



MARRIOTT HOTEL NEWPORT, R.I.



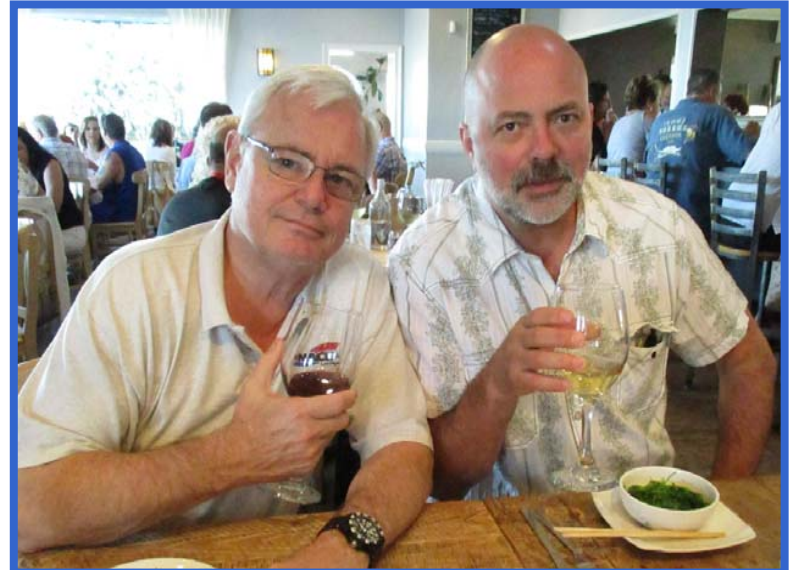


Crest East Coast Inc.

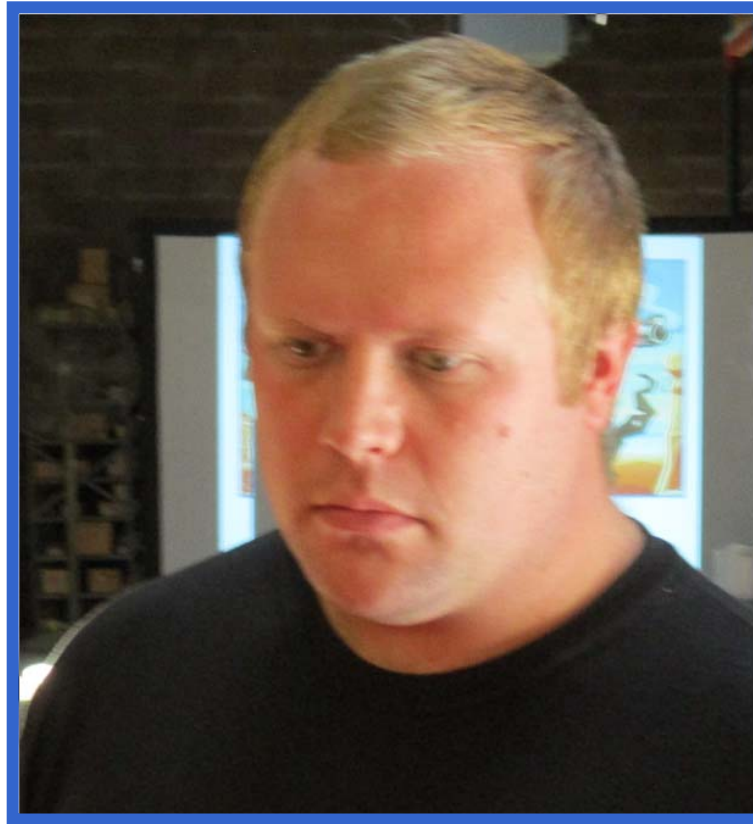
DEC 02, 2017



OPENING REMARKS & INTRODUCTIONS



ROBB GRAY



RETIRES



1099

CONTRACTS

CREST EAST COAST **OPENED FOR BUSINESS**



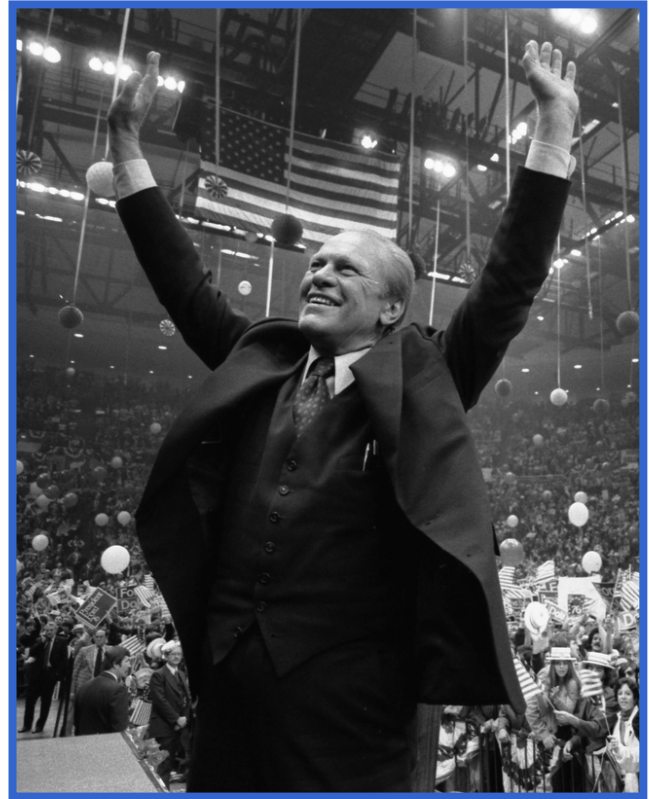
MAY 19, 1975

42 YEARS



1975

1975



1978



Crest Industries Inc, Wyandotte, MI 1978



**LAST
MAN
STANDING**

Bill Skeels
Milt Patterson
Bill Skeels's wife
Joyce Stevens
Rich Garlik
Stew Martin
Jim Sorete
Joyce Stevens
Irv horn & Wife
Bob Cummins
Rick Walsh

Crest, Florida
Crest, Canada
Crest, Florida
Crest Industries, Michigan
Crest Mid-West, St. Louis MO.
Crest East Coast, Brick, NJ.
Crest Mid-West, St. Louis MO.
Crest Industries, Michigan, President
Crest, Chicago IL
Crest Industries, Michigan, Chemist
Crest East Coast, Brick, NJ.

LAST WAREHOUSE MEETING



JUNE 10, 2017





JUNE 10, 2017



JUNE 10, 2017



JUNE 10, 2017



JUNE 10, 2017

NEXT WAREHOUSE MEETING



JUNE 9, 2018



June 2018 						
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
© www.calendarpedia.com						

TRADE SHOWS



SEMA – LAS VEGAS

NOVEMBER 2017



NORTHEAST

Meadowlands Exposition Center
March 16: 5pm-10pm • March 17: 10am-5pm • March 18: 10am-3pm
Presented By AASP/NJ

[Home](#)

[Exhibitor Info](#)

[Sponsorships](#)

[Floor Plan](#)

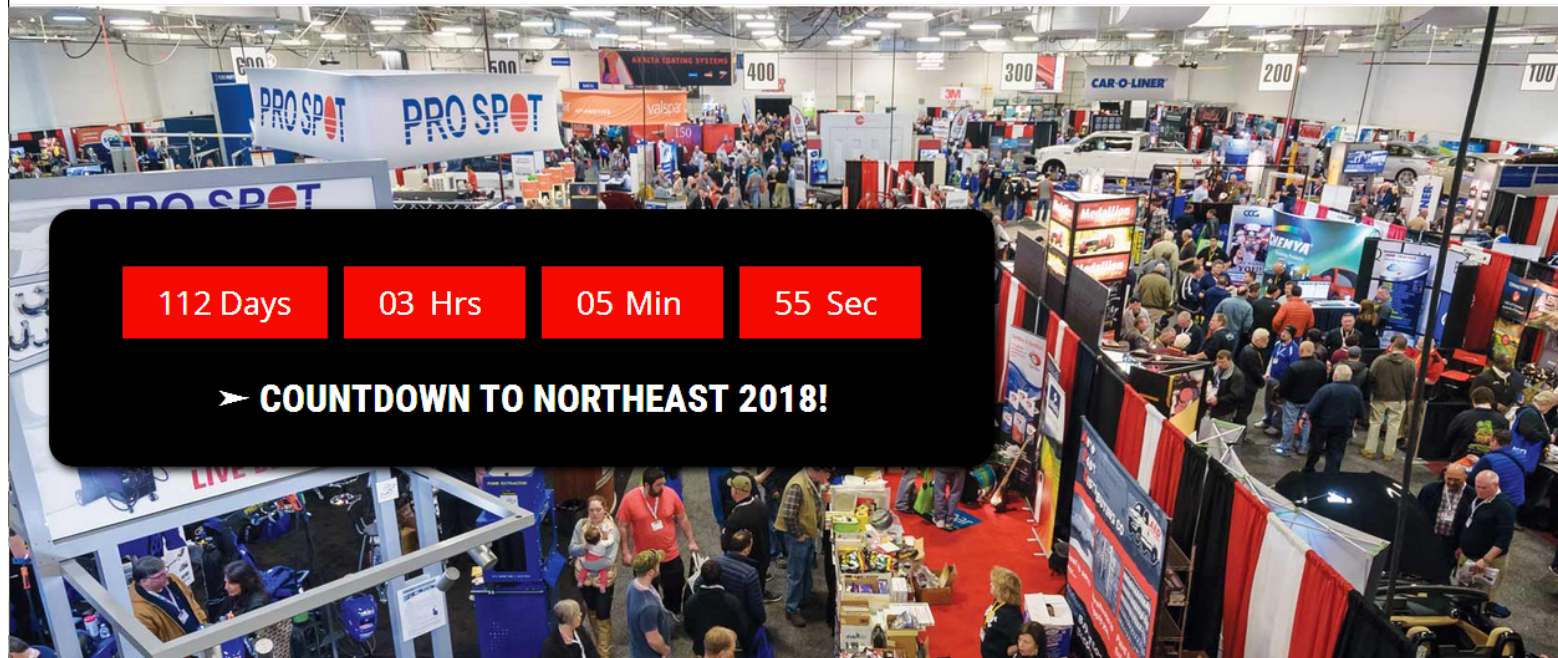
[Events](#)

[Seminars & Demos](#)

[Pre-Registration](#)

[Hotel & Area Info](#)

[Directions](#)



March 16: 5pm-10pm • March 17: 10am-5pm
• March 18: 10am-3pm

THE AASP SHOW





REACH *GOAL!*

STICK TO IT

GET TO WORK

MAKE PLAN

SET GOAL

SALES GOALS



RECENT NEW PRODUCTS





STICK UP

SPEEDY TACK - 10/MO.

STICK UP - 20/MO.

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

**RECENT NEW
PRODUCTS**

S77763



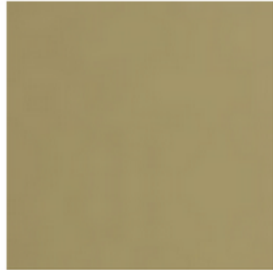
S77763 - 16/MO.

S77763



40

**RECENT NEW
PRODUCTS**



Ez Coat - Direct to Metal Color Coating, Tan, 12 oz. Aerosol

Item #: SEM 62253

- Duplicates factory appearance
- Direct to metal and aluminum
- Quick curing and hiding
- Available in 7 popular OEM colors
- Paintable with most automotive basecoats

Weight: 1.15 lb

Your Price: **\$17.72**

Add to Cart

Ground Shipping Only

S62283

S62293

EZ
COAT

ZDCRL



ZDCRL - **61**/MO.

ZDCRL - **6**/MO.

42

Price increase! 23%

RECENT NEW
PRODUCTS

28



www. CREST EAST COAST .com
866-458-9009

EZ-WARE FLEXSYS - 2017



**RECENT NEW
PRODUCTS**



EZ-WARE FLEXSYS HOT RACK 160 - 2017



- Is your hardware system old and outdated?
- Are your tech's wasting time looking through old assortments to try to find the few current clips they need right NOW!
- The **EZ-WARE "FLEXSYS" HOT RACK 160** represents 92% of all hardware purchases from our database of over 2000 active customers!
- It is the most current hardware system offered by any hardware vendor on the planet!
- We make your hunt for the right hardware **EZ and AFFORDABLE!**



CREST **HOT RACK 160**
SYSTEM

HARDWARE JUST GOT **EVEN EASIER !!!**
ORDER ONLY WHAT
"YOU" WANT
IN EACH ASSORTMENT!

EZ-WARE "FLEXSYS" HOT RACK 160

A modern "FLEXIBLE" hardware storage system, consisting of 8 pre-labeled drawer assortments with **160** illustrations on the drawer lid labels of the **LATEST TOP SELLING** hardware numbers essential to repair the late model and new vehicles in your shop!
JUST IMAGINE - NO "DEAD" NUMBERS!!!

www. CREST EAST COAST.COM 866-458-9009

CREST **EZ-WARE**
LESS IS BETTER

**RECENT NEW
PRODUCTS**



1 EZ-WARE FLEXSYS 50 - HOT RACK

CONTAINS:

- 50 BOXES OF HARDWARE (YOUR CHOICE)
- 8 PRELABELED ASSORTMENT DRAWERS
- 2 FOUR DRAWER SLIDER RACK CABINETS TO STORE YOUR 8 DRAWERS
- 1 STAND

Stock # **EZR-8D50** **\$660.00**

UNITS SOLD - **8**

**TOP 50 HARDWARE
NUMBERS SINGLE
STOCK NUMBER
SHORT CUT –
#EZT50**

**RECENT NEW
PRODUCTS**

OR CHOOSE:

2 EZ-WARE FLEXSYS 50 - EZ-PAY



CONTAINS: ALL OF THE ABOVE WITH PAYMENT TERMS

- PURCHASE AGREEMENT / PAY \$66.00 mo. For 12 months. / \$792.00 OVER 1 YEAR

Stock # **EZR-66X12** **\$66.00/MO.**



TOP 50 HARDWARE
NUMBERS SINGLE
STOCK NUMBER
SHORT CUT –
#EZT50

**RECENT NEW
PRODUCTS**

3

EZ-WARE FLEXSYS 25 - DRAWER RETROFIT

CONTAINS:

- 25 BOXES OF HARDWARE (YOUR CHOICE)
- 8 PRELABELED ASSORTMENT DRAWERS - (JUST THE DRAWERS - **NO RACK**)

Stock # EZ-8D25 \$299.00



UNITS SOLD – 0

**RECENT NEW
PRODUCTS**

DISCONTINUED ZZ'S



HALFA HUSKY



\$9.95 !

