



“A WORK IN PROGRESS”

**CREST EAST COAST
WAREHOUSE
SUMMER WORKSHOP
BRICK, N.J.**



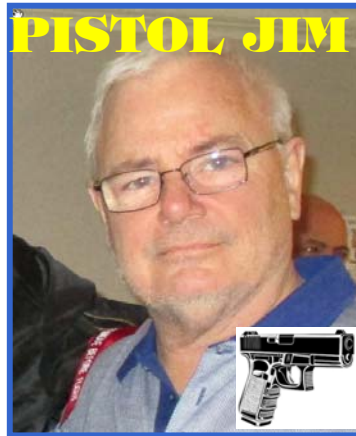
Crest East Coast Inc.

JUNE 8, 2019

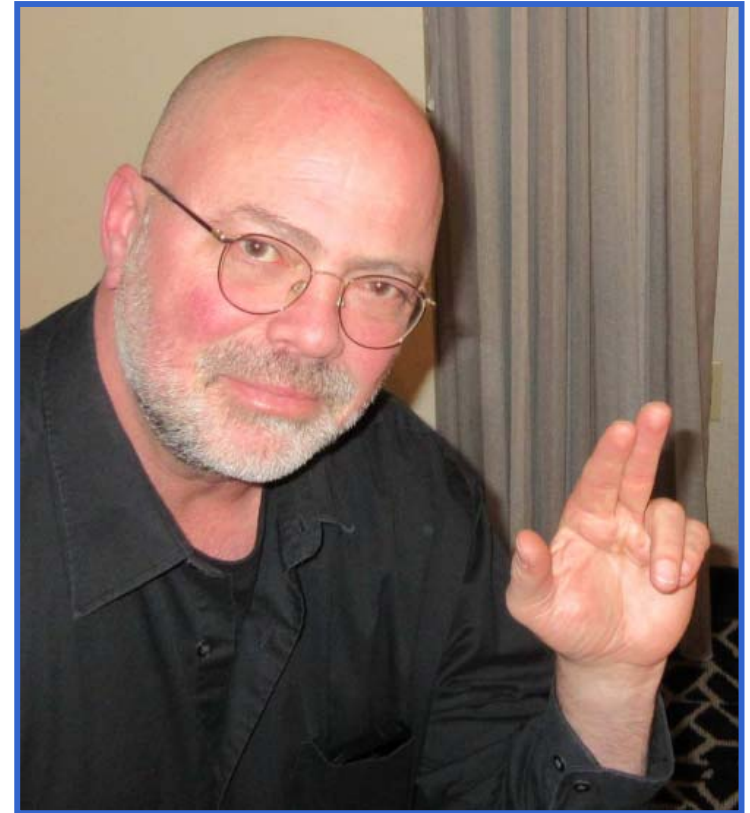
OPENING REMARKS and INTRODUCTIONS



MAKERS
MIKE
SCHLAFF



WET DICK



SENSEI
TIM
MORGAN

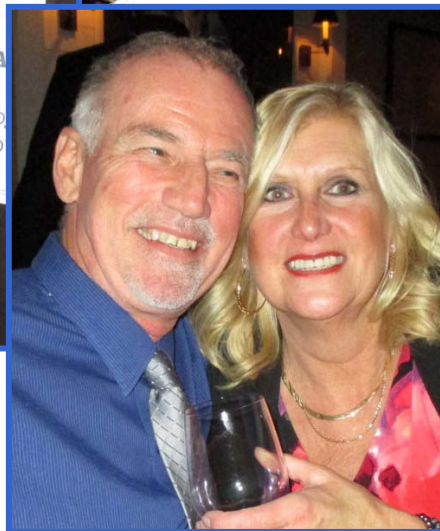




MISSING IN ACTION



Craig
Possardt



Rick Griffin

June 8, 2019

Bill & Rachael Chrisicos



Mystic Seaport - 12.03.06

The Crest Pre-Test



TEST SHEET

Alias:

Zorro

SCORE

THE CREST EAST COAST PRE TEST OF OUR "BUSINESS PARTNERS" PRODUCT KNOWLEDGE 06.08.19

- 1 What is the normal working time of our Panel Bonder 3500 #CEPB? _____
- 2 What is the cause of most common customer complains about one of our body fillers or glazes? _____
- 3 What is our best selling primer? _____ SKU # _____
- 4 Which is the working time of Black Jack #CBJ2? _____
- 5 What is a common "complaint" with Chip Coat #ACB? _____
- 6 What is the Name and Stock Number of our newest sound deadening product? _____ # _____
- 7 Is Qwik Clear #AQC, enamel, lacquer, urethane or acrylic? _____
- 8 How many total pieces are packed in our HOT BOX #EZYH5? _____
- 9 What is the name and stock number of our "waterproof" body filler? _____
- 10 What causes "dye back" after spraying clear coat? _____
- 11 How long is our RXX series of tape? _____
- 12 What "program" is necessary on a customers computer in order for the "Invoicing Program" to work? _____
- 13 What is the "password" for the "Invoicing Program"? _____
- 14 Can our customers create an "Invoice" for Shop Supplies? Yes / No _____
- 15 Are our customers required by "State Law" to collect sales tax on "vehicle components"? Yes / No _____
- 16 Determine wither the following products are "shop supplies" write S or vehicle components, V?
CEPB_, WRB_, DB1/8BB_, AHC_, BSB_, AGC_, ZBHNBB_, YB04_, WCC336_, AHBG_.
- 17 Which is "higher", State Sales Tax or State Use Tax? _____
- 18 Whats the "name" of the Crest "seam sealer" can be pumped, brushed or sprayed in a air gun? _____
- 19 What are the grits of our Trim Cut Ceranium grinding discs? _____
- 20 What is the Mix Ratio of Caliber 41? _____

Summer Workshop Pre-Test 2019.pdf 060819



NEWPORT HARBOR HOTEL

NEWPORT, R.I.





Crest East Coast Inc.

DEC 01, 2018

June 8, 2019

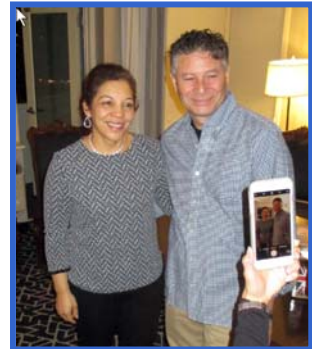


June 8, 2019

DEC 1, 2018

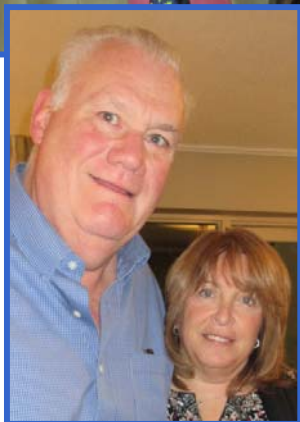


HIGH-LIGHTS of "LOW LIVES"!



June 8, 2019





June 8, 2019



DEC 1, 2018

June 8, 2019



DEC 1, 2018

June 8, 2019



June 8, 2019



June 8, 2019




Crest Team, Newport 12/01/18

June 8, 2019



June 8, 2019

No Banner to display




AASP
NEW JERSEY
ALLIANCE OF AUTOMOTIVE SERVICE PROVIDERS

AASP/NJ: Charles Bryant - Executive Director (732) 922-8909 setlit4u@msn.com

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AASP/NJ's NORTHEAST® Automotive Services Show at the Meadowlands



(Click on logo to access show website)

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355 Plaza Drive
Secaucus, NJ 07094

Phone :201-330-7773
Fax :201-330-1172

AN  MANAGED FACILITY

AASP/NJ's Northeast 2019

March 15 - March 17



MARCH 15-17, 2019

June 8, 2019

CREST www.CRESTEASTCOAST.COM

AUTOMOTIVE CHEMICALS & HARDWARE
SINCE 1975

HARDTRAK ON-LINE

RESALE CERTIFICATE

RESALE CERTIFICATE DEFINITION

BULLETIN NO. 07-20

CREST **GRAND PRIZE**

CREST **GRAND PRIZE**

SALES OPPORTUNITY INDEPENDENT CONTRACTOR
PA, NY, CT, RI, MA, VT, NH, & ME
REP. FOR LIFE!
PARTNER AND SELL for Crest East Coast Inc., worthwining over 100 product lines!
We are looking for a hard working, motivated person to "Rep." our wondrous. Open territories exist!
Contractor is for a "self employed" Contractor
able to read, write and speak.
up in the morning, drive a car,
think, be free.

CRESTEASTCOAST.COM
Don't Leave Your Money On the Table!
V.C.I.

DISTRIBUTOR INQUIRIES INVITED

CRESTEASTCOAST.COM
COMPLIMENTING THE P.B.E. JOBBER SINCE:
1975
Same Circus / Different Clowns
866-458-9009

WVD SUPPRESSOR - ES

APPLICATIONS

INTRUSION BEAMS

CREST **V.C.I.**

CREST **V.C.I.**



June 8, 2019



June 8, 2019



MARCH 15-17, 2019

June 8, 2019



MARCH 15-17, 2019

NEXT TRADESHOW

NOV. 5-8TH, 2019

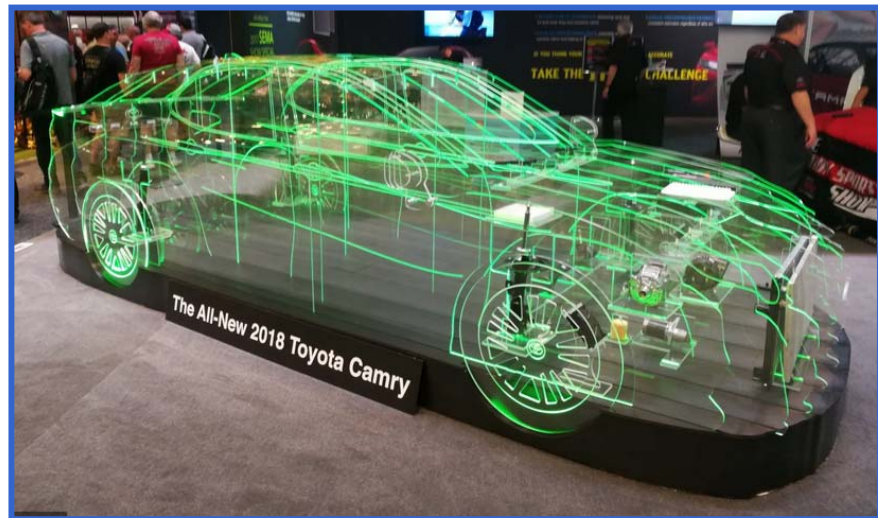


NOVEMBER 2018

SEMA – LAS VEGAS



June 8, 2019





FAVORITE “**OLD SLIDE**” RELOADS

Sales is all about building relationships!



For you to move in, somebody has to go!

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





Victory belongs to the most persevering.

