, R-10)

State of New Jersey  
DIVISION OF TAXATION

SALES TAX  
FORM ST-3

PURCHASER'S NEW JERSEY  
CERTIFICATE OF AUTHORITY NUMBER

**RESALE CERTIFICATE**

The seller must collect the tax on a sale of taxable property or services unless the purchaser gives him a properly completed New Jersey exemption certificate.

To be completed by purchaser and given to and retained by seller. See instructions on back. Seller should read and comply with the instructions given on both sides of an exemption certificate.

**"STATE FARM INSURANCE COMPANY"**

Date \_\_\_\_\_

(Name of Seller)

Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

The undersigned certifies that:

- (1) He holds a valid Certificate of Authority (number shown above) to collect State of New Jersey Sales and Use Tax.
- (2) He is principally engaged in the sale of (indicate nature of merchandise or service sold):  
\_\_\_\_\_
- (3) The merchandise or services being herein purchased are described as follows:  
\_\_\_\_\_
- (4) The merchandise described in (3) above is being purchased: (check one or more of the blocks which apply)  
☐ (a) For resale in its present form.  
☐ (b) For resale as converted into or as a component part of a product produced by the undersigned.  
☐ (c) For use in the performance of a taxable service on personal property, where the property which is the subject of this Certificate becomes part of the property being serviced or is later transferred to the purchaser of the service in conjunction with the performance of the service.
- (5) The services described in (3) above are being purchased: (check the block which applies)  
☐ (a) By a vendor who will either collect the tax or will resell the services.  
☐ (b) To be performed on personal property held for sale.

I, the undersigned purchaser, have read and complied with the instructions and rules promulgated pursuant to the New Jersey Sales and Use Tax Act with respect to the use of the Resale Certificate, and it is my belief that the seller named herein is not required to collect the sales or use tax on the transaction or transactions covered by this Certificate. The undersigned purchaser hereby swears (under the penalties for perjury and false swearing) that all of the information shown in this Certificate is true.

NAME OF PURCHASER \_\_\_\_\_ (as registered with the New Jersey Division of Taxation)

Address of Purchaser \_\_\_\_\_

By \_\_\_\_\_

(Signature of owner, partner, officer of corporation, etc.) (Title)

MAY BE REPRODUCED  
(Front & Back Required)

**OUR HARDTRAK ON-LINE INVOICES**

**100% PAID!**

**NEVER DENIED!!!**







**NEW ZZ'S**



# ZZ-1







# SILENT BONDER

**ZZ-1**

# ZZ-1

## NVH SUPPRESSOR

- 2 PART POLYURETHANE (1:1) RATIO
- EXTREMELY FLEXIBLE
- EXCELLENT ANTI-VIBRATION AND SOUND DAMPENING PROPERTIES
- 45 MINUTE BONDABLE OPEN TIME
- 60 MIN WORK TIME
- FANTASTIC NON-SAG
- FILLS VOID BETWEEN INNER STRUCTURE AND OUTER SHEET METAL

CS-45

CE-PB



## PANEL BONDER

- BARE METAL EPOXY ADHESIVE
- 90 MIN. WORK TIME
- 4 HOUR CLAMP TIME
- 10 mil GLASS SPACER BEADS/ PROPER BOND GAP
- STEEL
- ALUMINUM
- SMC
- FIBER GLASS
- REINFORCED PLASTICS
- WRITTEN WARRANTY

A TEAM OF SPECIALTY ADHESIVES FOR:  
**BONDING** AND  
**NOISE, VIBRATION AND HARSHNESS SUPPRESSION**

- DOOR SKINS
- ROOF SKINS
- QUARTER PANELS
- BOX SIDES
- OUTER SHEET METAL APPLICATION

## SILENT BONDER

RECEIVE BOTH CARTRIDGES FOR:

**ZZ-1**

**\$59.95**



WWW.CRESTEASTCOAST.COM

TO RE-ORDER CALL US TOLL FREE AT:

1-866-458-9009

**ONE PROMO PER CUSTOMER  
 LIMITED TIME OFFER!**



# ZZ-2







# TWIN 45'S



WWW.CRESTEASTCOAST.COM  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

**ZZ-2**



CS-45

## NVH SUPPRESSOR 45

- 2 PART POLYURETHANE (1:1) RATIO
- EXTREMELY FLEXIBLE
- EXCELLENT ANTI-VIBRATION AND SOUND DAMPENING PROPERTIES
- 45 MINUTE BONDABLE OPEN TIME
- 60 MIN WORK TIME
- FANTASTIC NON-SAG
- FILLS VOID BETWEEN INNER STRUCTURE AND OUTER SHEET METAL

## NOISE, VIBRATION AND HARSHNESS SUPPRESSION

- WATER-PROOF / ZERO SHRINKAGE OR EXPANSION

### APPLICATIONS

- DOOR SKINS & INTRUSION BEAMS
- ROOF BOWS SKINS AND PANELS
- QUARTER PANELS
- DECK LIDS
- FLOOR PANS
- INTERIOR COMPONENTS
- BOX SIDES
- OUTER SHEET METAL APPLICATION

EXCELLENT FOR ALL SOUND DEADENING APPLICATIONS

NOT FOR USE AS A  
PANEL BONDER  
FOR  
NVH SUPPRESSION  
ONLY!

**TWIN 45'S**

RECEIVE TWO CARTRIDGES FOR:

**ZZ-2 \$59.95**

ONE PROMO PER CUSTOMER  
LIMITED TIME OFFER!

# ZZ-2





"Bullsh-t. It looks to me like the best part of you ran down the crack of your mama's ass and ended up as a brown stain on the mattress.

I think you've been cheated!"





ZZ-3

ZZ-4







# HONEY GUNNY



**ZZ-3**

#AGS



18 oz. net

#WAHC



**ZZ-4**

#AHC



**HONEY GUNNY**

RECEIVE THE ABOVE 2 CANS FOR:



**\$19.95**

## HONEY GUNNY WAND

RECEIVE THE ABOVE 2 CANS PLUS A WAND FOR:

**ZZ-3**

**\$29.95**

### GUNNY SOLV # AGS

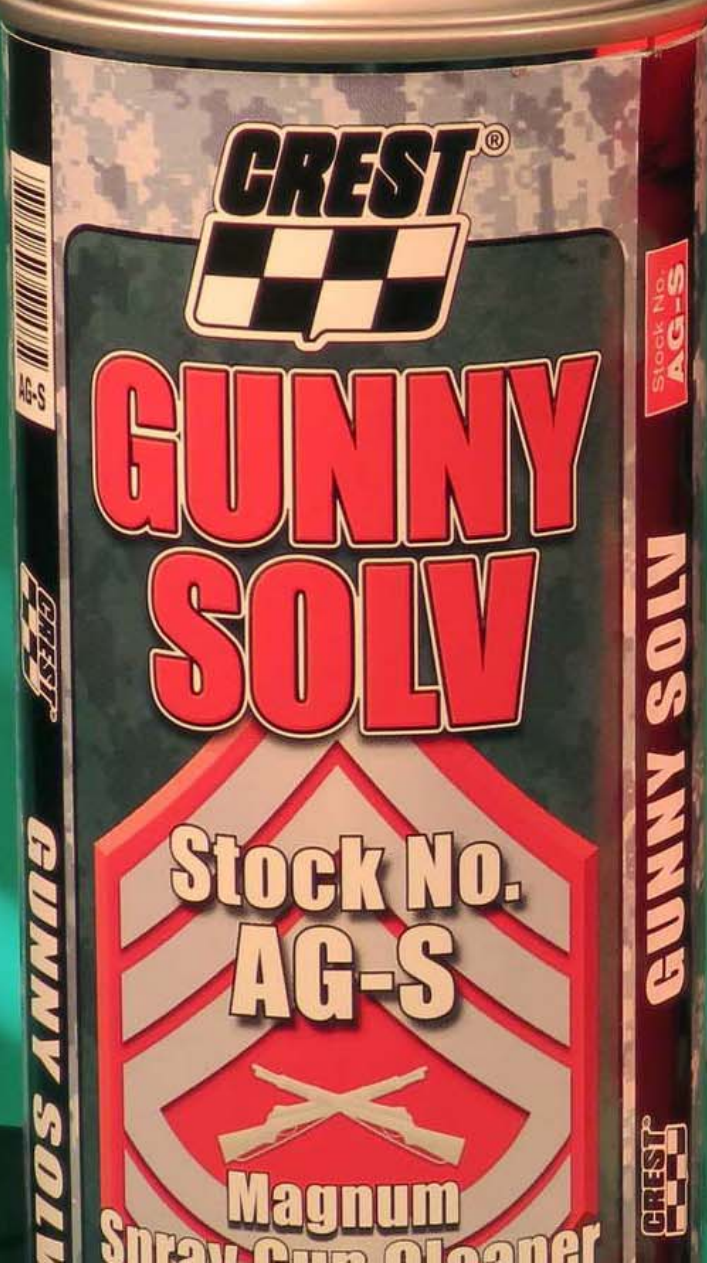
- Extra-strength cleaner with jet blast spray.
- Effectively cleans solvent and water-born paints and coatings.
- **MAGNUM SIZE AND POWER**