LIMITED SUPPLY OFFER!

ONLY

6

UNITS AVAILABLE!

#	SOLD TO:
1	
2	
3	
4	
5	
6	

OUR BEST HAND CLEANER!!!
SO MANY TECHNICIANS RATE HUSKY NUT
BUSTER AS THE BEST HAND CLEANER ON
THE MARKET THAT WE WILL MAKE THIS
OFFER !

DON'T LIKE IT!
RETURN THE DISPENSER FOR A \$9.95
CREDIT!

WHAT DO YOU HAVE TO LOSE?

ZZ-1 \$9.95 !.

**RECEIVE HALF A KEG
OF HUSKY NUT BUSTER
AND A DISPENSER FOR
\$9.95**



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

**LIMITED SUPPLY OFFER!
ONE PER CUSTOMER!**

**“NEW” STOCK
NUMBER**

PERMINENT

ZBHNB 1/2





DISCONTINUED
DISCONTINUED
DISCONTINUED

ZZ 10



STICKY SITUATION COMBO!

All this for:
\$49.00!



WOW!
Suggested price
for these items
is \$81.00!

ZZ-10 \$49.00

Includes the following:

- ☐ **BSU , Stick Up** High solids weatherstrip/Trim? Gasket adhesive. 8OZ can.
- ☐ **AAA, Trim Cement**, (aerosol) Sprays a fine mist. Fast Tack and long tack range.
- ☐ **AWS, Web Stick**, (aerosol) Adjustable width cobweb spray.
- ☐ **TGA, Clear Tack**, (squeeze tube) Clear Gel. No Drip!
- ☐ **AAS, Acry- Solv** (aerosol) For pre-clean and post application clean up.



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

LIMITED TIME OFFER!

ZZ 10



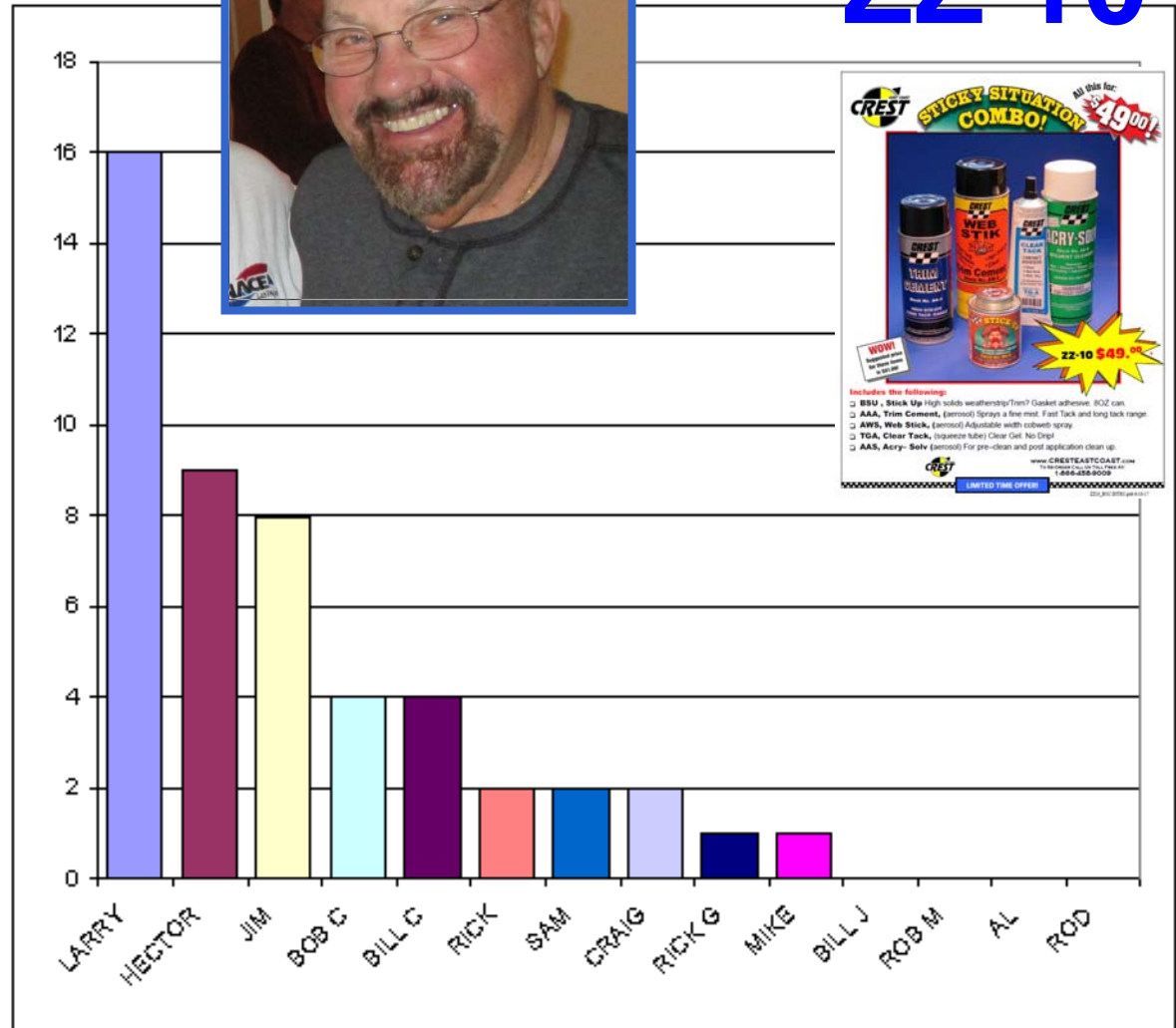
ZZ 10

1	ZZ10	
2	LARRY	16
3	HECTOR	9
4	JIM	8
5	BOB C	4
6	BILL C	4
7	RICK	2
8	SAM	2
9	CRAIG	2
10	RICK G	1
11	MIKE	1
12	BILL J	
13	ROB M	
14	AL	
15	ROD	

TOTAL 49

49

SALES \$
\$ 2,401.00



ZZ-11



1/2" THICK n' Thin Combo



Includes:

RXX1/2, 2 sided Tape. .045 thick, 1/2" wide, 24 yards
T49651/2, CLEAR 2 sided tape. Paper thin, 1/2" wide, 108 feet
BTT, Tape Tack , Adhesion Promoter

ZZ-11

\$49.00



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

LIMITED TIME OFFER!

ZZ11_RXX BTT T4965.pub 061017



ZZ-11

ZZ11

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

16
9
7
5
4
3
2
1

TOTAL

47

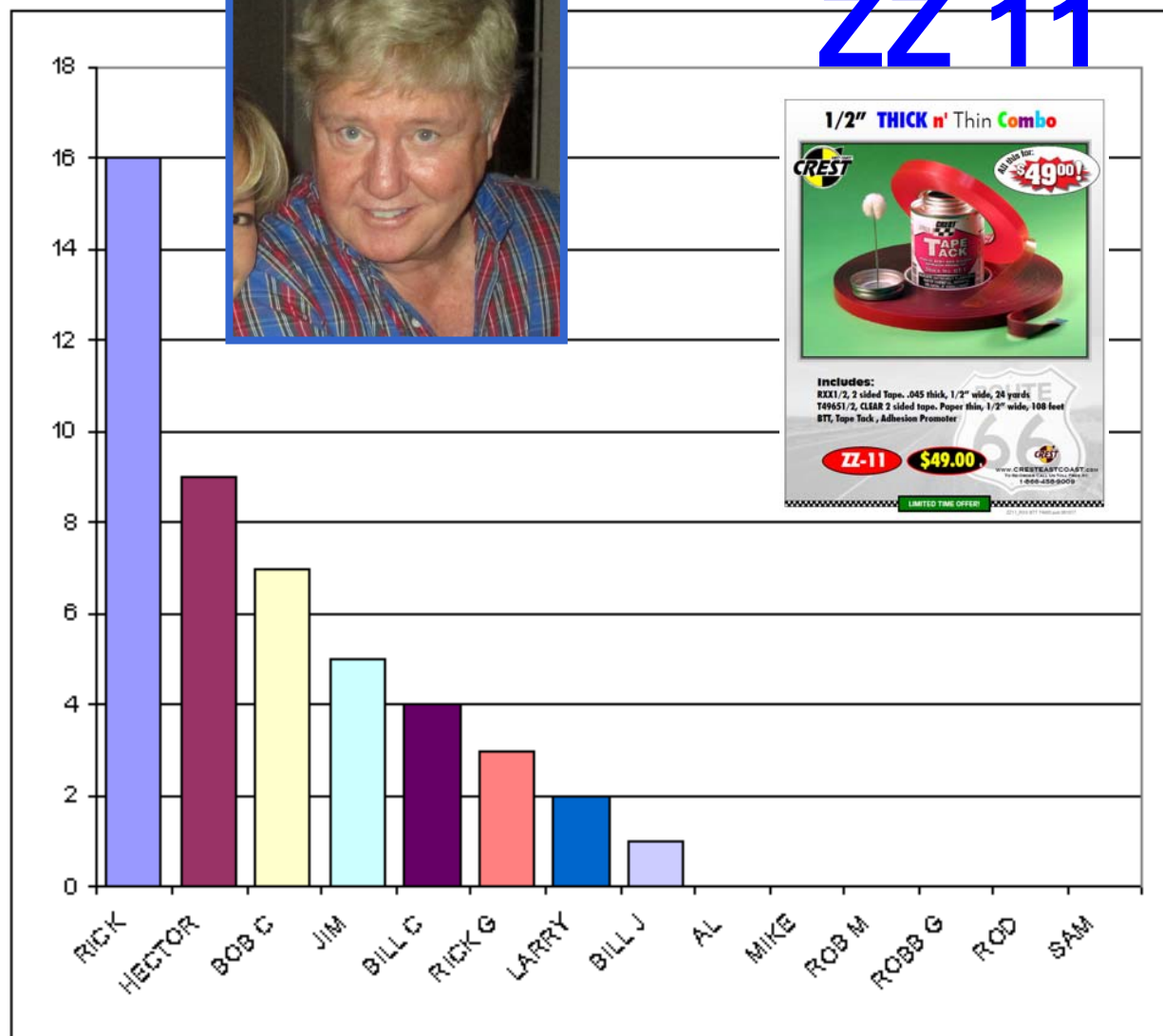
49

SALES \$

\$ 2,303.00



ZZ 11



DEMO

ZZ-12



ZZ-12



ZZ-12— 1/4" Multi Mil Combo

WOW!



- ☐ 1/4" wide, .32 mil thick
- ☐ 1/4" wide, .45 mil thick
- ☐ 1/4" wide, .63 mil thick
- ☐ Tape Tack

\$59.95

**STRICT LIMIT of ONE
(1) per customer!
NO EXCEPTIONS!**

Don't ever have a molding fall off because
you didn't have correct size molding tape.
Always use Tape Tack , BTI, for added
Insurance