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

Source: BusinessBrief.com

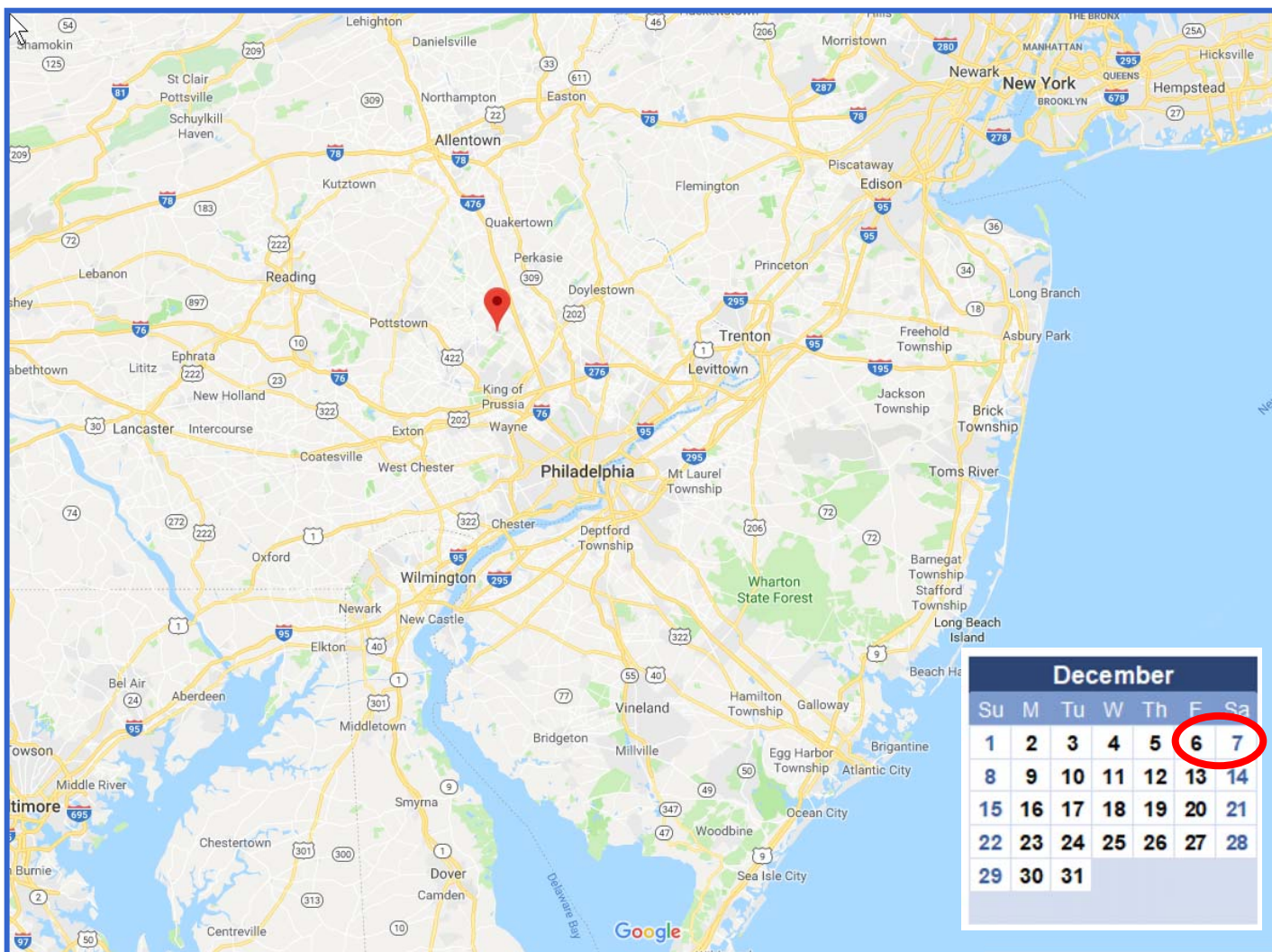


NEXT MEETING



June 8, 2019

SKIPPACK PA.



DEC 6-7, 2019

June 8, 2019

SKIPPACK PA.



DEC 6-7, 2019

June 8, 2019

WHO DOESN'T HAVE?

A COMPUTER ?

A COLOR PRINTER?

A FAX ?

A SMART PHONE ?

PLEASE RAISE YOUR HAND!

RECENT “NEW” PRODUCTS



INTRO'D IN
DECEMBER 2018

RECENT



ZWCW4 – 1/32



SOLD: 194 for \$791.00

AEROSOL **SPRAY **H**ANDLE**



SOLD: 79

RECENT



Stock# **WASH**

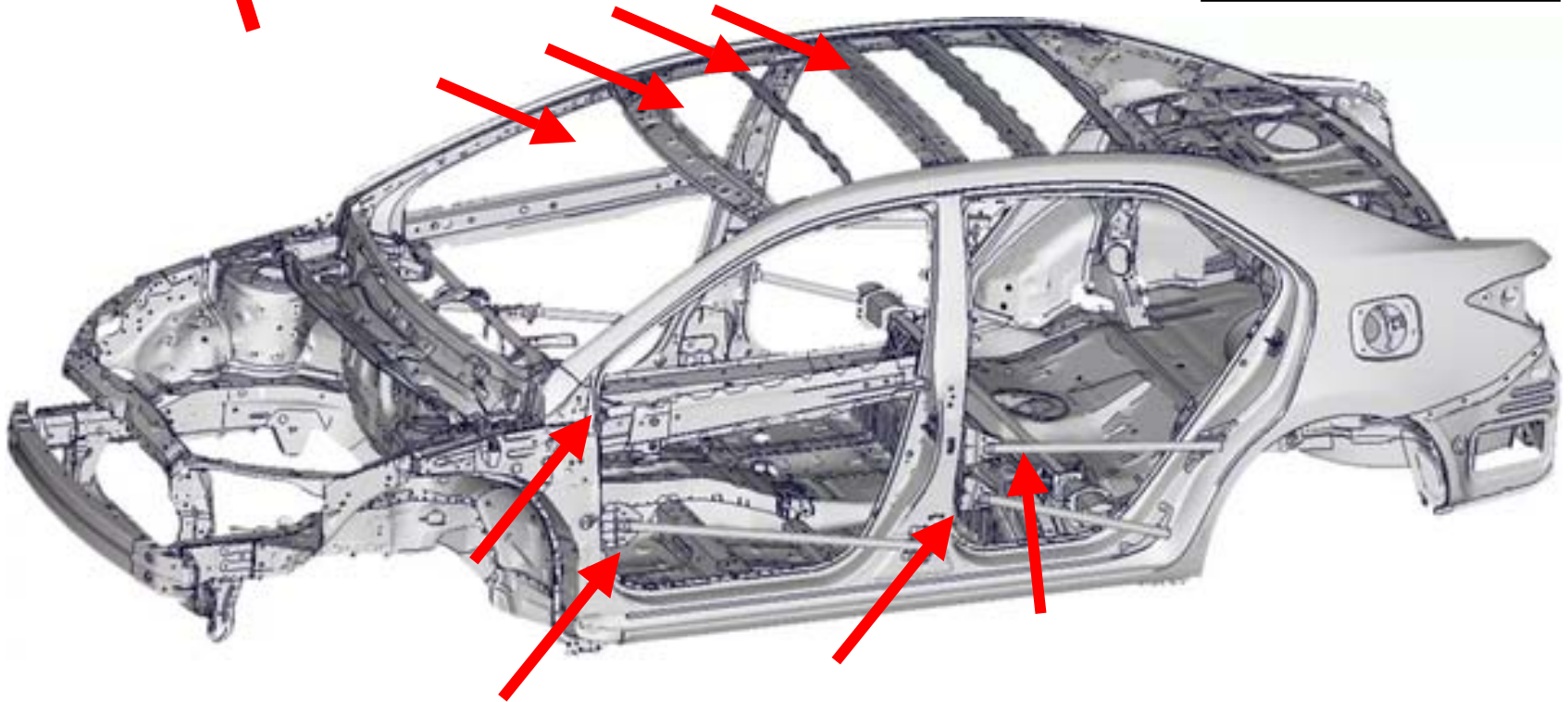
CS45

RECENT



June 8, 2019

CS45



June 8, 2019

RECENT



SOLD: 702 for
\$15,626.00

June 8, 2019

RECENT



June 8, 2019



CREST TEST



DEMO TIME





June 8, 2019



2?

SOLD: 1166 for
\$6,755.00

EZB 3
HB11
HB7
HB9003
HB9006
HB1156
HB1157
HB1157NA
HB168
HB194
HB194NA
HB3057
HB3156
HB3157
HB3157NA
HB3457
HB3457NA
HB4157K
HB7440
HB7440NA
HB7443
HB7443NA
HB906
HB912
HB921



**GAVE: 5
AWAY for
BULB
CHOICE**

THE TOP 20 MINI BULBS AND THE TOP 4 HALOGEN BULBS REPRESENT 85% OF ALL BULB SALES LAST YEAR. YOU CAN NOW ORGANIZE YOUR SHOP WITH ONE EZ DRAWER ASSORTMENT.