### APPLICATIONS

- PAINT GUNS
- UNDERCOAT GUNS
- RUSTPROOFING GUNS
- AND ATTACHMENTS
- AEROSOL SPRAY TIPS
- SPRAY WANDS AND EXTENSIONS

**ONE PROMO PER CUSTOMER  
LIMITED TIME OFFER!**

**ZZ-3**  
**ZZ-4**



**ZZ-5**



# ZZ-5



# GUNNY HI



**JET BLAST SPRAY  
MAGNUM  
SIZE AND POWER**

**ZZ-5**

**HI-SOLV  
NEW SPRAY TIP!**



#AGS  
18 oz. net

#AHS

**GUNNY HI**

**RECEIVE THE ABOVE 2 CANS FOR:**

**ZZ-5**

**\$16.00**

[WWW.CRESTEASTCOAST.COM](http://WWW.CRESTEASTCOAST.COM)  
TO RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009

**ONE PROMO PER CUSTOMER  
LIMITED TIME OFFER!**



ZZ-6



# GUNNY SOLV

Stock No.  
AG-S



Magnum  
Spray Gun Cleaner

For Solvent and  
Waterborne Coatings



# GUNNY SOLV

Stock No.  
AG-S



Magnum  
Spray Gun Cleaner

For Solvent and  
Waterborne Coatings

# ZZ-6



# DOUBLE GUNNY





**GUNNY SOLV  
# AGS  
18.0 oz. NET**



**JET BLAST SPRAY  
MAGNUM  
SIZE AND POWER**



**DOUBLE GUNNY**  
RECEIVE THE ABOVE 2 CANS FOR:



**\$16.00**



[WWW.CRESTEASTCOAST.COM](http://WWW.CRESTEASTCOAST.COM)  
TO RE-ORDER CALL US TOLL FREE AT:  
**1-866-458-9009**

**ONE PROMO PER CUSTOMER  
LIMITED TIME OFFER!**

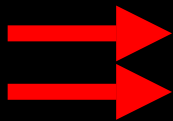


**ZZ-7**





**ZZ-7**



# GUNNY LIGHT TEAM



**JET BLAST SPRAY  
MAGNUM  
SIZE AND POWER  
20% MORE**



**ZZ-7**



**GUNNY SOLV  
# AGS  
18.0 oz. NET**



**GUNNY LIGHT**

**RECEIVE THE ABOVE 2 CANS  
PLUS A MINI LIGHT FOR:**



**www.CRESTEASTCOAST.com  
To RE-ORDER CALL US TOLL FREE AT:  
1-866-458-9009**

**ZZ-7**

**\$19.95**

**ONE PROMO PER CUSTOMER  
LIMITED TIME OFFER!**



# FUTURE PRODUCTS





# Hand Outs!

## New Price List soon!



and  
Catalog Update!





**COCKTAIL  
HOUR:  
5:30**

**THE END**