FIND US ON THE WEB AT:
WWW.CRESTEASTCOAST.COM
TOLL FREE: 866-458-9009

ZZ12

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

13
8
5
3
2
1

TOTAL

32

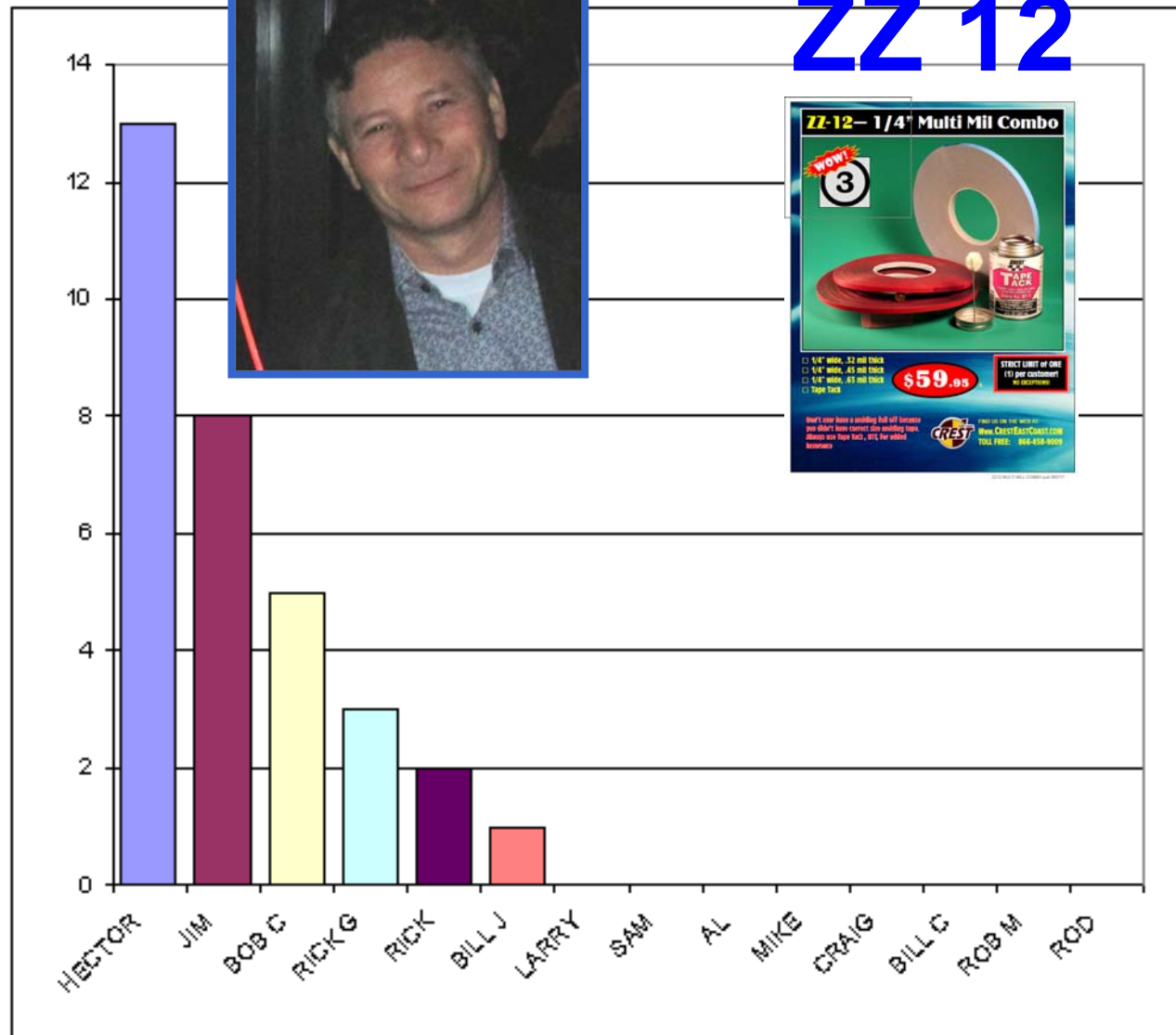
59.95

SALES \$

\$ 1,918.40



ZZ 12





ZZ-13





HOT TIP OF THE DAY

Stock No. ZZ-13

ZZ-13



New vs. Old

The new spray tip on APEB and AT2 has a wider, more comfortable platform AND an extended nozzle to prevent drips!

Fan spray is adjustable for vertical or horizontal pattern!



ZZ-13 Includes:

(3) APEB – Etch Coat (Black)

Self-etching primer with excellent adhesion and anti-corrosion properties. Resists UV breakdown. Excellent base for additional primer surfacers and topcoats.

(3) AT2 – Trim Coat (Satin Black)

Perfect for the popular "Blacked Out" look!

For: Steel, Chrome, Stainless, Aluminum and Plastic.

**ALL FOR
\$69.00!**

**THE
FUTURE
OF THE
"TIP"**



ZZ13

1	LARRY	28
2	AL	7
3	SAM	5
4	BOB C	4
5	JIM	3
6	RICK	3
7	RICK G	3
8	BILL C	2
9	HECTOR	
10	BILL J	
11	MIKE	
12	ROBB G	
13	ROB M	
14	ROD	

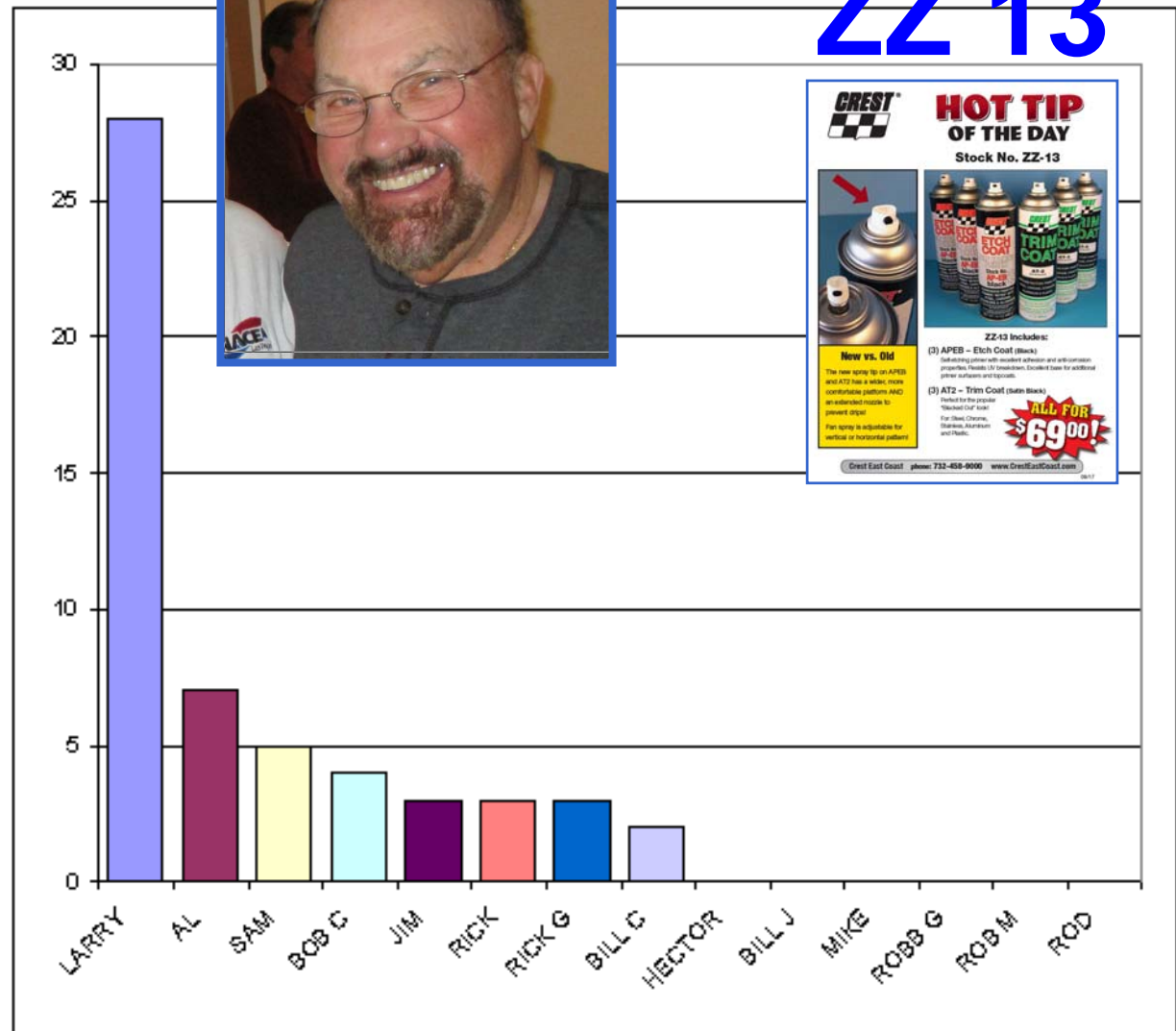
TOTAL 55

69

SALES \$
\$ 3,795.00



ZZ 13



HOT TIP OF THE DAY

Stock No. ZZ-13

New vs. Old
The new spray tip on APES and ATZ has a wider, more controllable pattern AND an extended nozzle to prevent drip!
Fan spray is adjustable for vertical or horizontal pattern!

ZZ-13 Includes:

- (1) APES - Etch Coat (Black)
Safely etches primer with instant adhesion and self-corrosion protection. Provides UV protection. Etched base for additional primer adhesion and longevity.
- (1) ATZ - Trim Coat (Clear/Black)
Perfect for the proper "finned" look!
For Steel, Chrome, Stainless, Aluminum and Plastic.

ALL FOR \$69.00!

Great East Coast phone: 732-458-8000 www.GreatEastCoast.com

ZZ-14, 15, 16, 17



WANTED

THE QWIK AND THE DEAD

ASK HOW TO
GET A
FREE!
AMMO
BOX

\$60.00



THERE'S
A NEW
SHERIFF
IN TOWN!

QWIK DRAW 3030

PICK YOUR POSSE



DOUBLE QWIK
ZZ-14 6



BLACK & TAN
ZZ-15 6



QWIK-JET
ZZ-16 6

"LIMIT"
RECEIVE
ONE FREE
AMMO BOX
PER CUSTOMER!!
WITH YOUR ORDER!!!
GREAT STATIC MIXER STORAGE



PURCHASE
ANY ONE POSSE
YOU PAY
60 BUCKS

FULL POSSE
ZZ-17 5
EVERY THING ABOVE
PLUS 50 STATIC MIXERS
\$250


ZZ-14, 15, 16, 17



REWARD

REWARD




SHERIFF QWIK BLACK



CREST
THERE'S
A NEW
SHERIFF
IN TOWN!

BOUNTY HUNTER

SALES CONTEST - SURPRISE PRIZES
AWARDED AT NEW PORT R.I. ROUND UP - DEC. 2 2017

 <p>SHERIFF QWIK BLACK</p>	 <p>VIGILANTE</p>	 <p>BOUNTY HUNTER</p>
<p>REWARD PAID TO THE COWBOY WHO SOLD THE MOST "UNITS" OF THE NEW QWIK BLACK</p>	<p>REWARD PAID TO THE COWBOY WHO SOLD THE MOST "ZZ'S" OF ALL THE COMBINED QWIK DRAW PRIMO'S!!!</p>	<p>REWARD PAID TO THE COWBOY WHO COLLECTED THE MOST "DOLLARS" OF ALL THE COMBINED QWIK DRAW PRIMO'S!!!</p>

**CONTEST DEADLINE—ONE WEEK BEFORE THE POSSE MEETS!
BETTER BE QWIK AND GET YOUR ORDERES IN BEFORE THEN!**

REWARD 1000.psb 100917

SALES CONTEST - SURPRISE PRIZES
AWARDED AT NEW PORT R.I. ROUND UP - DEC. 2 2017



**SHERIFF
QWIK BLACK**

**REWARD
PAID TO THE
COWBOY
WHO SOLD
THE MOST**

“UNITS”

**OF THE NEW
QWIK BLACK**



VIGILANTE

**REWARD
PAID TO THE
COWBOY
WHO SOLD
THE MOST**

“ZZ’S”

**OF ALL THE COMBINED
QWIK DRAW PROMO’S!!!**



BOUNTY HUNTER

**REWARD
PAID TO THE
COWBOY
WHO COLLECTED
THE MOST**

“DOLLARS”

**OF ALL THE COMBINED
QWIK DRAW PROMO’S!!!**



OLDER BUT STILL ACTIVE !



DOUBLE BLACK



BOTH FOR
\$49.00

Fix All Adhesive!

Receive TWO QWIK BLACK for



WWW.CRESTEASTCOAST.COM

TO RE-ORDER CALL US TOLL FREE AT:

1-866-458-9009

ZZ-18 \$49.00

NO SUBSTITUTIONS. PLEASE

LIMITED TIME OFFER!
ONE PER CUSTOMER!

ZZ-18

Active



MIKE AND HIS GLUE



URETHANE VS EPOXY

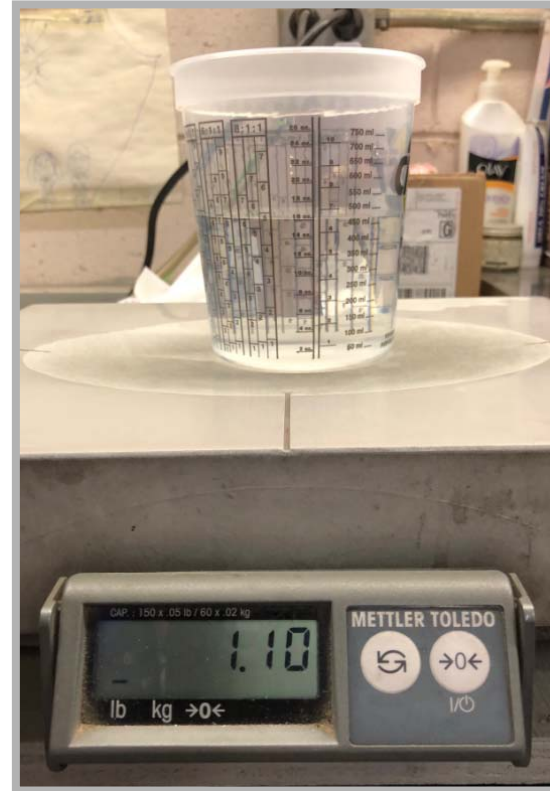
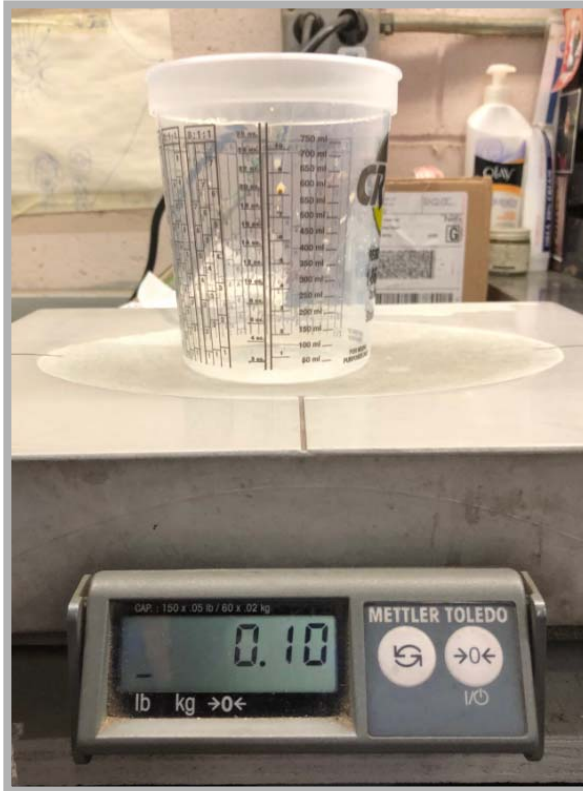


What's The Difference?