Option 1 Empty
Option 2 Loaded

#EZB 3
#EZB 3K

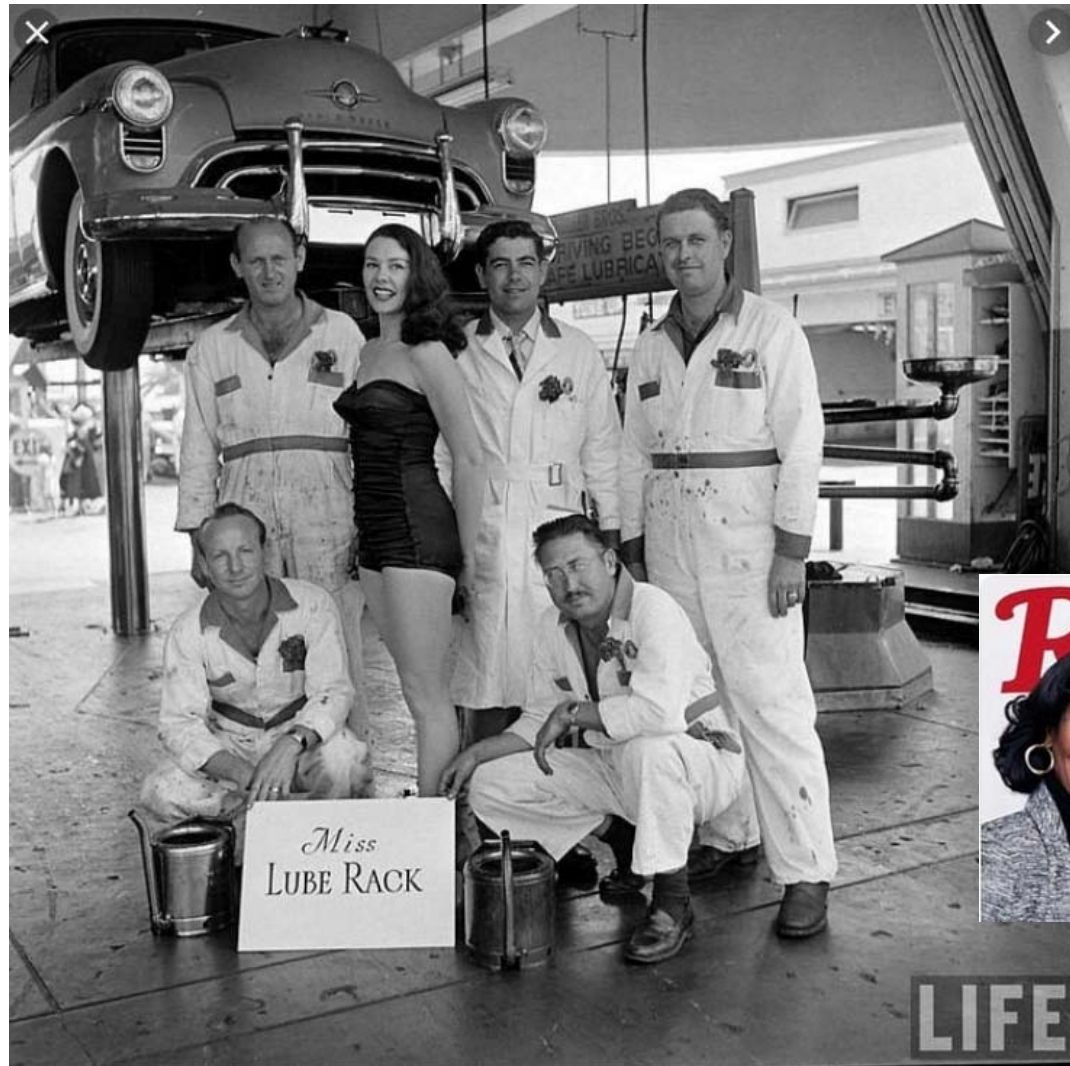
SOLD: 4 for \$702.00

\$23,874

**NEW PRODUCT
SALES**

EXCLUDING ZZ'S

DISCONTINUED ZZ'S





ZZ1

SOLD: 30
for
\$1800.00



SILENT BONDER

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!

ZZ1_ SILENT BONDER.pub 110718

June 8, 2019



TWIN 45'S



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

ZZ-2

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

CS-45

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!

**ZZ2**

SOLD: 135
for
\$8100.00

ZZ2_TWIN 45S.pub 110718



CREST SILENT BONDER II-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 MI 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

REGENE BOTH CARTRIDGES FOR:

II-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!

221_SILENT BONDER pub 110718

CREST TWIN 45'S

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

CS-45

II-2

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 (SEE IV)

TWIN 45'S

REGENE TWO CARTRIDGES FOR:

II-2 \$59.95

www.CRESTEASTCOAST.COM

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

ONE PROMO PER CUSTOMER LIMITED TIME OFFER!

222_TWIN 45'S pub 110718



SOLD: 30

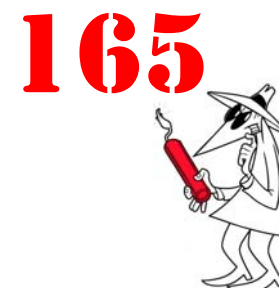
for

\$1800.00

SOLD: 135

for

\$8100.00



\$9,900.00



ZZ3

SOLD: 14
for \$420.00

ZZ4

SOLD: 4 for
\$80.00



HONEY GUNNY



ZZ-3

#AGS



18 oz. net

#WAHC

ZZ-4



#AHC

ZZ-4



HONEY GUNNY
RECEIVE THE ABOVE 2 CANS FOR:

ZZ-4

\$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!

ZZ3_HONEY_GUNNY_WAND.pub 110718



GUNNY HI



JET BLAST SPRAY
MAGNUM
SIZE AND POWER

ZZ-5

HI-SOLV
NEW SPRAY TIP!



#AGS
18 oz. net







#AHS



RECEIVE THE ABOVE 2 CANS FOR:



\$16.00

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

ONE PROMO PER CUSTOMER
LIMITED TIME OFFER!



ZZ5

SOLD: 7 for
\$112.00

ZZ5_GUNNY_HI.pub 110718



ZZ6

SOLD:
125 for
\$2000.00

CREST **DOUBLE GUNNY** **ZZ-6**

GUNNY SOLV # AGS 18.0 oz. NET

JET BLAST SPRAY MAGNUM SIZE AND POWER

DOUBLE GUNNY

RECEIVE THE ABOVE 2 CANS FOR:

ZZ-6

\$16.00

ONE PROMO PER CUSTOMER LIMITED TIME OFFER!

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

ZZ6_DOUBLE_GUNNY.pub 110918

June 8, 2019



GUNNY LIGHT TEAM



JET BLAST SPRAY
MAGNUM
SIZE AND POWER
20% MORE



18 oz.

05:10.27



15 oz.

05:13.30





GUNNY SOLV
AGS
18.0 oz. NET



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

\$19.95



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

ONE PROMO PER CUSTOMER
LIMITED TIME OFFER!



ZZ7

SOLD: 11

for \$220.00

ZZ7_GUNNY_LIGHT_TEAM.pub 110918

June 8, 2019



GUNNY GRIP

ZZ-8



6 - GUNNY SOLV
+ 1 - "GRIP"

YOU GET WHAT YOU SEE !!!



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

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

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

ZZ8_GUNNY_GRIP.pub 010919



ZZ8

**SOLD: 23
for
\$1200.00**



SOLD: 14 for 420.00



SOLD: 4 for \$80.00

184



SOLD: 7 for \$112.00

\$4,032.00



SOLD: 125 for \$2000.00



SOLD: 11 for \$220.00



SOLD: 23 for \$1200.00



HOT HOT
500



CREST THE "MASTERS OF HARDWARE" !

ZZ-9



**THE MOST POPULAR
FASTENER
OF 2018**

\$75.00

SALE IS FOR
THIS FASTENER ONLY!

OTHER FASTENERS
ARE AVAILABLE AT
BULK DISCOUNT
PRICING

SEE REVERSE FOR
ADDITIONAL
FASTENERS,
BULK PACKED,
STOCK NUMBERS
AND
QUANTITIES



Standard Stock No.:
79-07 / 150 count



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

\$75.00

ZZ-9

ON SALE NOW!!!
SAVE / 50%
from your
present source!
ONLY 50 UNITS
AVAILABLE!!!

SALE ENDS
- WITHOUT NOTICE -
WHEN AVAILABILITY IS
EXHAUSTED!

LIMIT ONE PER CUSTOMER
LIMITED TIME OFFER!

HOT HOT

500

Our most Popular!
Number One!

ONLY **15** CENTS
EACH

Receive **500**
(Y5114 / W2550!)

Plus a 30 caliber ammo box **FREE**
Awesome!

ZZ9_HOT_HOT-500.pub 012219

ZZ9

SOLD: 25
for
\$1875.00

TOTALS ZZ1-9



165 **\$9,900.00**

184 **\$4,032.00**

25 **\$1,875.00**

374 **\$16,181.00**

COMBINED TOTALS

NEW PRODUCT SALES **\$23,874.00**

ZZ SALES **\$16,181.00**

\$40,055.00



STILL ACTIVE – ZZ'S



BLUE FINE-LINE

ZZ-10 - 3 ROLL PROMO

\$14.99



ZZ-10 - 3 ROLL PROMO

RECEIVE ONE ROLL EACH OF ALL THREE SIZES AS PICTURED ABOVE FOR:

\$14.99

BLUE FINE LINE

Premium tape, good for curved line work, very flexible, excellent adhesion. Edges will not curl up in heated paint booth.

1/8" x 36 yds. # ZFL-1/8 B

1/4" " # ZFL-1/4 B

1/2" " # ZFL-1/2 B



www.CRESTEASTCOAST.com
TO REORDER CALL US TOLL FREE AT:

1-866-458-9009

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

ZZ10_3_BLUE.pub 050812.rvb

ZZ10



**SOLD: 25
for \$375.00**

ZZ11



SOLD: 29
for
\$1160.00



THREE BANDITS

3 MASK PROMO



SAS DUAL CARTRIDGE RESPIRATOR

No Spare parts to lose or inventory.
Just throw away when mask is no longer any good.

MEDIUM, 1 / Bag # ZDCRM
LARGE, 1 / Bag # ZDCRL
PRE-FILTERS, 10 / Box # G11

ZZ-11 - 3 MASK PROMO

RECEIVE THREE LARGE SIZE MASKS AS
PICTURED ABOVE FOR:

\$39.99



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

LIMIT ONE PER CUSTOMER
LIMITED TIME OFFER!

ZZ11..3.BANDITS.pub 051019.pub

Product SPOTLIGHT

MARRIED?—No reason to neglect stockings!



**Husbands admire
wives who keep their
stockings perfect**

Lovely stockings add so much to your appearance. Don't risk constant runs, snaky seams and wrinkles.

SAVE ELASTICITY—Cut down on runs and wrinkles with Lux! Write to Lever Brothers Co., Dept. 16, Cambridge, Mass., for a free box of Lux. (Offer good in U. S. and Canada only.)

Lux saves the elasticity that makes stockings *fit* and *wear*. Cake-soap rubbing and soaps with harmful alkali *weaken* elasticity!

CONSTANT RUNS
are unsightly and
expensive—cut them
down with LUX

for stockings—





CREST **CLEAR** **COAT**



CALIBER 38



8/WK.
Yea, but, is it any good?



BCC38 CALIBER
Customer Name
LTD---Units-----Sales-

1	JACK'S BODY SHOP	453	32,001.59
2	D S A COLLISION CENTER	407	20,682.75
3	MAINWAY AUTO COLLISION	392	0.00
4	CONTINENTAL CAR CARE	293	17,471.13
5	ZINGANIS COLLISION	251	15,532.50
6	DICK HOGG AUTO BODY	250	16,318.21
7	CAR CURE	238	13,162.02
8	P A S INC.	234	13,070.58
9	REPUBLIC AUTO BODY	224	0.00





3 gal / code 5

BHC	HYPERCLEAR	
Customer Name		
LTD---	Units-----	Sales-
1 SUSSMAN HONDA	1,498	79,669.19
2 BUDMAN ALIGN.& BODY WOR	662	40,186.71
3 OCEAN BAY AUTO BODY	590	35,390.40
4 PARLIN COLLISION II	576	33,365.47
5 ACE AUTO BODY	498	31,672.43
6 J & S AUTO REPAIR	403	25,459.34
7 AMERICA COLLISION	377	21,612.24
8 GIFFORD AUTO BODY	353	715.16
9 NEWARK AUTO BODY AND SE	297	16,374.40

June 8, 2019



BHC	HYPERCLORE
Customer Name	
LTD---Units-----Sales-	
1 SUSSMAN HONDA	
1,498	79,669.19
2 BUDMAN ALIGN.& BODY WOR	
662	40,186.71
3 OCEAN BAY AUTO BODY	
590	35,390.40
4 PARLIN COLLISION II	
576	33,365.47
5 ACE AUTO BODY	
498	31,672.43
6 J & S AUTO REPAIR	
403	25,459.34
7 AMERICA COLLISION	
377	21,612.24
8 GIFFORD AUTO BODY	
353	715.16
9 NEWARK AUTO BODY AND SE	
297	16,374.40

BCC38	CALIBER
Customer Name	
LTD---Units-----Sales-	
1 JACK'S BODY SHOP	
453	32,001.59
2 D S A COLLISION CENTER	
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3 MAINWAY AUTO COLLISION	
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4 CONTINENTAL CAR CARE	
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5 ZINGANIS COLLISION	
251	15,532.50
6 DICK HOGG AUTO BODY	
250	16,318.21
7 CAR CURE	
238	13,162.02
8 P A S INC.	
234	13,070.58
9 REPUBLIC AUTO BODY	
224	0.00

BCC50	CALIBER 5
Customer Name	
LTD---Units-----Sales-	
1 GARDEN STATE COLLISION C	
530	348.81
2 NORTH BELMORE BODY	
355	360.05
3 HAMILTON AUTO BODY	
279	0.00
4 RELATIONS AUTO BODY	
200	327.30
5 MAXIMUM AUTO BODY	
189	362.08
6 CONCOURS AUTO BODY	
171	1,427.34
7 HI TECH AUTO BODY	
166	0.00
8 PAINTMASTER AUTO BODY	
109	427.20
9 WHEATS AUTO BODY	
107	224.20

14,604
GAL.