BREAK



WEIGHT VS VOLUME



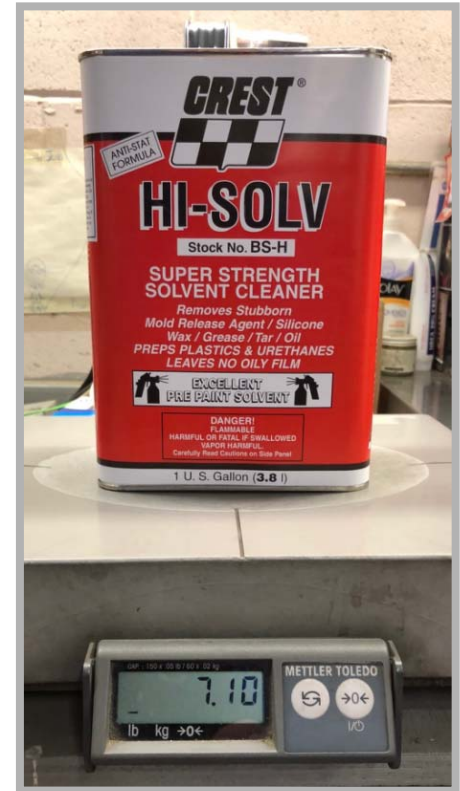
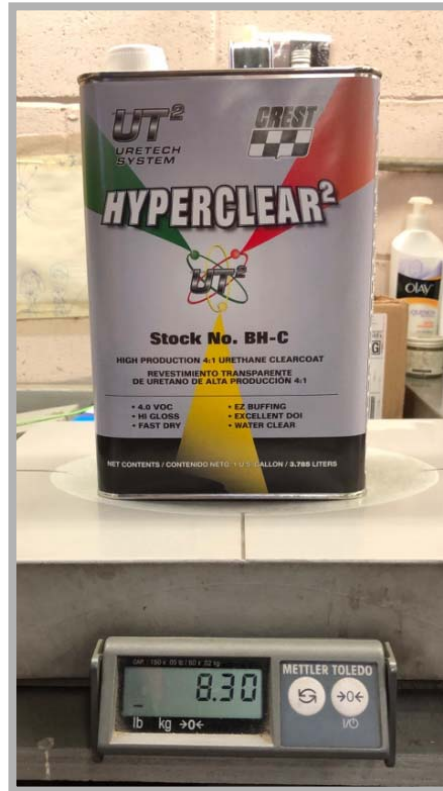
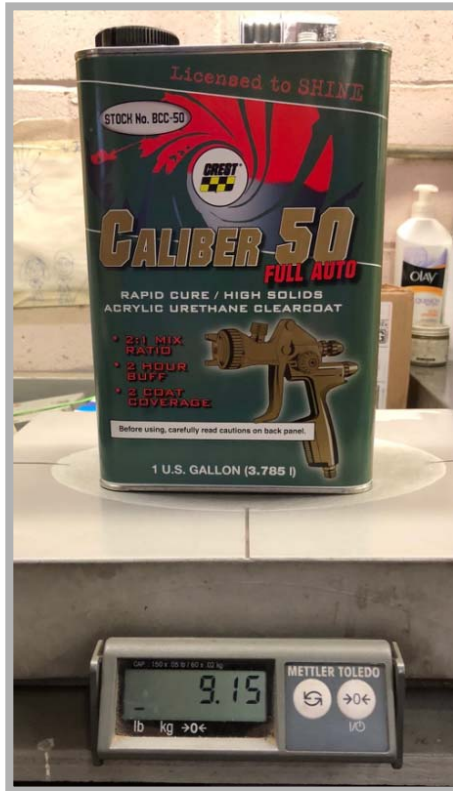
How much does a “pint” of water weigh?

WEIGHT VS VOLUME



*How much does a “gallon” of
water weigh?*

WEIGHT VS VOLUME



Whats the point?

Mix OUR paint by VOLUME!

PAINT INTRODUCTION



HOW TO MIX CLEAR COAT PAINT

Google Search

I'm Feeling Lucky

PLAY VIDEO NOW

BRIEF HISTORY OF PAINT



ACCORDING TO
CREST EAST COAST!

IN THE BEGINNING



THERE WAS "FLEX AGENT"

TIMELINE – 30 YEARS

ULTRA TRON	1980 DISC
HYPERCLEAR	1990 DISC
CREST CLEARS	2000 DISC
HI FLEX	2000 DISC
ULTRA FLEX	2008 DISC
HYPERCLEAR2	2006 INTRO
CALIBER 41	2008 INTRO
CALIBER 38	2008 INTRO
CALIBER 50	2010 INTRO
MACH 1	2012 INTRO

BHC

MEDIUM SOLIDS - HYPER CLEAR

HYPER CLEAR

PERCENT
SOLIDS
35 %
HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



4 : 1
MIX RATIO

**UNIVERSAL HIGH PRODUCTION
ACRYLIC URETHANE CLEAR COAT**
Stock #: BHC

HYPER ACTIVATORS

Stock #: BHCA65



FAST SPEED ACTIVATOR
65°F—75°F TEMP RANGE

Stock #: BHCA75



MEDIUM SPEED ACT.
75°F—85°F TEMP RANGE

Stock #: BHCA85



SLOW SPEED ACTIVATOR
85°F + TEMP RANGE

FLASH TIME	DUST FREE	SAND / BUFF	DELIVER
8 - 10 min	20 - 30 min.	3 - 4 hours	8 hours

HYPER CLEAR 2

ECS BMS

**** Sales History ****

BHC	Customer Name	Phone	Last	Order	Units
LTD---	Units-----	Sales-----	Cost		Average--
1	SUSSMAN HONDA	215-657-7050	11/19/17	5132790	5
	1,293 67,350.77	42,458.01			
2	BUDMAN ALIGN. & BODY WORK	609-882-0686	11/19/17	5131550	4
	590 35,066.55	18,476.10			
3	PARLIN COLLISION II	732-721-1010	02/25/14	4395690	2
	576 33,365.47	17,543.10			
4	OCEAN BAY AUTO BODY	732-899-7900	10/26/17	5126390	2
	522 30,557.68	16,381.73			
5	ACE AUTO BODY	201-858-9053	11/10/17		
	430 26,351.77	13,725.51			
6	AMERICA COLLISION	201-863-7741	08/01/14		
	377 21,612.24	11,403.30			
7	J & S AUTO REPAIR	631-582-5296	11/20/17		
	347 21,537.28	11,367.89			
8	GIFFORD AUTO BODY	908-526-3570	11/19/17		
	297 715.16	9,745.78			
9	NEWARK AUTO BODY AND SER	973-589-7456	05/22/13		
	297 16,374.40	8,647.20			

<ESC to Exit> / <F1=Help> / F3 to Enter Date

13,584 gal.

9-26-06

ECS BMS

*** Purchase History ***

BHC	Ordered	Received	Days	Invoice#	Po #	Rcvr#	Units
Name				Phone #		Fax #	
1	11/29/06	12/13/06	14	101737	2172	1	144
CREST INDUSTRIES				800-822-4100		800-344-4461	
2	10/27/06	11/09/06	13	100713	2146	1	144
CREST INDUSTRIES				800-822-4100		800-344-4461	
3	09/26/06	10/18/06	22	99871	2127	1	36
CREST INDUSTRIES				800-822-4100		800-344-4461	

<ESC>=Exit / F3=By Date Range / F9=Clear Screen

13,584 Line#=Vie

BCC

CALIBER 41

PERCENT
SOLIDS
42 %.

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



4 : 1
MIX RATIO

**HIGH SOLIDS \ HIGH GLOSS
OVERALL BAKE BOOTH CLEAR**
Stock #: BCC

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	20 - 30 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	25 - 35 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	35 - 45 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

Caliber 41

ECS BMS

**** Sales History ****

BCC	Customer Name	Phone	Last	Order	Units
LTD---	Units-----	Sales-----	Cost		Average--
1	ACTION AUTO RESTORATIONS	609-812-1818	11/08/17	5134290	2
	112	61.75	4,125.70		
2	C R SOLUTION	732-503-2274	10/26/16	4938260	2
	100	143.52	3,550.60		
3	TOM SHOCKEY COLLISION	717-762-9171	06/10/11	3825080	4
	88	160.62	2,887.04		
4	AMERICAN AUTO COLLISION	617-782-7866	0		
	64	61.75	2,175.44		
5	NESHAMINY AUTO BODY	215-752-8220	1		
	62	3,646.74	2,221.72		
6	J M AUTO BODY	610-534-5226	1		
	59	3,668.37	2,220.88		
7	PETE'S ROD NEST	609-358-1248	1		
	56	3,527.54	1,877.26		
8	J C CUSTOMS	267-647-8662	0		
	46	2,798.16	1,646.76		
9	C & E AUTO BODY	978-532-2382	0		
	44	55.36	1,427.20		

<ESC to Exit> / <F1=Help> / F3 to Enter

1,418 gal.

5-08-08

ECS BMS

*** Purchase History ***

BCC	Ordered	Received	Days	Invoice#	Po #	Rcvr#	Units
Name				Phone #		Fax #	
1	04/30/08	05/08/08	8	118204	2605	1	48
CREST INDUSTRIES				800-822-4100		800-344-4461	

<ESC>=Exit / F3=By Date Range / F9=Clear Screen

1,418
Line#=View

BCC38

CALIBER 38 Special

PERCENT
SOLIDS

39 %

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



4 : 1
MIX RATIO

O.E.M. APPEARANCE PRODUCTION
COLLISION CLEAR
Stock #: BCC38

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	5 - 10 min
DUST FREE	10 - 15 min.
SAND / BUFF	8 hours
DELIVER	12 + hour

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	15 - 20 min.
SAND / BUFF	8 hours
DELIVER	12 + hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	15 - 20 min
DUST FREE	20 - 25 min.
SAND / BUFF	8 hours
DELIVER	12 + hours

Caliber 38

ECS BMS

**** Sales History ****

BCC38 CALIBER 38 SPEC. CLEAR(39)

Customer Name	Phone	Last	Order	Units	Price
LTD---Units-----Sales-----Cost				Average---	Price---
1 D S A COLLISION CENTER	215-672-4690	11/13/17	5136540	2	59.09
373 18,770.45 12,189.08					50.32
2 MAINWAY AUTO COLLISION	631-232-3500	11/20/17	5138840	2	0.00
364 0.00 12,337.20					0.00
3 CONTINENTAL CAR CARE	631-981-0101	08/19/15	4698530	1	68.02
293 17,471.13 9,237.52					
4 CAR CURE	610-430-2010	04/21/17			
238 13,162.02 8,014.08					
5 REPUBLIC AUTO BODY	631-423-9588	09/02/15			
224 0.00 7,228.00					
6 P A S INC.	631-385-0663	10/13/17			
222 13,070.58 7,336.96					
7 NEWTON COLLISION REPAIR	631-273-0983	10/23/14			
213 1,354.10 6,883.48					
8 DICK HOGG AUTO BODY	610-622-0500	10/25/17			
211 13,553.62 7,112.22					
9 J M AUTO BODY	610-534-5226	10/16/17			
206 12,771.46 6,793.10					

<ESC to Exit> / <F1=Help> / F3 to Enter Date

CREST INDUSTRIES 800-822-4100

9,062 gal.

ECS BMS

*** Purchase History ***

BCC38	CALIBER 38 SPEC. CLEAR(39)						
Ordered	Received	Days	Invoice#	Po #	Rcvr#	Units	
Name			Phone #		Fax #		
1	10/24/08 10/30/08	6	456	2737	1	60	
CREST INDUSTRIES			800-822-4100		800-344-4461		
2	09/25/08 10/17/08	22	123746	2718	1	240	
CREST INDUSTRIES			800-822-4100		800-344-4461		
3	08/27/08 09/09/08	13	122533	2704	1	60	
CREST INDUSTRIES			800-822-4100		800-344-4461		
4	07/31/08 08/13/08	13	121559	2682	1	48	
CREST INDUSTRIES			800-822-4100		800-344-4461		
5	06/26/08 07/03/08	7	120373	2657	1	144	
CREST INDUSTRIES			800-822-4100		800-344-4461		

9,052

<ESC>=Exit / F3=By Date Range / F9=Clear Screen

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7-03-08

BCC50

HIGH SOLIDS - CALIBER CLEARS

CALIBER 50



PERCENT
SOLIDS
49 %.