10,032
GAL.

5,052
GAL.



BCC	CALIBER 9MM	
Customer Name	LTD---	Units-----Sales---
1 ACTION AUTO RESTORATIONS	142	61.75
2 C R SOLUTION	100	143.52
3 J M AUTO BODY	98	6,650.24
4 TOM SHOCKEY COLLISION	88	160.62
5 AMERICAN AUTO COLLISION	64	61.75
6 NESHAMINY AUTO BODY	62	3,646.74
7 PETE'S ROD NEST	56	3,527.54
8 J C CUSTOMS	46	2,798.16
9 C & E AUTO BODY	44	55.36

BCC9MM	CALIBER 9MM	
Customer Name	LTD---	Units-----Sales---
1 CHARIOT HI TECH COLLISIO	53	0.00
2 ANTHONY'S CORNER INC.	25	0.00
3 DELRAN AUTO BODY	22	0.00
4 DAN'S AUTO BODY LLC	17	1,112.48
5 NEW EGYPT AUTO BODY	12	392.64
6 P & A COLLISION REPAIR	8	0.00
7 ALL CAR COLLISION	7	0.00
8 EXECUTIVE AUTO COLLISION	6	0.00
9 AUTO BUTLER PAINT/COLLIS	6	261.76



**1,504
GAL.**

**254
GAL.**

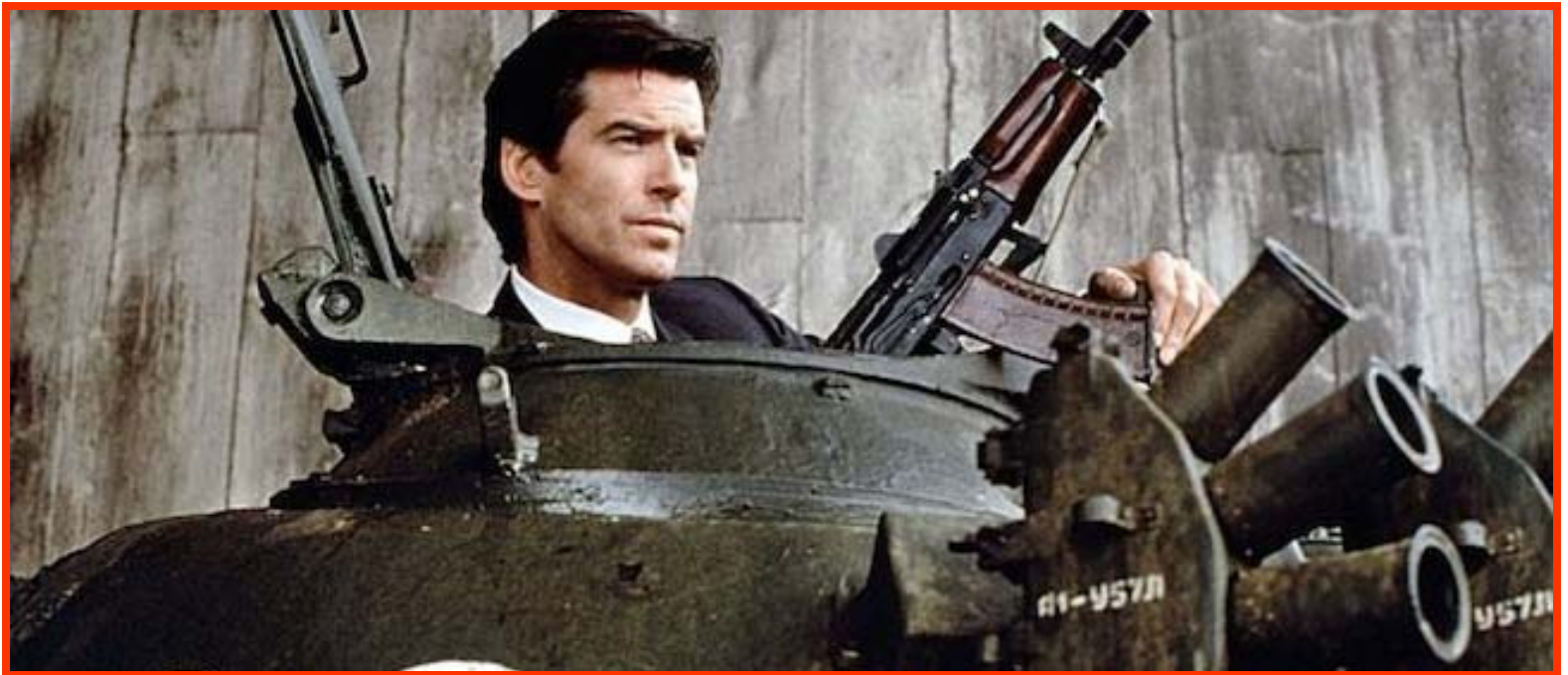
**976
GAL.**

32,422
GALLONS

\$3,566,420.00

SOLD

NEW Products





Rick,
I
want
it!



Black Stripper Wheel



#DFBW
#DFSH
#DFDH



NEW
Products

June 8, 2019



SAS #DCRL+M



NEW
Products

June 8, 2019



LIFT MASKING TAPE



#RLT10N

“Natural”



NEW
Products



3 GLOVES IN MEDIUM SIZE



"TOTAL GRIP"

WHITE POWDER FREE LATEX GLOVES

Heavy Duty, Lightly Textured Gloves!!

100 / Box Medium # ZG1M
100 / Box Large # ZG1L
100 / Box Extra Large # ZG1X



TEXTURED
Superior Grip
8 mil



"HANDY GUARD"

BLUE POWDER FREE NITRILE GLOVES

Strong puncture and chemical resistance!

100 / Box Medium # ZG5M
100 / Box Large # ZG5L
90 / Box Extra Large # ZG5X



TEXTURED
5 mil

1,5,6



"SHADOW"

BLACK POWDER FREE NITRILE GLOVES

Strong puncture and chemical resistance!

100 / Box Medium # ZG6M
100 / Box Large # ZG6L
90 / Box Extra Large # ZG6X



TEXTURED
6 mil

NEW
Products

BREAK – 10:00AM (20min.)





“NEW” WEBSITE “LIVE”



The screenshot shows the CRESTEastCoast.COM website. The header includes the CREST logo and the text "CRESTEastCoast.COM" and "a distributor of quality sealants, solvents, adhesives, cleaners, tapes, and specialty items to the professional automotive technician, marine and industrial customer." The left sidebar contains navigation links: Home, Catalog, More, COF-FAX, and S.D.S. The main content area features five green buttons: COMPLETE PRODUCT CATALOG, SERVICE SOLUTIONS CATALOG, HARDWARE & MORE CATALOGS, FAST FAX ORDER FORM OR P. O., and VEHICLE COMPONENT INVOICE. A blue arrow points from a black box with the number "1" to the "HARDWARE & MORE CATALOGS" button. A red arrow points from a black box with the number "2" to the "FAST FAX ORDER FORM OR P. O." button, which is also circled in red. A red banner at the top left of the main content area reads "Our P.W. Has Changed: 03.08.19". Below this, it says "Please Call OUR Office!" and "Any Number!". At the bottom, there is contact information: "PHONE: Customer Service (732) 458-9000 / CALL Toll Free (866) 458-9009" and "FAX an order to (732) 458-5753 / TEXT an order to (908) 675-2111". The footer includes the CREST logo and copyright information: "© 2019 Crest East Coast Inc. All Rights Reserved".



NEW
Products

June 8, 2019

TALIBAN “ENDORSED”



“WE LOVE THE APPLE”

"If YOU ARE GOING
TO START A
BUSINESS AND
YOU CAN'T RUN IT
OFF A SMART PHONE
FORGET ABOUT IT! "



All your customers use ‘Smart Phones’!

Really?



**Why not approach them, give them your business card!
(So they know your name! You know, start building a
relationship, duh!)**

**Then show them your website address on your business
card and “teach” them how they can search for ALL the
products YOU sell and then they call you to place an
order! Because now, they have your “Card”!**

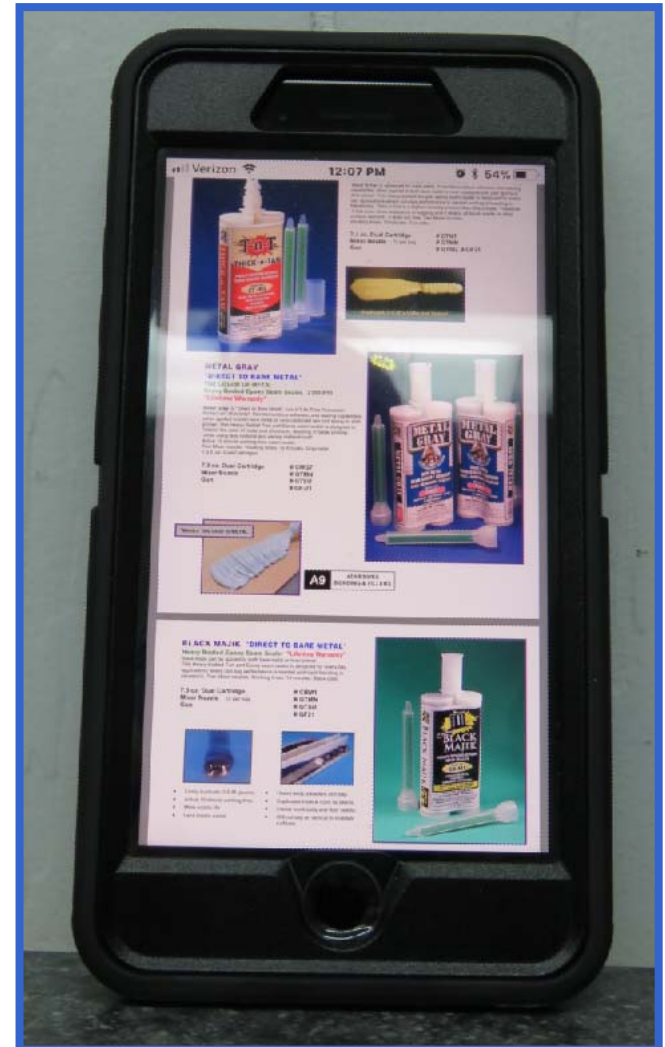
**Some people will even think to put your contact number
in their phone and “TEXT” you orders!
Or you could maybe even suggest that. Just sayin . . .**

Really, that’s too much work for me.

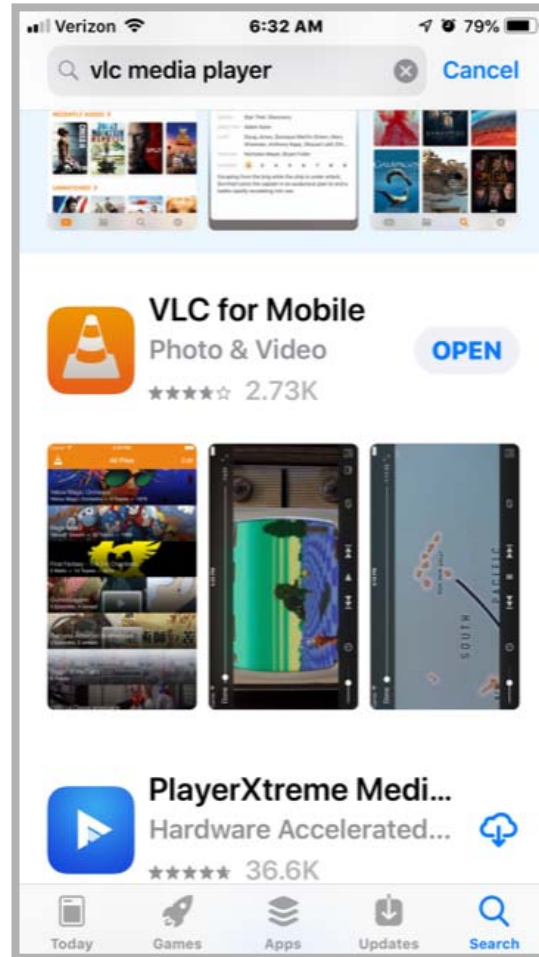
Can I go home now?



The “PHONE” Website



VIDEO VLC Mobile



NEW
Products



THE BIG QUESTION!

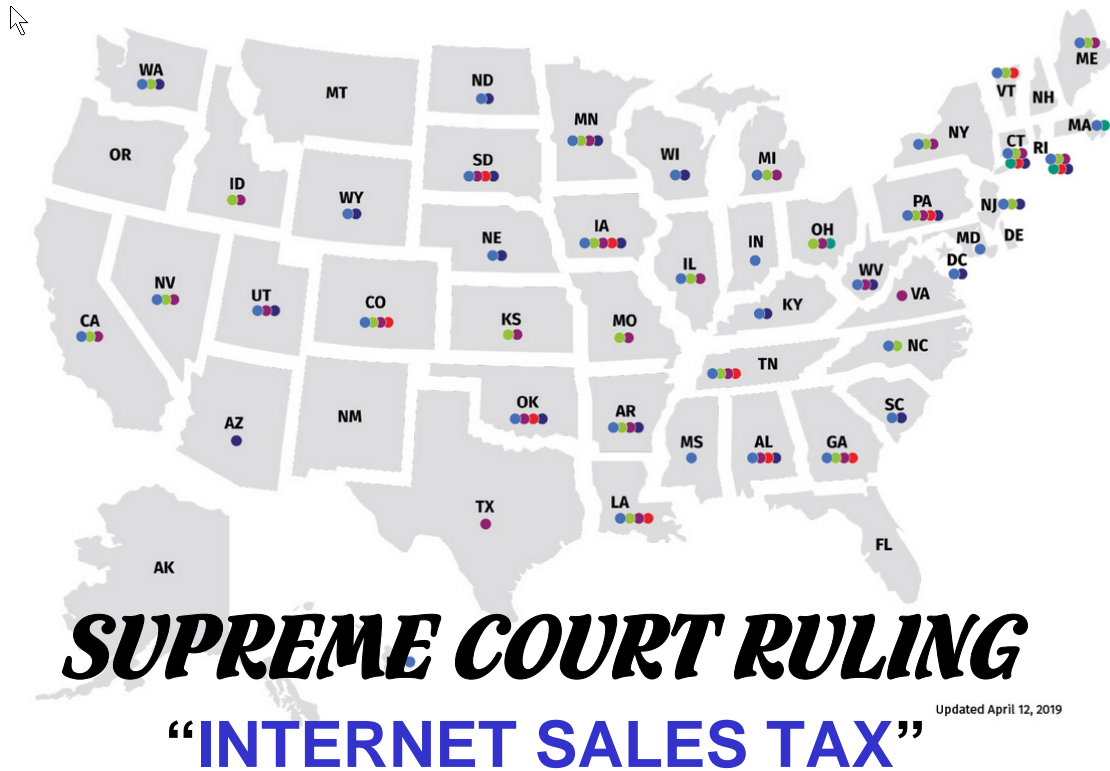
Are YOU a
“Salesman”
Or Are YOU A
“Businessman”?

Build Sales! “The 800 lb. Gorilla”





The Supreme Court's decision in *South Dakota v. Wayfair, Inc.* effectively overturned the physical-presence standard decided in *Quill*. The map below outlines various nexus approaches States have been pursuing as they look to collect sales tax on online sales. This map will be updated frequently to reflect changes expected over the coming months so come back here often.

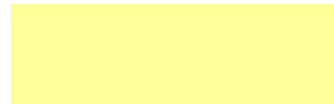




**“SALES
TAX
EVASION”**

Oriental Trading Company, Inc.
4206 South 108th Street
Omaha, NE 68137

IMPORTANT TAX INFORMATION



156707 - 1/1 : 156707



January 26, 2019

Out of State Purchases
Example: Pennsylvania
Use Tax Filing Required
2 Years

Pennsylvania Sales & Use Tax Annual Notice

Please be advised that you are receiving this notice because you have made taxable purchases from Oriental Trading Company, MindWare or Fun Express (the “Retailer”) on which sales tax was not collected during 2018 that were shipped to Pennsylvania.

Pursuant to Pennsylvania Statute § 72-7213.23 sales or use tax is due on taxable purchases made from the Retailer. If tax was not paid at the time of purchase, the State of Pennsylvania requires all customers who use, store, or otherwise consume taxable goods or services in Pennsylvania to file a use tax return.

The State of Pennsylvania also requires the Retailer to provide the Pennsylvania Department of Revenue with the total dollar amount of purchases made by the you during the prior calendar year.

Below is a summary of your previous calendar year purchases from the Retailer:

Retailer Name: Oriental Trading Company, MindWare or Fun Express

Total Purchases (2018): \$4.76

Purchase
Date

Purchase Category

Purchase
Amount

Taxable
(Y/N)

12/5/2018

Toys, novelties and supplies

4.76

Y

Please contact the Pennsylvania Department of Revenue if you have any questions.

June 8, 2019



“SALES TAX EVASION”



Most people are familiar with the term “sales tax”, because we’re required to pay it almost every time we make a purchase at a local store.

A sales tax is typically a required percentage of the sale price of a good or service, that is paid by the purchaser at the time of the sale, and collected and remitted by the retailer. Sales taxes only apply to retail transactions – not wholesale ones – because they are a type of “consumption” tax.

A “use tax” is not discussed as often, but states that have a sales tax generally also have a use tax. The use tax is required to be paid and remitted by the purchaser on goods bought out-of-state, such as over the Internet or via mail order.

YOU actually have “2 TYPES” of customers in each Account!

The First, “**RETAIL**”. 

When you sell “Supplies” to an account and they are the end user of the item, you must collect “Sales Tax”.

They are your “**CUSTOMER**”! 

The Second, “**WHOLESALE**”. 

When you sell to an account, “COMPONENT PARTS” that leaves with the Customers Vehicle, they must collect the “Sales Tax”.

They are your “**STORE**”! 

THE TIME IS NOW!

(7) - COMPANIES OFFERING INVOICING PROGRAMS

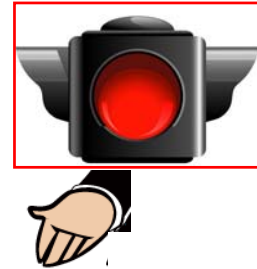


THE NEXT BIG QUESTION for Your CUSTOMER

Are YOU a
“Body Shop Owner”
Or Are YOU A
“Businessman”?

HARDTRAK™ © 1998
Vehicle Component Invoice
POINT Of SALE Software

NEW
Products



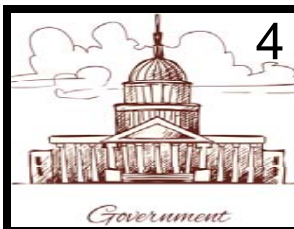
WHOLESALE






RETAIL



CUSTOMER



SALES TAX

BUSINESS MODEL	
1 	Crest East Coast "WAREHOUSE" WHOLESALER (NO TAX)
2 	Body Shop "STORE" RETAILER (COLLECTS TAX)
3 	The "Insured" "CUSTOMER" PAYS INVOICE PLUS (SALES TAX)
4 	"GOVERNMENT" RECIEVES SALES & USE TAX

BUSINESS MODEL Card 2019.PUB

\$18,000 MORE / YR.

ASK
CREST EAST COAST
HOW YOU CAN HAVE



MORE
IN YOUR
CHECKING ACCOUNT
AT THE END
OF EACH YEAR!

**Don't leave your
Money
on the table.**

NEW
Products

DOING BUSINESS AS USUAL

BEGINNING CHECKING ACCOUNT BALANCE	\$	20,000.00
OTHER THAN YOUR PAINT, MATERIALS AND SHOP SUPPLIES YOU SPEND EVERY MONTH:		
	COST	
VEHICLE COMPONENT CHEMICALS	\$ (700.00) PAID OUT	
VEHICLE COMPONENT HARDWARE	\$ (300.00) PAID OUT	
	MONTHLY \$ (1,000.00)	
	12	
12 MONTHS	\$ (12,000.00)	\$ (12,000.00)
ENDING CHECKING ACCOUNT BALANCE	\$	8,000.00

DOING BUSINESS WITH CREST EAST COAST - V.C.I.

BEGINNING CHECKING ACCOUNT BALANCE	\$	20,000.00
OTHER THAN YOUR PAINT, MATERIALS AND SHOP SUPPLIES YOU SPEND EVERY MONTH:		
USING CREST EAST COAST'S - ONLINE V.C.I. PROGRAM (HARDTRAK)	V.C.I. RECOVERED	
	COST	
VEHICLE COMPONENT CHEMICALS	\$ (700.00) PAID OUT	\$ 1,050.00
VEHICLE COMPONENT HARDWARE	\$ (300.00) PAID OUT	\$ 450.00
	MONTHLY \$ (1,000.00) \$ -	\$ 1,500.00
	12	12
12 MONTHS	\$ (12,000.00)	\$ (12,000.00)
	12 MONTHS \$ 18,000.00	\$ 18,000.00
ENDING CHECKING ACCOUNT BALANCE	\$	26,000.00

BOTTOM LINE IMPROVED BY:

\$ 18,000.00

Don't leave your money on the table!