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



2 : 1
MIX RATIO

RAPID CURE / HIGH SOLIDS
EURO PRODUCTION CLEAR
Stock #: BCC50

CALIBER ACTIVATORS

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	4 - 8 min
DUST FREE	12 - 15 min.
SAND / BUFF	1.5 - 2 hours
DELIVER	3 hours

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	5 - 10 min
DUST FREE	15 - 20 min.
SAND / BUFF	2 - 3 hours
DELIVER	3 - 4 hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	25 - 35 min.
SAND / BUFF	2 - 3 hours
DELIVER	3 - 4 hours

Caliber 50

ECS BMS

**** Sales History ****

BCC50 CALIBER 50 CLEAR (39)

Customer Name	Phone	Last Order	Units	Price
LTD---Units-----Sales-----Cost			Average---	Price---
1 GARDEN STATE COLLISION C 903-686-9405	11/13/17	5137140	3	0.00
399 77.25 13,111.01				0.19
2 NORTH BELMORE BODY 516-785-4862	11/09/17	5135290	1	0.00
309 360.05 13,535.90				1.16
3 HAMILTON AUTO BODY 732-545-3725	11/14/17	5137930	2	0.00
250 0.00 11,226.44				
4 RELATIONS AUTO BODY 631-588-5535	06/			
200 327.30 8,197.12				
5 HI TECH AUTO BODY 617-876-9545	08/			
166 0.00 7,421.11				
6 MAXIMUM AUTO BODY 631-588-0619	11/			
147 0.00 6,685.37				
7 CONCOURS AUTO BODY 631-585-9586	10/			
147 1,427.34 6,603.05				
8 PAINTMASTER AUTO BODY 732-270-1700	08/			
109 427.20 4,879.09				
9 AUTO BODY SQUAD 617-803-8641	10/			
96 84.98 4,119.07				

<ESC to Exit> / <F1=Help> / F3 to Enter

4,304 gal.

3-11-10

ECS BMS

*** Purchase History ***

BCC50	CALIBER	50	CLEAR (39)				
Ordered	Received	Days	Invoice#	Po #	Rcvr#	Units	
Name			Phone #		Fax #		
1	10/26/10	11/09/10	14	149765	3289	1	20
CREST INDUSTRIES				800-822-4100		800-344-4461	
2	09/28/10	10/12/10	14	148848	3264	1	12
CREST INDUSTRIES				800-822-4100		800-344-4461	
3	08/31/10	09/14/10	14	1477762	3244	1	24
CREST INDUSTRIES				800-822-4100		800-344-4461	
4	07/27/10	08/06/10	10	146430	3217	1	10
CREST INDUSTRIES				800-822-4100		800-344-4461	
5	06/29/10	07/14/10	15	145394	3198	1	20
CREST INDUSTRIES				800-822-4100		800-344-4461	
6	04/29/10	05/13/10	14	143301	3141	1	12
CREST INDUSTRIES				800-822-4100		800-344-4461	
7	03/29/10	04/14/10	16	142194	3116	1	30
CREST INDUSTRIES				800-822-4100		800-344-4461	
8	02/23/10	03/11/10	16	141004	3086	1	100
CREST INDUSTRIES				800-822-4100		800-344-4461	

4,304

<ESC>=Exit / F3=By Date Range / F9=Clear Screen

Line#=View

BCM1

MEDIUM SOLIDS - MACH1 - SUPER PRODUCTION CLEAR COAT

MACH 1 CLEAR

PERCENT
SOLIDS
36 %.

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



4 : 1
MIX RATIO

45 MINUTE - SUPER PRODUCTION CLEAR

MACH¹ - 45 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, jambs and single panel applications where a fast delivery is required.
- Same Day delivery!
- Two Coat Coverage
- 4:1 Mix ratio
- 45 Minute Sand / Buff (2 Coats @ 77°F, 50% R.H.)
- MACH 1 has excellent Flow and Gloss

Mach 1 - Clear / Gallon # BCM1

Activator - Activator / Quart # BAM1

FLASH TIME	DUST FREE	SAND / BUFF	DELIVER
2 - 3 min	20 - 30 min.	45 minutes	45 minutes

Mach1

ECS BMS

**** Sales History ****

BCM1 MACH 1 CLEAR - GAL.(43)

Customer Name	Phone	Last	Order	Units
LTD---Units-----Sales-----Cost				Average--
1 TETER AUTO BODY	717-647-0109	11/10/17	5136240	2
63 171.33 2,696.91				
2 BODY'S UNLIMITED AUTO BO	732-988-8811	11/07/17	5133320	1
55 0.00 2,305.40				
3 KERMIES TOWING	516-204-2594	01/05/15	4568620	4
40 0.00 1,660.00				
4 ALL CAR COLLISION	732-462-1873	02/24/14	4394920	2
28 0.00 1,162.00				
5 DENNIS & DON'S COLLISION	732-297-7933	10/18/1		
27 2,232.63 1,146.29				
6 LACEY COLLISION INC	609-971-0977	04/20/1		
25 0.00 1,045.05				
7 AUTO EXCELLENCE AUTO BOD	631-499-4336	05/03/1		
24 66.82 1,018.27				
8 SAL'S AUTO BODY SHOP	732-968-2214	06/11/1		
23 0.00 954.50				
9 J M AUTO BODY	610-534-5226	08/07/1		
23 78.85 982.56				

<ESC to Exit> / <F1=Help> / F3 to Enter Date

810 gal.

7-11-12

ECS BMS

*** Purchase History ***

BCM1 MACH 1 CLEAR - GAL.(43)

Ordered	Received	Days	Invoice#	Po #	Rcvr#	Units
Name			Phone #		Fax #	
1 06/27/12 07/20/12	23	173678	3845	1	84	
CREST INDUSTRIES		800-822-4100			800-344-4461	
2 07/06/12 07/11/12	5	173279	3855	1	24	
CREST INDUSTRIES		800-822-4100			800-344-4461	

<ESC>=Exit / F3=By Date Range / F9=Clear Screen

810 Line#=View

END RESULT - 11 YEARS

13,584 gal.

1,418 gal.

9,062 gal.

4,304 gal.

810 gal.

29,178 gal.

SOLD

Think about it!

29,178 gal.

SOLD \$100 / gal. = \$3,000,000.00

One gal / week

\$300 / gal. SAVINGS = \$15,000 yr.

Our customers SAVED at \$300 / gal. =

\$9,000,000.00

Otherwise, Our customers would have spent

\$12,000,000.00

11 YEARS – NO COMBACKS

29,178 gal.

X 1-QT / JOB

150,194

CARS PAINTED

PAINT

**THE “SINGLE”
MOST EXPENSIVE
MATERIAL A
BODY SHOP
BUYS!**

TIMING IS EVERYTHING!



**WHEN “BIZ”
IS SLOW!
MONEY IS
TIGHT!**

THIS IS THE
“BEST TIME”
TO TALK
CLEAR!



HOW MUCH?



380



REDUCER - \$60.00

CLEAR - \$190.00

ACTIVATOR - \$130.00

BIG MONEY



JACK'S BODY SHOP



My short story of clear!

It all started with a phone call!



*Billy says to me,
“Jack wants to see you Monday . . .!”*

THE GREEN BOOK STORY

89

I take my show on the road!



My Pitch

GUIDELINES

*THESE ARE WHAT YOU MIGHT
CALL:*

“GUIDELINES”

RATHER THAN

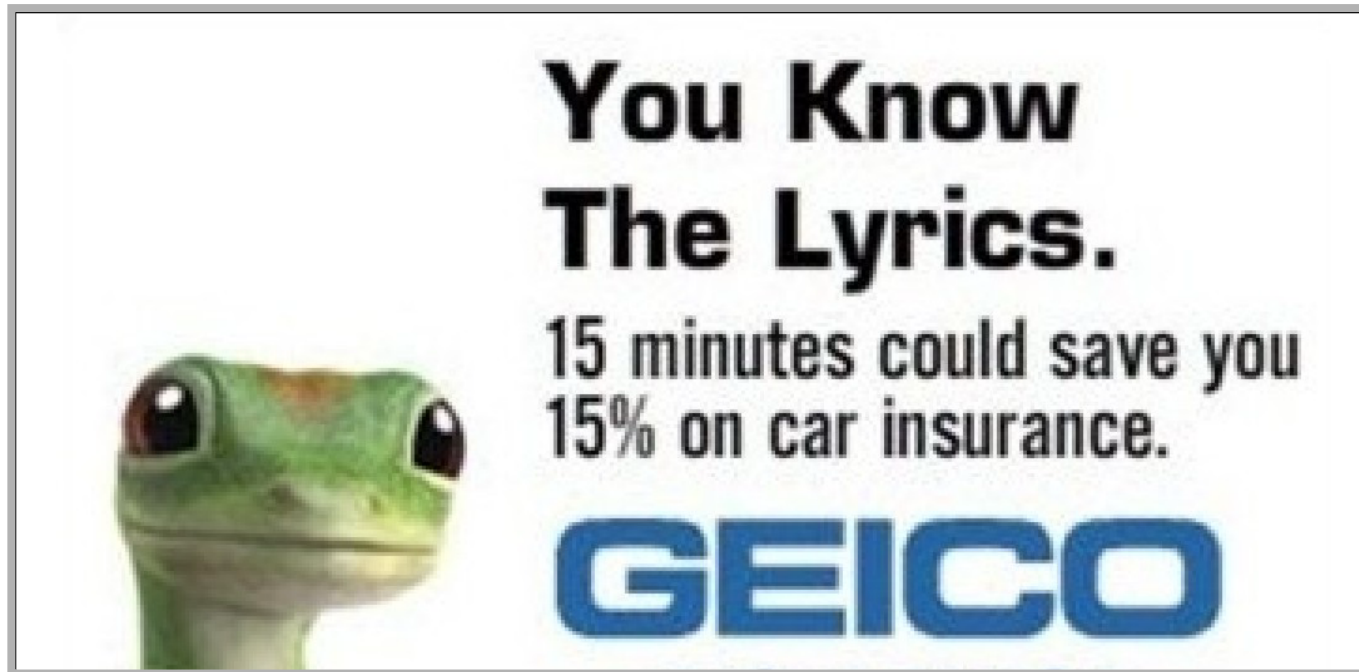
“RULES”



1. I only talk to the owner!



2. I explain, I am a **businessman**,
then hand him my card!



**3. I ask him if we can talk
somewhere quiet,
away from his employees?**



**4. Once alone, I tell him “My Version”
of the History of the:
“Crest Refinishing System”.**

5. I use the paperwork at hand.

I say to him, I am not a painter, but I am a businessman and would he like to save \$15,000 / year!

HYPER CLEAR 2

Customer Name	Phone	Last Order	Units	AVG/ADM
1. BUSHMAN HONDA	715-657-7050	11/19/17	5132790	3
2. RUDMAN ALTON 2 BODY	608-659-8822	08/08	5131550	4
3. PAULIN COLLISION II	725-721-1010	02/25/14	4395690	2
4. OCEAN BAG-AUTO BODY	722-9938-7900	10/26/17	5126790	2
5. ACE AUTO BODY	701-855-9953	11/10/17		
6. AMERICA COLLISION	201-882-7741	08/01/17		
7. J & S AUTO REPAIR	881-582-5296	11/20/17		
8. GIFFORD AUTO BODY	908-526-3570	11/19/17		
9. NEWARK AUTO BODY AND SH	973-588-7456	05/22/17		
297	16,374.40	6,647.20		

13,584 gal.

9-26-06

REMEMBER

\$300 / gal. / week = \$15,000 yr.

SAVED!

6. I explain his paint options, using the **CRS** posters.

I help him make a decision.

I write my order!

CREST REFINISHING SYSTEM

HIGH SOLIDS - CALIBER CLEARS	CALIBER ACTIVATORS		
CALIBER 50 RAPID CURE / HIGH SOLIDS EURO PRODUCTION CLEAR Stock #: BCC48	Stock #: BCC48 FAST SPEED ACTIVATOR 60°F - 100°F TEMP RANGE FLASH TIME: 4-8 min DUST FREE: 15-20 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC47 MEDIUM SPEED ACT. 70°F - 100°F TEMP RANGE FLASH TIME: 5-10 min DUST FREE: 15-20 min SAND BUFF: 2-3 hours DELIVER: 2-3 hours	Stock #: BCC46 SLOW SPEED ACTIVATOR 80°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 20-30 min SAND BUFF: 2-3 hours DELIVER: 2-3 hours
CALIBER 41 HIGH SOLIDS / HIGH GLOSS OVERALL BARE BOOTH CLEAR Stock #: BCC	Stock #: BCC48 FAST SPEED ACTIVATOR 60°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 20-30 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC47 MEDIUM SPEED ACT. 70°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 20-30 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC46 SLOW SPEED ACTIVATOR 80°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 20-30 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours
HEAT CURING - Allow test coats to dry 10-15 minutes, then bake at 180°F for 20 minutes. Allow test coats to cool down before buffing.			
CALIBER 38 Special O.E.M. APPEARANCE PRODUCTION COLLISION CLEAR Stock #: BCC58	Stock #: BCC48 FAST SPEED ACTIVATOR 60°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC47 MEDIUM SPEED ACT. 70°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC46 SLOW SPEED ACTIVATOR 80°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours
CALIBER LINE 9 UNIVERSAL HIGH VOLUME PRODUCTION CLEAR Stock #: BCCMM	Stock #: BCC48 FAST SPEED ACTIVATOR 60°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC47 MEDIUM SPEED ACT. 70°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours	Stock #: BCC46 SLOW SPEED ACTIVATOR 80°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 10-15 min SAND BUFF: 1-2 hours DELIVER: 1-2 hours

To see our Online Catalog visit: www.CRESTEASTCOAST.COM
 Or Order Call us toll free at: **866-458-9009**

CREST REFINISHING SYSTEM

MEDIUM SOLIDS - HYPER CLEAR	HYPER ACTIVATORS		
HYPER CLEAR UNIVERSAL HIGH PRODUCTION ACRYLIC URETHANE CLEAR COAT Stock #: BHC	Stock #: BHC48 FAST SPEED ACTIVATOR 60°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 1-2 hours DELIVER: 1-2 hours	Stock #: BHC47 MEDIUM SPEED ACT. 70°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 1-2 hours DELIVER: 1-2 hours	Stock #: BHC46 SLOW SPEED ACTIVATOR 80°F - 100°F TEMP RANGE FLASH TIME: 10-15 min DUST FREE: 1-2 hours DELIVER: 1-2 hours
MEDIUM SOLIDS - MACH1 - SUPER PRODUCTION CLEAR COAT			
MACH1 CLEAR 45 MINUTE - SUPER PRODUCTION CLEAR	MACH1 - 45 minute CLEAR SUPER PRODUCTION - ONE ACTIVATOR MEDIUM SOLIDS - URETHANE CLEAR COAT MACH1 is a SUPER FAST curing production clear for bumpers, spoilers, side air ducts and single panel applications where a fast delivery is required. • Same Day Delivery • Two Coat Coverage • 4:1 Mix Ratio • 45 Minute Sand Buff (2 Coats @ 77°F, 50% RH) • MACH1 has excellent Flow and Gloss. Mach1 - Clear / Catalyst Activator - Activator / Quat # BMA1 # BMA1		
URETHANE HI-BUILD PRIMER/SURFACER/SEALER			
URE-PRIME 2 URE-PRIME 2 - Primer - Catalyst # BUP2 URE-PRIME 2 - Activator - Quat # BUP2	POXY HI-BUILD PRIMER/SURFACER/SEALER		
Vers - E - Prime Vers - E - Prime - Primer - Catalyst # BVEP Vers - E - Prime - Activator - Catalyst # BVEP	URE-PRIME 2 - Primer - Catalyst # BUP2 URE-PRIME 2 - Activator - Quat # BUP2		
O.E.M. - PREMIUM UNIVERSAL REDUCERS			
 Fast (Temperature Range 60° - 70°) # BUE-F Medium (Temperature Range 60° - 70°) # BUE-M Slow (Temperature Range 70° - 80°) # BUE-S	SOLVENTS		
ACRY SOLV PREP	HI SOLV PRE-PAINT	SUPER SOLV PLASTICS	

To see our Online Catalog visit: www.CRESTEASTCOAST.COM
 Or Order Call us toll free at: **866-458-9009**

REMEMBER

\$300 / gal. / week = \$15,000 yr.