ALWAYS REMEMBER !!!

CREST EAST COAST INC.

OWNS ***"THE STOCK"*** IN ALL OF OUR
CUSTOMERS STORES,
UNTIL **"OUR STORE"** PAYS ITS BILL!

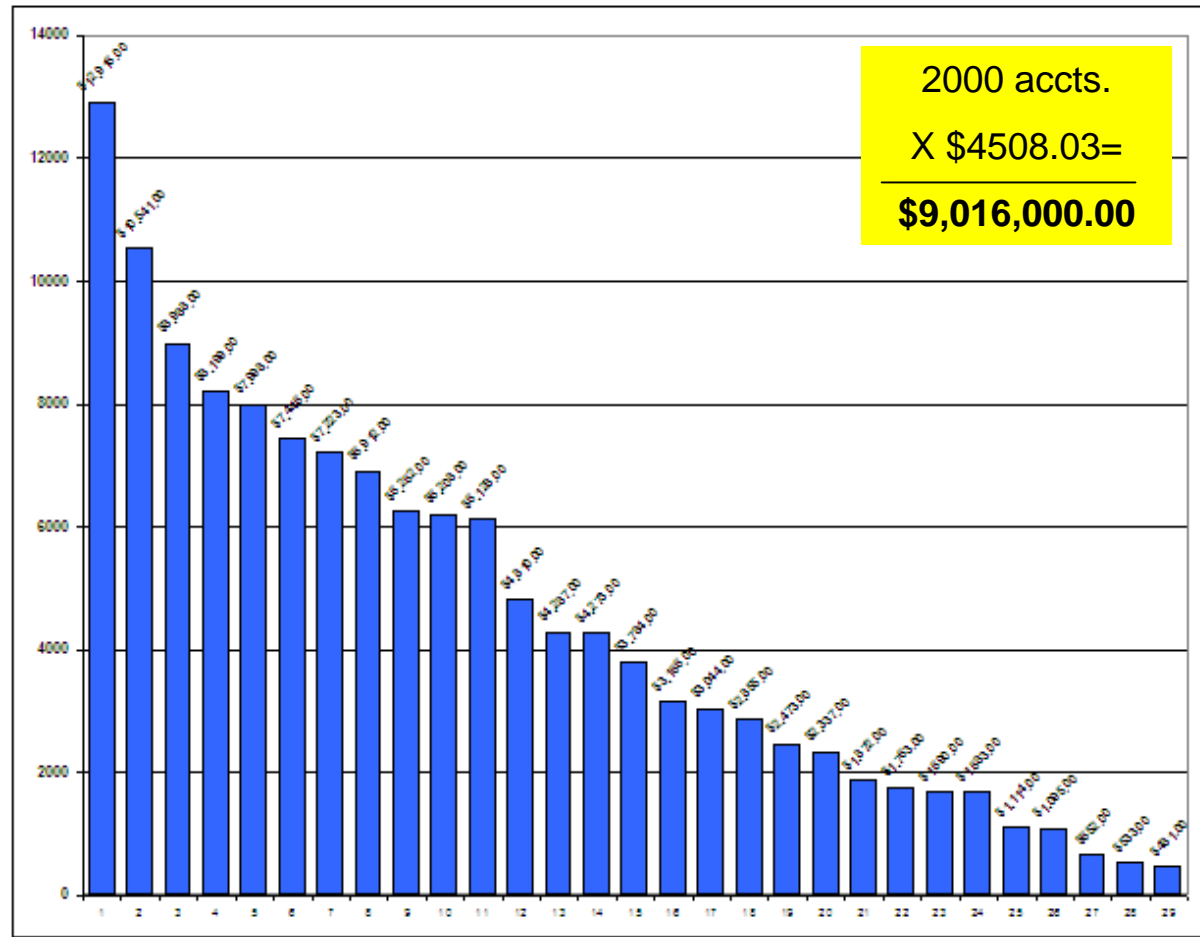
WE PROVIDE EACH STORE WITH OUR
"HARDTRAK P.O.S. SOFTWARE"
TO INVOICE AND **COLLECT SALES TAX!**

NEW PASSWORD – “VCTAX”

6/4/2019

HARDTRAK ON-LINE PASSWORD CHANGE LOG

OLD 777 HUSKY		
#	CUST. #	PURCHASES 2018
22	CUST. #	PURCHASES 2018
	CUST. #	OUR REP NAME
1	T02500	\$ 12,916.00
2	B11196	\$ 10,541.00
3	C12910	\$ 8,988.00
4	P08727	\$ 8,199.00
5	M05503	\$ 7,998.00
6	L00836	\$ 7,446.00
7	C08618	\$ 7,223.00
8	E00271	\$ 6,912.00
9	J04400	\$ 6,262.00
10	T03630	\$ 6,208.00
11	W00150	\$ 6,128.00
12	M05095	\$ 4,810.00
13	A06503	\$ 4,287.00
14	G03850	\$ 4,273.00
15	N01400	\$ 3,784.00
16	P00085	\$ 3,166.00
17	S11590	\$ 3,044.00
18	J00037	\$ 2,855.00
19	A00565	\$ 2,473.00
20	P09927	\$ 2,337.00
21	H01623	\$ 1,872.00
22	V01602	\$ 1,763.00
23	R05202	\$ 1,690.00
24	C04822	\$ 1,683.00
25	R04993	\$ 1,114.00
26	C13550	\$ 1,095.00
27	H01616	\$ 652.00
28	C08604	\$ 533.00
29	T04015	\$ 481.00
		\$ 130,733.00
	29	\$ 4,508.03



“NEW” ←

HARDTRAK™

V.C.I.



AUTHORIZED RE-SELLER
CUST ID: C04607

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

VEHICLE COMPONENT INVOICE
NO: 06688

TO: CENTRAL PAINT
121 SOUTH OLDEN AVENUE
TRENTON NJ 08609

DATE: 6/2/19

PHONE: 800-783-3868

JOB / RO#: 123
NAME: NANCY PELOSI
MAKE: BENTLEY
MODEL: SILVER SPUR
YEAR: 2019

REMARKS: PROGRESSIVE
CHUCKY SCHUMER

TECH. NAME: DONNY

LINE	QUANTITY	STOCK NO.	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	CEPB	EPOXY PANEL BONDER (41)	60.945	60.95
2	0.75	CTNT	THICK-n-TAN SEAM SEALER(41)	52.425	39.32
3				-	-
4				-	-
5				-	-
6				-	-
7				-	-
8				-	-
9				-	-
10				-	-
11				-	-
12				-	-
13				-	-
14				-	-
15				-	-
16				-	-
17				-	-
18				-	-
19				-	-
20				-	-

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

SUB TOTAL

\$ 100.26

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

SHOP SUPPLIES HAVE ALREADY BEEN TAXED AND CANNOT BE BILLED.

SALES TAX 6.625%

\$ 6.64

TOTAL

\$ 106.91

03339

THE ABOVE VENDOR IS A RE-SELLER OF CREST EAST COAST PRODUCTS
PRODUCTS LISTED ABOVE ARE VEHICLE COMPONENTS AND ARE SUBJECT TO SALES TAX.
SHOP SUPPLIES HAVE ALREADY BEEN TAXED AND CANNOT BE BILLED.

NEW
Products



7 Points / 18K BUSINESS CARD



1 www.CRESTEASTCOAST.COM

2

3 P.W. **VCTAX**

4 AUTHORIZED RESELLER CUST #:

TOP SECRET CONFIDENTIAL TOP SECRET

18K

BY LAW WE MUST COLLECT TAX

To Create a "Vehicle Component Invoice"

1. Go to: CrestEastCoast.com
2. CLICK: Vehicle Comp. Invoice.
3. KEY in the: "Password" > **NO**
4. KEY in your: "Customer No."

USE the "TAB" key to move thru all the "editable fields". (Job info)

REMARKS: (Insurance Co. Name)
(Adjusters Name)

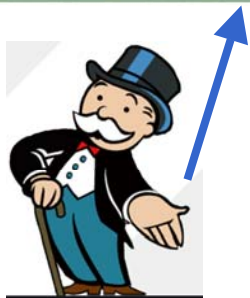
TAB to Line 1 KEY in "Quantity".
(Accepts "Decimals" .25, .5, .75, 1, 2 etc.
Tape in "FT", H.W. and Bulbs by # used.)

TAB to KEY in Product "Stock #"
(Vehicle Component Checklist*)
(CLICK: [MyCREST](#) / KEY in "Password")

REPEAT as necessary.

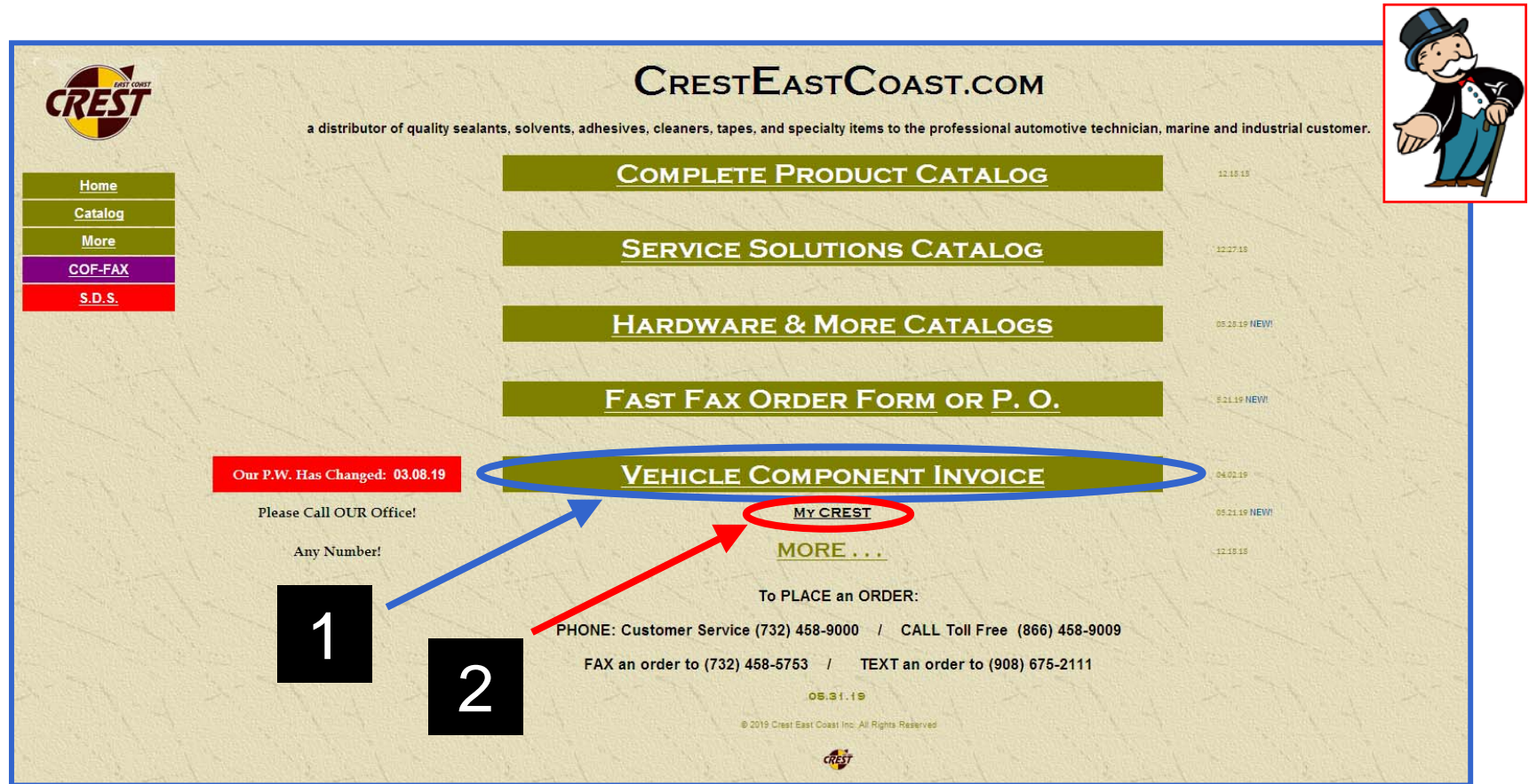
PRINT when complete. (Ctrl+P)