SAVED!

A friend once told me:

Figures don't lie!

And liars don't figure!

3 months later, . .

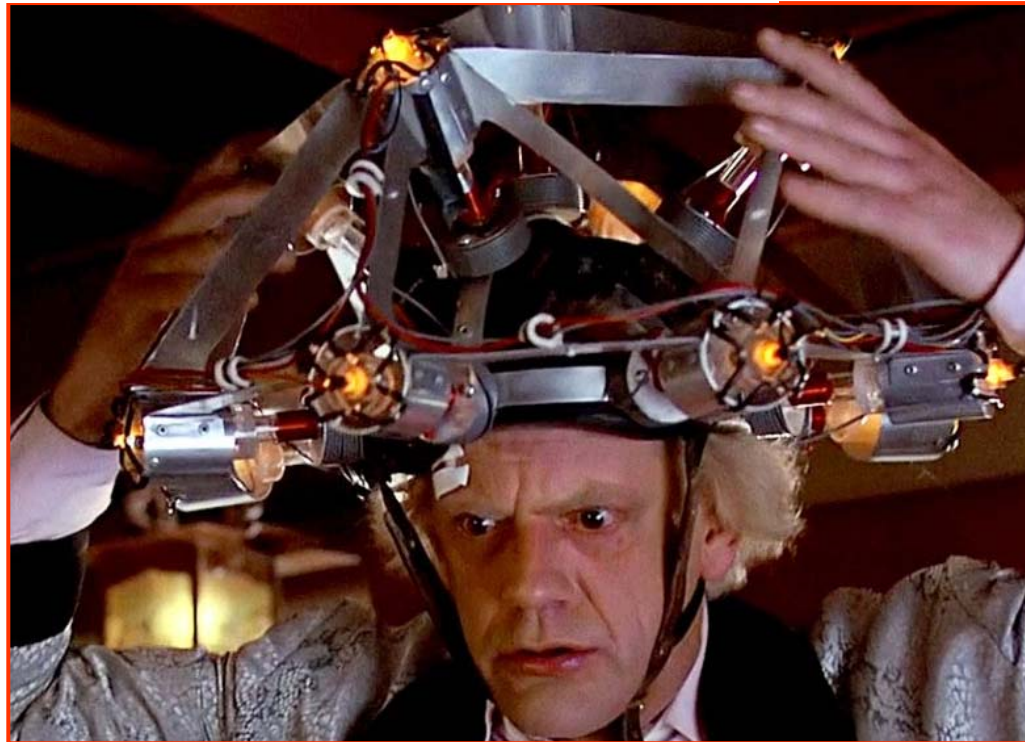
remember . . .

“Jack’s”!

73 gal.
of clear!

A photograph of the exterior of a Jack's Hardware store. A large, dark sign with 'JACK'S' in white letters and 'Hardware' in smaller letters below it is mounted on a building. A smaller sign on a pole in front of the building reads 'We have everything you need for your home'. The store has a parking lot with several cars parked. A street light is visible on the left, and a crosswalk is in the foreground.00

NEW Products



#1





BCC9MM



CALIBER 38 Special

PERCENT
SOLIDS
39 %

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION

4 : 1
MIX RATIO



**O.E.M. APPEARANCE PRODUCTION
COLLISION CLEAR**
Stock #: BCC38

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	5 - 10 min
DUST FREE	10 - 15 min.
SAND / BUFF	8 hours
DELIVER	12 + hour

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	15 - 20 min.
SAND / BUFF	8 hours
DELIVER	12 + hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	15 - 20 min
DUST FREE	20 - 25 min.
SAND / BUFF	8 hours
DELIVER	12 + hours

CALIBER LINE 9MM

PERCENT
SOLIDS
37 %

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION

4 : 1
MIX RATIO



**UNIVERSAL HIGH VOLUME
PRODUCTION CLEAR**
Stock #: BCC9MM

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	5 - 10 min
DUST FREE	10 - 15 min.
SAND / BUFF	8 hours
DELIVER	12+ hour

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	10 - 15 min
DUST FREE	15 - 20 min.
SAND / BUFF	8 hours
DELIVER	12+ hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

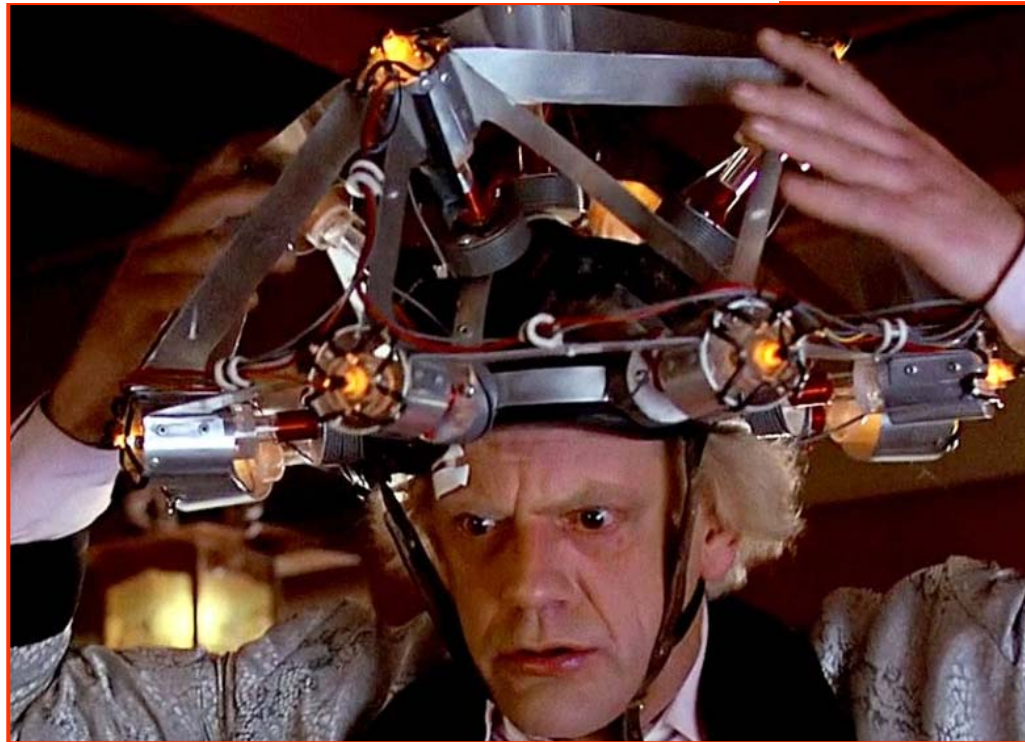
FLASH TIME	15 - 20 min
DUST FREE	20 - 25 min.
SAND / BUFF	8 hours
DELIVER	12 + hours



BCC9MMK
CODE 5 / \$99



NEW Products



#2





BCM1



MEDIUM SOLIDS - MACH1 - SUPER PRODUCTION CLEAR COAT

MACH 1 CLEAR

PERCENT
SOLIDS
36 %.

HIGH QUALITY
RESINS
EXCELLENT U.V.
PROTECTION



4 : 1
MIX RATIO

45 MINUTE - SUPER PRODUCTION CLEAR

MACH1 - 45 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
- 45 Minute Sand / Buff (2 Coats @ 77°F, 50% R.H.)
- MACH 1 has excellent Flow and Gloss

Mach 1 - Clear / Gallon # BCM1
Activator - Activator / Quart # BAM1

FLASH TIME	DUST FREE	SAND / BUFF	DELIVER
2 - 3 min	20 - 30 min.	45 minutes	45 minutes

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 # BCM1
Mach 1+ Activator / Quart # BAM1

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

CREST REFINISHING SYSTEM

HIGH SOLIDS - CALIBER CLEARS

CALIBER 50



RAPID CURE / HIGH SOLIDS
EURO PRODUCTION CLEAR
Stock #: BCC50

CALIBER 41



HIGH SOLIDS / HIGH GLOSS
OVERALL BAKE BOOTH CLEAR
Stock #: BCC

CALIBER 38 Special



O.E.M. APPEARANCE PRODUCTION
COLLISION CLEAR
Stock #: BCC38

CALIBER LINE 9mm



UNIVERSAL HIGH VOLUME
PRODUCTION CLEAR
Stock #: BCC9MM

CALIBER ACTIVATORS

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	4 - 8 min.
DUST FREE	12-15 min.
SAND / BUFF	1.5-2 hours
DELIVER	3 hours

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	5 - 10 min.
DUST FREE	15 - 20 min.
SAND / BUFF	2-3 hours
DELIVER	3-4 hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	10 - 15 min.
DUST FREE	25 - 35 min.
SAND / BUFF	2-3 hours
DELIVER	3-4 hours

Stock #: BCCA60



FAST SPEED ACTIVATOR
60°F—70°F TEMP RANGE

FLASH TIME	10 - 15 min.
DUST FREE	20 - 30 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

Stock #: BCCA70



MEDIUM SPEED ACT.
70°F—80°F TEMP RANGE

FLASH TIME	10 - 15 min.
DUST FREE	25 - 35 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

Stock #: BCCA80 + 90



SLOW SPEED ACTIVATOR
80°F + 90 TEMP RANGE

FLASH TIME	10 - 15 min.
DUST FREE	35 - 45 min.
SAND / BUFF	8 hours
DELIVER	16 + hours

HEAT CURING - Allow test coat to flash 10 - 15 minutes, then bake at 140°F / 60°C for 30 minutes. Allow one hour to cool down before buffing.

CREST REFINISHING SYSTEM

MEDIUM SOLIDS - HYPER CLEAR

HYPER CLEAR



UNIVERSAL HIGH PRODUCTION
ACRYLIC URETHANE CLEAR COAT
Stock #: BHC

HYPER ACTIVATORS

Stock #: BHCA65



FAST SPEED ACTIVATOR
65°F—75°F TEMP RANGE

FLASH TIME	8 - 10 min.
DUST FREE	20 - 30 min.
SAND / BUFF	3-4 hours
DELIVER	8 hours

Stock #: BHCA75



MEDIUM SPEED ACT.
75°F—85°F TEMP RANGE

FLASH TIME	10 - 15 min.
DUST FREE	25 - 35 min.
SAND / BUFF	2-3 hours
DELIVER	3-4 hours

Stock #: BHCA85



SLOW SPEED ACTIVATOR
85°F + TEMP RANGE

FLASH TIME	15 - 20 min.
DUST FREE	35 - 45 min.
SAND / BUFF	2-3 hours
DELIVER	3-4 hours

MEDIUM SOLIDS - MACH1 - SUPER PRODUCTION CLEAR COAT

MACH 1+ CLEAR



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 # BCM1
Mach 1+ Activator / Quart # BAM1

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

URETHANE HI-BUILD PRIMER / SURFACER

URE-PRIME 2



URE-PRIME 2 - Primer - Gallon # BUP2
URE-PRIME 2 - Activator - Quart # BUPA2

4 : 1	Primer Mix Ratio
4 : 1 : 1	Sealer Mix Ratio

EPOXY HI BUILD PRIMER / SEALER

Vers-E-Prime



VERSE - E-PRIME - Primer - Gallon # BVEP
VERSE - E-PRIME - Activator - Gallon # BVEPA

1 : 1	HIGH BUILD
1 : 1 : 10%	
1 : 1 : 20%	STANDARD
1 : 1 : 20%	
1 : 1 : 20%	SEALER

O.E.M. - PREMIUM UNIVERSAL REDUCERS



Fast (Temperature Range 60° - 70°) # BUR-F
Medium (Temperature Range 50° - 90°) # BUR-M
Slow (Temperature Range 75° - 90°) # BUR-S

SOLVENTS

ACRYSOLV



PREP

HI SOLV



PRE-PAINT

SUPER SOLV



PLASTICS



To see our Online Catalog visit:
To Order Call us toll free at:

www.CRESTEASTCOAST.com
866-458-9009



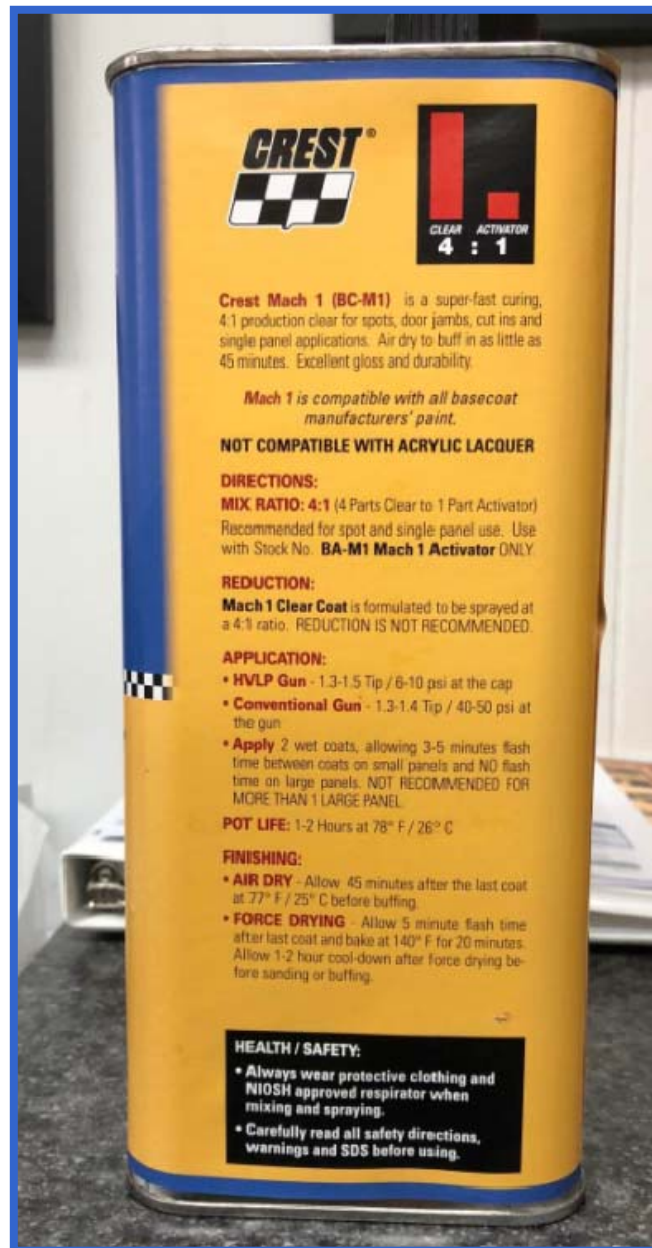
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866-458-9009



WP14 Crest_Refinishing_System_A.pub 11/21/17

WP14 Crest_Refinishing_System_B.pub 11/21/17



*COMING
SOON!*

PAINT PANELS

MIKE AND HIS BOOK OF LIES

*COMING
SOON!*

OK!

COMING NOW!



NEW ZZ'S

A close-up portrait of a woman with long, wavy brown hair, light blue eyes, and bright red lipstick. She is looking directly at the camera with a slight smile. The lighting is soft and warm, highlighting her features. The text "NEW ZZ-1" is overlaid in white on the right side of the image.

NEW ZZ-1



NEW PRODUCT SPECIAL CALIBER LINE 9mm

**4:1
Mix Ratio**



CALIBER LINE 9MM is our new, high volume, production clear for collision repair, used cars, fleet and municipal applications.

At 37% solids (ready to spray), it is a high quality, durable clear with a fantastic price!



CALIBER LINE 9mm - GALLON - BCC9MM



Choose from:

- BCCA 60 - Fast (60° - 70° F)
- BCCA 70 - Medium (70° - 80° F)
- BCCA 80 - Slow (80° - 90° F)
- BCCA 90 - Extra Slow (90° F +)

**See your Sales
Representative for
Special Pricing!**



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

LIMITED TIME OFFER!

ZZ-1

**NOTICE
THERE IS
NO PRICE
LISTED!**

**MAKE UP
YOUR OWN
PRICE OR
USE A ZZ!**

NEW *ZZ-2*



NEW PRODUCT SPECIAL
CALIBER LINE 9mm



**4:1
Mix Ratio**



CALIBER LINE 9mm is our new, high volume, production clear for collision repair, used cars, fleet and municipal applications.

At 37% solids (ready to spray), it is a high quality, durable clear with a fantastic price!

- ☐ ONE GALLON WITH ACTIVATOR SET-UP **\$88.00**
- ☐ ADD A SECOND GALLON WITH ACTIVATOR SET-UP FOR AN ADDITIONAL **\$69.00**
- ☐ A TOTAL OF \$157.00 - **\$78.50** / gal avg.!

CALIBER LINE 9mm - GALLON - BCC9MM



Choose from:

- BCCA 60 - Fast (60° - 70° F)
- BCCA 70 - Medium (70° - 80° F)
- BCCA 80 - Slow (80° - 90° F)
- BCCA 90 - Extra Slow (90° F +)

ZZ-1

\$88.00

ZZ-2

\$157.00



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

LIMITED TIME OFFER!

ZZ-2

**ONE GALLON
SETUP**

\$88.00

**A SECOND
GALLON FOR**

\$69.00

THERE IS ALSO

**A GIMMICK
FOR ZZ-2**

TRAFFIK TICKET X3.pub 120217

TRAFFI-KING TICKET


9MM HIGH VOLUME CLEAR

FIELD REP NAME:	FIELD REP NUMBER:
DATE OF ZZ-2 SALE:	
CUSTOMER NAME:	
CUSTOMER NUMBER:	

THIS TICKET QUALIFIES THE BEARER TO PLACE A SECOND ORDER TO PURCHASE THE CALIBER LINE 9MM, "ZZ-2" INTRODUCTORY OFFER THAT YOU ARE SERVED WITH HERE TODAY! FAILURE TO TAKE ADVANTAGE OF THIS OFFER AFTER FEBURARY 1ST. 2018, INVALIDATES THIS TICKET. IF YOU REJECT THIS BUSINESS DECISION TO PURCHASE THIS OFFER BECAUSE YOU ARE BULLSHITTED BY THE PAINT JOBBER'S FAKE PAINT GUARANTEE , THEN JUST GO OUT OF BUSINESS! OTHERWISE, RE-ORDER THE HIGHEST QUALITY CLEAR COAT FROM YOUR NEW SOURCE AT:
CREST EAST COAST INC: 732-458-9000

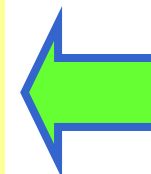
ZZ-2 RELOAD
 YOU'VE GOT A TICKET TO RIDE AGAIN!

VALID UNTIL FEB. 1 2018



THIS TICKET QUALIFIES THE BEARER TO PLACE A SECOND ORDER TO PURCHASE THE CALIBER LINE 9MM, "ZZ-2" INTRODUCTORY OFFER THAT YOU ARE SERVED WITH HERE TODAY!
 FAILURE TO TAKE ADVANTAGE OF THIS OFFER AFTER FEBURARY 1ST. 2018, INVALIDATES THIS TICKET. IF YOU REJECT THIS BUSINESS DECISION TO PURCHASE THIS OFFER BECAUSE YOU ARE BULLSHITTED BY THE PAINT JOBBER'S FAKE PAINT GUARANTEE , THEN JUST GO OUT OF BUSINESS!
 OTHERWISE, RE-ORDER THE HIGHEST QUALITY CLEAR COAT FROM YOUR NEW SOURCE AT:
CREST EAST COAST INC: 732-458-9000

ZZ-2



**THERE IS A GIMMICK
FOR ZZ-2**

**BUY 2 GALLONS NOW,
AND YOU GET A COUPON
TO RE-LOAD ONE
MORE TIME BEFORE**

02-01-18!



NEW *ZZ-3*



ZZ-3

SIR,
HOW
MUCH
IS IT ?





PAR THREE COMBO







3 HOLE TYPE BITS AT ONE LOW PRICE!

Receive a 12 pack of "Black Beauties", a 12 hole size "Titan Twin Saber Step Drill" and our BEST SELLING, "Vulcan" 8mm Spot Weld Cutter for:

<input type="checkbox"/> Black Beauty - 12 pk.	#DB1/8BB
<input type="checkbox"/> Titan Twin Saber Step Drill	#ZWSD
<input type="checkbox"/> Vulcan 8 mm Spot Weld Cutter	#WSWD8



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

PAR THREE COMBO

ZZ-3

\$44.00

LIMIT ONE PER CUSTOMER
LIMITED TIME OFFER!

ZZ-3



NEW *ZZ-4*



SPECIAL INTRO STRIP COOKIE

4
PACK

STOCK NO: Z2SC, Z2SM, Z3SC, Z3SM

• CAUTION: ALWAYS WEAR SAFETY
GLASSES/GOGGLES AND GLOVES

• CERAMIC ABRASIVE
• MAX R.P.M. 12,000

CREST EAST COAST INC. 866-458-9009

SIZE

2 + 3"

ZZ-4



DEMO TIME

STRIP COOKIES

VS

SURF COOKIES



STRIP COOKIE

INTRO



STRIP COOKIES ARE SOLID ABRASIVE, ALL THE WAY THRU!

THEY CONTINUE TO CUT UNTIL THE BODY, AS WELL AS THE DIAMETER IS WORN DOWN TO THE BUTTON!!!

STRIP COOKIES! ADVANCED TECHNOLOGY

- ☐ CUTS 3 TIMES FASTER
- ☐ LASTS 6 TIMES LONGER
- ☐ RUNS COOLER

THAN OLD SURFACE PREPERATION DISCS



SURFACE PREP DISCS ARE MADE BY APPLYING A VERY THIN ABRASIVE TO ONLY THE SURFACE OF THE WOVEN DISC. ONCE WORN OFF, THE DISC IS WORTHLESS!!!

STRIP COOKIE INTRO

1 EACH
4 / BAG!

ZZ-4

\$15.95

- ☐ 2" Orange Strip Cookie (Coarse) - 1 #Z2SC
- ☐ 2" Blue Strip Cookie (Medium) - 1 #Z2SM
- ☐ 3" Orange Strip Cookie (Coarse) - 1 #Z3SC
- ☐ 3" Blue Strip Cookie (Medium) - 1 #Z3SM



WWW.CRESTEASTCOAST.COM

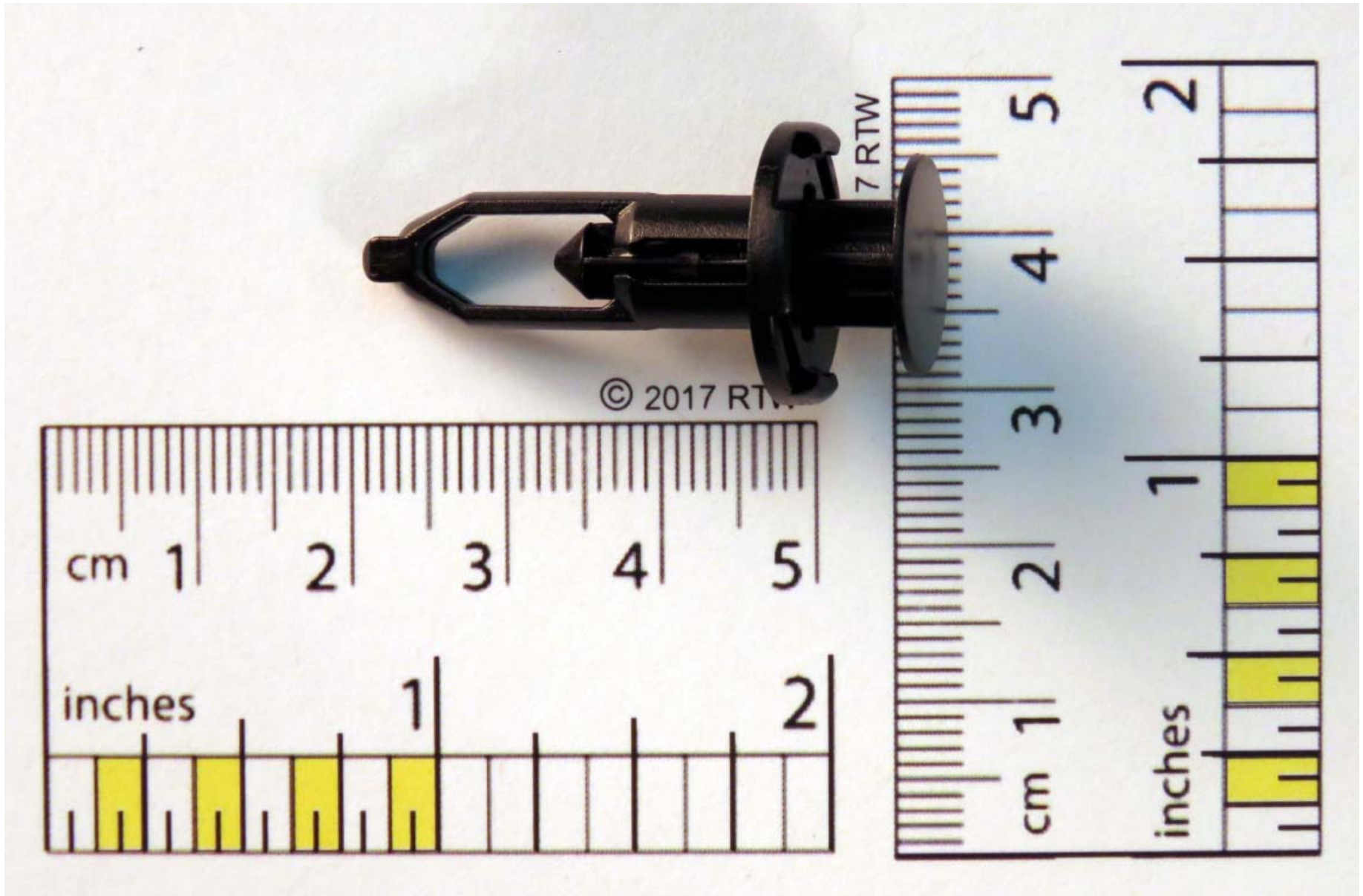
TO RE-ORDER CALL US TOLL FREE AT:
1-866-458-9009

LIMITED TIME OFFER!