11 / 031019



NEW
Products

ON-LINE INVOICING PROGRAM - **“GO LIVE”!**



The screenshot shows the CRESTEastCoast.com website. The header includes the CREST logo and the text "CRESTEastCoast.com" and "a distributor of quality sealants, solvents, adhesives, cleaners, tapes, and specialty items to the professional automotive technician, marine and industrial customer." The left sidebar has links: Home, Catalog, More, COF-FAX, and S.D.S. The main content area lists several catalog options: COMPLETE PRODUCT CATALOG, SERVICE SOLUTIONS CATALOG, HARDWARE & MORE CATALOGS, FAST FAX ORDER FORM OR P. O., and VEHICLE COMPONENT INVOICE. The VEHICLE COMPONENT INVOICE option is circled in blue. Below it, the text "My CREST" is circled in red. A red arrow points from the "My CREST" link to the "VEHICLE COMPONENT INVOICE" link. A blue arrow points from the "VEHICLE COMPONENT INVOICE" link to a black box containing the number "1". Another black box containing the number "2" is located below the "1". A red banner at the top left of the main content area says "Our P.W. Has Changed: 03.08.19". Below this, it says "Please Call OUR Office!" and "Any Number!". At the bottom, there is contact information: "To PLACE an ORDER:", "PHONE: Customer Service (732) 458-9000 / CALL Toll Free (866) 458-9009", and "FAX an order to (732) 458-5753 / TEXT an order to (908) 675-2111". A small CREST logo is at the bottom center.

CRESTEastCoast.com

a distributor of quality sealants, solvents, adhesives, cleaners, tapes, and specialty items to the professional automotive technician, marine and industrial customer.

Home
Catalog
More
COF-FAX
S.D.S.

COMPLETE PRODUCT CATALOG
SERVICE SOLUTIONS CATALOG
HARDWARE & MORE CATALOGS
FAST FAX ORDER FORM OR P. O.
VEHICLE COMPONENT INVOICE
My CREST
MORE...

Our P.W. Has Changed: 03.08.19

Please Call OUR Office!
Any Number!

1

2

To PLACE an ORDER:
PHONE: Customer Service (732) 458-9000 / CALL Toll Free (866) 458-9009
FAX an order to (732) 458-5753 / TEXT an order to (908) 675-2111

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HARDTRAK V.C.I.

NEW
Products

Vehicle Component Checklist



CREST EAST COAST, INC.

VEHICLE COMPONENT CHECKLIST

DATE:

JOB #:	OWNER NAME	VEHICLE DISC.:	TECH. NAME
--------	------------	----------------	------------

TWIN CARTRIDGES / % PANEL BONDING / SEAL SEALERS ADHESIVES & FOAM		
QUANTITY	STOCK #	DESCRIPTION
	CEJB	JET BLACK
	CEQC	QWIXTER

	CEPB	PANEL BONDER 3500
	CE30	PANEL ADHESIVE SKINNER 30 SMALL PANEL ADHESIVE
	CTNT	THICK N' TAN ZERO FLOW SEAM SEALER
	CMG7	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
	CRF	RIGID FOAM
	CS45	NVH SUPPRESSOR

	CFQB	QWIK BLACK
	CFQS	FORMULA 21 URETHANE ADHESIVE
	CFSA	
	CFPA	

	C5770P	O.E.M. PLOGRIP IMPACT RESISTANT ADHESIVE
	C7770	URETHANE ADHESIVE
	C7779	

	CMQC	QWIXTER MINI JET BLAXTER MINI
	CMJB	

BODY FILLER & GLAZE		
QUANTITY	STOCK #	DESCRIPTION
	BSB	SHARK BITE
	BCG2	CYBOR GRIP
	BSC	SKIM COAT
	BUFF	PORPOISE PUTTY
	BSS	SEAL SKIN

AEROSOLS & COATINGS / %		
QUANTITY	STOCK #	DESCRIPTION
	ARC	SUPER RUBBERCOAT
	ABO	BLACK OUT

	BAC	AUTO COAT RUBBER UNDERCOAT
	BWH	RUSTPROOFING HONEY COAT

	AHC	RUSTPROOFING HONEY COAT
--	-----	-------------------------

	APE	ETCH COAT GRAY
	APEB	BLACK
	APEG	GREEN

	AHBG	FLEXIBLE HIGH BUILD PRIMER GRAY
	AHBB	BLACK

	ACB	CHIP COAT BLACK
--	-----	-----------------

	AT2	TRIM COAT FLEXIBLE BUMPER COAT
	AF2	

	ASW	WELD THRU PRIMER AEROSOL
--	-----	--------------------------

MOLDING TAPE / FT.		
QUANTITY	STOCK #	DESCRIPTION

	RXX1/4	MOLDING TAPE 1/8" 1/4" NEW
	RXX1/2	3/8" THICKNESS 1/2" .063
	RXX1	5/8" RMM# 1"

SEAM SEALER TAPE / FT.		
QUANTITY	STOCK #	DESCRIPTION
	RTW8	SEAM SEALER TAPE
	RTW10	
	RW0S2	WHEEL OPENING SEAM SEALER TAPE
	RW0S3	

ONE PART SEAM SEALERS / %		
QUANTITY	STOCK #	DESCRIPTION
	CUP	URE-SEAM URETHANE SEAM SEALER
	SUP	

	CSGR	SPRAY SEAM SPRAYABLE SEAM SEALER
--	------	----------------------------------

	CMSB	MULTI SEAM BLACK GRAY TAN WHITE
	CMST	
	CMST	
	CMST	

	CJN	RUBBER SEAM SEALER T.J.N. B.J.N
--	-----	---------------------------------

	CSF	FAST URETHANE ADHESIVE URETHANE WINDSHIELD SEALER
--	-----	---

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

SPECIAL SPOT WELD BITS		
QUANTITY	STOCK #	DESCRIPTION
	WSWB8	BORON TRIDENT BIT 8 mm

ADDITIONAL ITEMS		
QUANTITY	STOCK #	DESCRIPTION

NOTE:	ALL THESE ITEMS BECOME VEHICLE COMPONENTS	
!	SALES TAX	ALL THESE ITEMS ARE TAXABLE!

CREST EAST COAST, INC.

VEHICLE COMPONENT CHECKLIST

DATE:

JOB #:	OWNER NAME	VEHICLE DISC.:
--------	------------	----------------

	# Y4520		# Y473		# Y5114 # W2550		# Y8698 # W2885		# W3310
T01*		T02		T03		T04		T05	

	# Y12766		# W3191		# W2193		# W3251		# Y3174
T07		T08		T09		T10		T11	

	# W2360		# Y23761		# Y593		# Y476		# Y9546
T13		T14		T15		T16		T17	

	# X10367		# W3043		# Y501		# Y692		# Y489
T19		T20		T21		T22		T23	

	# Y8662		# Y6546		# Y3110		# Y14854		# Y9134
T25		T26		T27		T28		T29	

	# Y4062		# Y4804		# Y498		# Y463		# Y4354
T31		T32		T33		T34		T35	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# Y4520		# Y473		# Y5114 # W2550		# Y8698 # W2885		# W3310
T01*		T02		T03		T04		T05	

	# Y12766		# W3191		# W2193		# W3251		# Y3174
T07		T08		T09		T10		T11	

	# W2360		# Y23761		# Y593		# Y476		# Y9546
T13		T14		T15		T16		T17	

	# X10367		# W3043		# Y501		# Y692		# Y489
T19		T20		T21		T22		T23	

	# Y8662		# Y6546		# Y3110		# Y14854		# Y9134
T25		T26		T27		T28		T29	

	# Y4062		# Y4804		# Y498		# Y463		# Y4354
T31		T32		T33		T34		T35	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# Y4520		# Y473		# Y5114 # W2550		# Y8698 # W2885		# W3310
T01*		T02		T03		T04		T05	

	# Y12766		# W3191		# W2193		# W3251		# Y3174
T07		T08		T09		T10		T11	

	# W2360		# Y23761		# Y593		# Y476		# Y9546
T13		T14		T15		T16		T17	

	# X10367		# W3043		# Y501		# Y692		# Y489
T19		T20		T21		T22		T23	

	# Y8662		# Y6546		# Y3110		# Y14854		# Y9134
T25		T26		T27		T28		T29	

	# Y4062		# Y4804		# Y498		# Y463		# Y4354
T31		T32		T33		T34		T35	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W2853		# W3312		# W2340		# X12482		# ZN8S
T37		T38		T39		T40		T41	

	# W28
--	-------



“Vehicle Component Pictures”