ZZ- 4



NEW *ZZ-5*





ZZ-5 SIR,
HOW
MUCH
IS THIS
ONE?

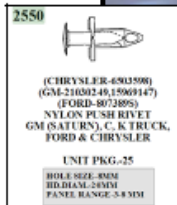


ZZ-5



BULK SPECIAL 50 / 50 CLIPPER

30 cents/clip!



50 OF THE MOST POPULAR
AND
50 OF THE MOST EXPENSIVE
CLIPS ON SALE FOR:

50 / 50 CLIPPER

50 OF EACH
100 TOTAL



WWW.CRESTEASTCOAST.COM

TO RE-ORDER CALL US TOLL FREE AT:
1-866-458-9009

ZZ-5

\$30.00

LIMIT ONE PER CUSTOMER
LIMITED TIME OFFER!

EZYH5



HARDWARE STARTER EZ-WARE HOT BOX 5



 #1001 BOX QTY - 20	 #1002 BOX QTY - 100	 #1003 BOX QTY - 100
 #1004 BOX QTY - 100	 #1005 BOX QTY - 10	 #1006 BOX QTY - 100
 #1007 BOX QTY - 10	 #1008 BOX QTY - 100	 #1009 BOX QTY - 100

32 CENTS
EACH



 #1010 BOX QTY - 20	 #1011 BOX QTY - 10	 #1012 BOX QTY - 10
 #1013 BOX QTY - 100	 #1014 BOX QTY - 100	 #1015 BOX QTY - 100
 #1016 BOX QTY - 100	 #1017 BOX QTY - 100	 #1018 BOX QTY - 100

5 OF EACH
120 TOTAL

5 EACH, OF THE **24** MOST **POPULAR**
FASTENERS PRE LOADED INTO THEIR OWN
LABELED DRAWER:

- ☐ A TOTAL OF 120 PIECES AT A COST OF:
32 Cents / Piece Average!
- ☐ PLUS A **FREE** DRAWER TO KEEP THEM IN!



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

EZYH5

\$39.00 ₅

LIMITED TIME OFFER!

EZYH5

UNITS SOLD - **28**

CUSTOMER DIVERSITY

WHY?

Crest		1700 ENTERPRISE DR. PALM SPRINGS, CA 92262-0001		PHONE: 732-458-0980 - FAX: 732-458-0783		DATE: 11/09/17	
CUSTOMER NAME EQUINOX		PHONE NO. 10	FAX NO. Ride	NAME (ATTENTION TO) Ride		DATE	
PURCHASE ORDER		REF #	DATE	ADDRESS		CITY	
B NAME EQUINOX FORD		CITY STRAITFORD		STATE OH		ZIP	
SEQUENCE	STOCK NO.	DESCRIPTION	UNIT PRICE	CC	AMOUNT		
1	12	ZPVCH	HDTR				
2	77406	TAGS					
3	2	HB19Y	BLUES				
4	1	HB1156	"				
5	2	HB921	"				
6	2	HB3157	"				
7	1	HB3156	"				
8	2	HB906	"				
9	2	W308Y	"				
10	4	BSS	ACROSS				
11	1	RRS1	SPONGE				
12	12	Y16PB	BLAST				
13	6	ARY	PUR				
14	4	LM11380	BAKING				
15	12	ACC	CURTAIN				
16	1	Y4520	V-LINE				



PARTS

ECHELON FORD



TRIPS	1889	1	0	13.20	B
30/BX	1889	1	0	69.27	BX
on		1	0	69.01	BX

CREST NEW ACCT ☐

CREST EAST COAST, INC.
1109 INDUSTRIAL PARKWAY, P.O. BOX 550
BRICK, NJ 08723
PHONE: 732-458-9000 - FAX: 732-458-5753

CUSTOMER ACCT # **E00900** PHONE NO. **10 RAC** FAX NO. **11/09/17** **265**

PURCHASE ORDER **10 RAC** NAME **Ruby** C.O.D. ☐ CREDIT ☐

B NAME **Echelon Ford** SH NAME / ATTENTION TO **Savage / Moner**

I ADDRESS **Stratford** P ADDRESS **Stratford**

T CITY **Stratford** STATE **CT** ZIP **06064** T CITY **Stratford** STATE **CT** ZIP **06064**

QUANTITY	STOCK NO.	DESCRIPTION	UNIT PRICE	CC	AMOUNT
4	ZBHNB	HUSKY NT	6		
3	312FE30	Wheelbarrow	6		
3	CMJB	Jet Burner	3		
1	ZCEZ	Comedian	3		
1	CMQL	QuikTab	3		

2006 EAST
Pre-Segmented Adhesive Weights
• No Ruler Measuring
• No Cutting Required
• Superior Adhesive
• Patented QuikTab® Feature
• Environmentally Friendly

SERVICE

NOT A BODY SHOP



*** Sales History ***

ZBHNB	HUSKY NUT BUSTER 3500 ml.		Phone	Last	Order	Units
Customer Name						Average-
LTD---	Units-----	Sales-----	Cost			
1 JOHN KENNEDY FORD	347	7,901.19	2,257.38	610-279-1700	11/07/17 5133180	8
2 SUSSMAN HONDA	293	6,330.06	3,600.62	215-657-7050	11/01/17 5129080	4
3 NOVICK CHEVROLET INC	237	5,824.61	2,962.38	856-451-0095	10/11/17 5119081	4
4 BLACKHORSE A/B SUPPLY IN	198	3,962.52	2,434.92	610-696-5596	08/17/16 4901070	4
5 BUHLER INC	175	4,016.98	2,180.50	732-264-5000	08/22/17 5091960	4
6 HOLMAN FORD	171	4,169.99	2,129.94	856-866-0111	10/19/17 5122980	4
7 INFINITI OF ARDMORE	161	3,484.81	1,972.94	610-649-3600	08/25/17 5093031	4
8 STAGERS AUTO BODY	158	3,822.06	1,965.32	973-694-1983	10/24/17 5125450	2
9 EXTON NISSAN INC.	152	3,461.04	1,890.08	610-594-7065	08/25/17 5095170	4
						22.77

<ESC to Exit> / <F1=Help> / F3 to Enter Date Date / Line#=View Order

NOT A BODY SHOP



ECS BMS

**** Sales History ****

312FE30 1/4OZ STEEL ADHESIVE WHEEL B

Customer Name Phone Last Ord

LTD---Units-----Sales-----Cost

1	LESTER GLENN HYUNDAI	732-349-4200	11/02/17	5130300	2	15.27
	670 10,275.40	5,680.27				15.33
2	BMW OF FREEHOLD	732-462-6286	10/10/17	5118560	10	18.84
	303 5,708.52	2,969.40				18.84
3	PINE BELT CHEVROLET	732-363-1200	10/16/17	5120790	5	18.84
	112 2,110.08	1,129.83				18.84
4	IRWIN LINCOLN/MERCURY	732-462-1818	02/25/16	4804830	10	18.84
	72 1,356.48	717.32				18.84
5	NATIONAL TIRE DISCOUNT C	860-633-5886	11/15/17	5138560	8	21.13
	48 1,014.24	470.40				21.13
6	LESTER GLENN FORD	732-775-1500	06/14/17	5056130	2	15.27
	47 717.69	460.60				15.27
7	HOLMAN CADILLAC	856-840-1516	04/24/14	4428400	5	18.84
	25 452.16	268.44				18.08
8	FREEHOLD FORD	732-462-3131	10/04/16	4926780	2	18.84
	21 395.64	211.66				18.84
9	DELTA COLLISION	732-765-9070	09/25/17	5108840	1	27.36
	21 578.25	208.73				27.53

<ESC to Exit> / <F1=Help> / F3 to Enter Date Date / Line#=View Order

NOT A BODY SHOP



EC5 BM5

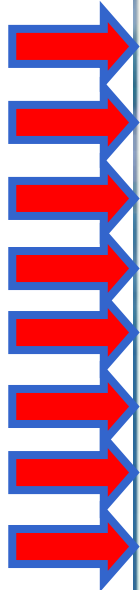
**** Sales History ****

Z2SC 2" ORANGE STRIP COOKIE

Customer Name	Phone	Last	Order	LTD---Units-----Sales-----Cost
1 GOLD COAST CADILLAC	732-695-2015	11/08/17	5134250	10 14.91
280 4,071.06	,828.36			14.53
2 G T AUTOMOTIVE	732-985-1760	11/13/17	5136680	5 14.91
119 1,748.45	1,214.80			14.69
3 ALL AMERICAN FORD	732-892-8778	10/05/17	5109730	5 14.91
118 1,710.16	1,188.12			14.49
4 HENKELS & MC COY	215-283-7600	10/04/17	5115240	6 14.91
88 1,275.30	886.00			14.49
5 EDDIE'S AUTO BODY	609-884-4613	10/04/17	5112721	10 16.26
65 1,024.28	665.92			15.75
6 BERGEY'S	215-721-3427	10/04/17	5110221	2 14.91
58 849.54	590.24			14.64
7 C & C FORD SALES INC	215-674-3600	09/12/17	5102620	1 14.91
40 594.20	402.54			14.85
8 CAVALLO A/B OF CHADDS FO	610-558-2900	10/04/17	5111761	2 14.91
37 538.75	374.30			14.56
9 JOHN KENNEDY FORD/LIN/MA	610-495-7172	10/18/17	5122560	3 14.91
35 505.75	351.36			14.45

<ESC to Exit> / <F1=Help> / F3 to Enter Date Date / Line#=View Order

NOT A BODY SHOP



ECS BMS							
**** Sales History ****							
BSA	ACRY SOLV		ADHSV	RMV (21)			
Customer Name	Phone		Last	Order	Unit		
LTD---Units-----Sales-----Cost					Average		
1 J N PHILLIPS	781-938-3490	03/23/10	3574660	72	9.09		
10,506 53,099.79	25,142.72				5.05		
2 PINE BELT CHEVROLET	732-363-1200	11/07/17	5133370	24	10.56		
5,752 42,688.49	20,913.99				7.42		
3 DITSCHMAN/FLEMINGTON FOR	908-782-3673	08/06/08	3262890	3	10.31		
3,024 11,348.10	5,823.03				3.75		
4 NORMAN'S AUTO SERVICE	609-587-3700	08/10/17	5086230	24	13.57		
3,014 20,153.22	8,572.82				6.68		
5 UNITED REFRIGERATION	215-698-9100	10/17/17	5121620	6	13.57		
2,520 17,644.08	7,468.20				7.00		
6 STILLMAN & HOAG	201-569-9000	09/17/98	1370800	48	3.90		
2,412 9,176.64	4,521.72				3.80		
7 EVERLAST AUTO SEAT COVER	908-486-7314	08/21/17	5091570	12	13.57		
1,788 12,311.04	5,136.96				6.88		
8 GLASS WORLD INC.	302-764-6336	04/26/12	4015410	12	11.37		
1,428 10,132.80	4,258.92				7.09		
9 PAUL'S AUTO BODY	617-471-6280	05/12/16	4848100	12	13.45		
1,404 7,402.20	3,217.32				5.27		
<ESC to Exit> / <F1=Help> / F3 to Enter Date Date / Line#=View Order							

**HOW DO YOU FIND
NEW LEADS?**

LOOK FOR
“GARAGE DOORS”???

HOW ABOUT!

“UTILIZE” YOUR

“PRESENT”

CUSTOMER NETWORK!

EVERY CAR DEALER!

UTILIZES A

“BODY SHOP”

EVERY BODY SHOP!

UTILIZES

“CAR DEALERS”

**FOR THEIR “PARTS” OR FOR
THEIR “SERVICE” HELP!!!**

EVERY BODY SHOP!

UTILIZES LOCAL

“REPAIR SHOPS”

THEY USE!

LOCAL

TIRE SHOPS

UPHOLSTERY SHOPS

MECHANICAL

“duh” – GLASS SHOP

JUST ASK!

**TO EXPAND YOUR BUSINESS AND
CUSTOMER BASE**

JUST ASK

WHO ELSE HE KNOWS

**THAT COULD POSSIBLY USE YOUR
PRODUCT LINE?**

REFFERAL!

**ASK HIM “WHO” YOU SHOULD
TALK TO?**

AND

**CAN YOU USE “HIS NAME” AS
YOUR “REFFERAL?”**

YOUR NETWORK!

**BEFORE YOU KNOW IT
YOUR SALES ARE THRIVING
WITH “NEW BUSINESS”!!!**

ENTER!

SOMETHING

“BRAND NEW” !!!

SERVICE CATALOG

WILL
YOU
SERVICE
ME?

*I am looking for someone “new”,
a fresh start.*

ZXSK

THE BOX

Hand=Outs!

New Yellow Sheet Lists!

and
Catalog Update!





JUST SHOW UP!

24 HOURS

THE END