VEHICLE COMPONENT - **CHEMICAL** / EXAMPLES

● ANYTHING THAT LEAVES WITH THE VEHICLE



FAST REPAIR
EPOXY



PANEL AND
DOOR SKIN
BONDING
ADHESIVE



DIRECT TO METAL
EPOXY
SEAM SEALERS



FLEXIBLE AND
RIGID
PLASTIC REPAIR
MATERIALS



NVH
NOISE
VIBRATION
AND
HARSHNESS
SUPPRESSION



DIRECT TO METAL
EPOXY
SEAM SEALERS



FLEXIBLE AND
RIGID
PLASTIC REPAIR
MATERIALS



ACOUSTIC
FOAM AND
NVH
DAMPENING
COMPOUNDS



MULTI SPEED
URETHANE
BONDING &
REPAIR
ADHESIVES



ACOUSTIC
FOAM AND
NVH
DAMPENING
COMPOUNDS



O.E.M.
GM APPROVED
ASHLAND
STRUCTURAL
REPAIR
ADHESIVE



O.E.M.
MULTI SPEED
ASHLAND
REPAIR &
BONDING
ADHESIVE



FAST CLEAR
TWO PART EPOXY
REPAIR COMPOUNDS



O.E.M.
GM APPROVED
ASHLAND
STRUCTURAL
REPAIR
ADHESIVE



O.E.M.
MULTI SPEED
ASHLAND
REPAIR &
BONDING
ADHESIVE



FAST CLEAR
TWO PART EPOXY
REPAIR COMPOUNDS



MINI TWIN TWO PART EPOXY REPAIR



TWO PART EPOXY
REPAIR COMPOUNDS



CYANOACRYLATE INSTANT
REPAIR ADHESIVES

VEHICLE COMPONENT - **CHEMICAL** / E

● ANYTHING THAT LEAVES WITH THE VEHICLE



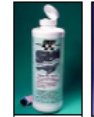
METAL AND
COMPOSITE
REPAIR
COMPOUNDS



METAL AND
COMPOSITE
REPAIR
COMPOUNDS



METAL AND
COMPOSITE
REPAIR
COMPOUNDS



METAL AND
COMPOSITE
FINISHING
COMPOUNDS



METAL AND
COMPOSITE
FINISHING
COMPOUNDS



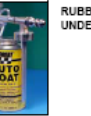
METAL AND
COMPOSITE
FINISHING
COMPOUNDS



RUBBER
UNDERCOAT



RUBBER
UNDERCOAT



RUBBER
UNDERCOAT



RUST-PROOFING
CAVITY WAX
COMPOUND



RUST-PROOFING
CAVITY WAX
COMPOUND



SPECIAL
DIRECT TO METAL
FAST REPAIR
AEROSOL
ETCH
PRIMERS



SPECIAL
FAST REPAIR
AEROSOL
HI-BUILD
PRIMERS



SPECIAL
FAST REPAIR
AEROSOL
HI-BUILD
PRIMERS



AEROSOL
WELD THRU
CORROSION
PROTECTION
PRIMERS



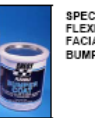
AEROSOL
TEXTURE
COAT



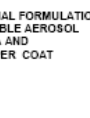
SPECIAL
DIRECT TO
METAL
AEROSOL
O.E.M. MATCH
TRIM COAT



SPECIAL
DIRECT TO
METAL
AEROSOL
O.E.M. MATCH
TRIM COAT



SPECIAL
DIRECT TO
METAL
AEROSOL
O.E.M. MATCH
TRIM COAT



SPECIAL FORMULATION
FLEXIBLE AEROSOL
FACIA AND
BUMPER COAT



SPECIAL FORMULATION
FLEXIBLE AEROSOL
FACIA AND
BUMPER COAT



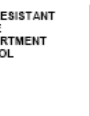
SPECIAL
FAST REPAIR
AEROSOL
CLEAR COAT



SPECIAL
FAST REPAIR
AEROSOL
CLEAR COAT



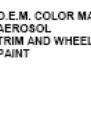
SPECIAL
FAST REPAIR
AEROSOL
CLEAR COAT



HEAT RESISTANT
ENGINE
COMPARTMENT
AEROSOL
PAINT



HEAT RESISTANT
ENGINE
COMPARTMENT
AEROSOL
PAINT



O.E.M. COLOR MATCH
AEROSOL
TRIM AND WHEEL
PAINT

HARDTRAK V.C.I. USERS MANUAL

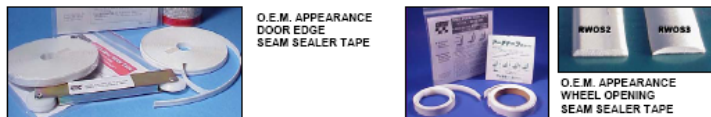
HARDTRAK V.C.I. USERS MANUAL

“Vehicle Component Pictures”

NEW
Products

VEHICLE COMPONENT - CHEMICAL / EXAMPLES

● ANYTHING THAT LEAVES WITH THE VEHICLE



33

HARDTrak VCI Online Training Manual_p01 042119.pub

VEHICLE COMPONENT - HARDWARE / EXAMPLES

● ANYTHING THAT LEAVES WITH THE VEHICLE



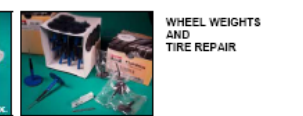
Automotive head-lamps and mini bulbs



Automotive fasteners, clips, retainers and hardware



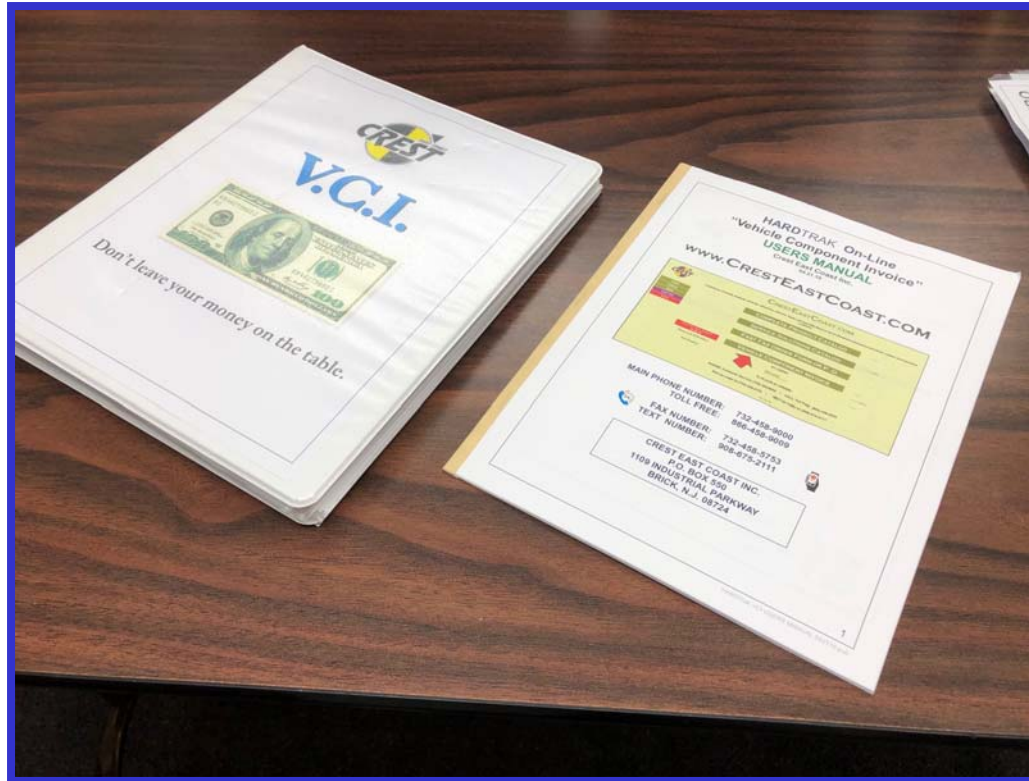
Plastic repair staples



34

HARDTrak VCI Online Training Manual_p01 042119.pub

HARDTRAK IS NOT A “**ONE TIME**” DISCUSSION!



IT IS AN “**ON-GOING EDUCATION**”,
ONE **BUSINESSMAN** TO ANOTHER!

Training Manual

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	WALL POSTER MENU
1	ONLINE INVOICING TECHNOLOGY SEMINAR FORM	16	ORDER EZC3D46 040318.XLT
2	TWIN CARTRIDGE TECHNOLOGY SEMINAR FORM	17	WHEEL WEIGHT BIN STICKERS 04.03.18
3	ACOUSTIC FOAM TECHNOLOGY SEMINAR FORM	18	SERVICE HARDWARE BIN STICKERS
4	SEAM SEALER TECHNOLOGY SEMINAR FORM	19	CREST EAST COAST COFFEE BOOK
5		20	SDS - ELECTRONIC ACCEPTANCE FORM
6		21	SEE PURPLE
7	CREST T20 Text 2 Order	22	HARDTRAK NETWORK 2018 - DOWNLOAD 04.03.18
8		23	SHORT CUT WIDGET MAKER
9	Y-Line>W&E Disco>W&E W&E>Disco 11.15.14	24	Sam's - EZ WARE SALES TOOL 03.31.17
10	X-LINE PRICE LIST	25	EZ WARE BOOK 2017
11		26	EZ Sales Flyer P1 FRONT / EZ Sales Flyer P2 BACK
12	POLYESTER MIXING	27	EZ Ware System Purchase Agreement
13	TAB & PINNING	28	Y-Line Reorder and Bin Location sheet 2017.pdf
14	PRODUCT TROUBLE SHOOTING GUIDE	29	
15		30	HARDTrak VCI Online Training Manual

05.28.19 EDITED

[HOME](#)

STOP



“LUNCH TIME”





NEW ZZ'S

ZZ12
#RLT10N

X
2



TWIN LIFT TAPE PROMOTION

RECEIVE TWO LIFT TAPES AS PICTURED FOR:

\$29.95 5 **ZZ-12**



ZZ-12 TWIN LIFT TAPE PROMO

RECEIVE TWO LIFT TAPES AS
PICTURED ABOVE FOR:

\$29.95 5

LIFT MASKING TAPE

More Flexible !

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

Use with both solvent and water based paints. They are perforated every 1 7/8 ". No razor required to cut these tapes.

The Natural color masking tape has been reinforced for greater strength and resistance to tearing.

1 roll per box.

10 mm band x 1.75" width x 10.94 yards.

Natural # RLT10N



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TO RE-ORDER CALL US TOLL FREE AT:

1-866-458-9009

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

ZZ12_TWIN_LIFT_TAPE.pub 051019.

June 8, 2019



CLEAR CHOICE COMBO



ZZ-13 CLEAR CHOICE COMBO

RECEIVE YOUR CHOICE OF:

- 1 - GALLON of CLEAR + ACTIVATOR
- 1 - PAINTERS MASK (L or M)
- 1 - GUNNY SOLV

\$99.00⁶

YOUR CHOICE OF ONE CLEAR + ACTIVATOR:



#BHC
#BHCA65, 75, 85

#BCC38
#BCCA60, 70, 80, 90

BCC9MM



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

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

ZZ13_CLEAR_CHOICE_COMBO.pub 0604519.pub

ZZ13 CLEAR CHOICE

NU-CLEAR ONLY!

THIS PROMO **IS NOT**
FOR A CUSTOMER
ALREADY BUYING ONE
OF THESE CLEAR
COATS!

NU-CLEAR ONLY!

THIS PROMO IS ONLY
FOR A CUSTOMER WHO
IS WILLING TO BUY AND
TRY A CREST CLEAR HE
**HAS NEVER USED
BEFORE!**

**(OK! HOW ABOUT WITHIN THE
PAST 2 YEARS!)**

USE YOUR DISCRETION!



"BLACK n TAN" COMBO

"Vehicle Components"
Panel Bonder & Seam Sealer

Wholesale:
\$68.00
No TAX!

Retail
\$113.38
Plus TAX!



Stock 2 of our
"Vehicle
Components",
Panel Bonder 3500
&
Thick-N-Tan
Seam Sealer
for

\$68.00

use

HARDTRAK™
V.C.I.

Re-Sell and
Invoice for

\$113.38

Store Sales Profit:
\$45.38 / 40%

ZZ-14 - BLACK n TAN

RECEIVE BOTH CARTRIDGES AS PICTURED
ABOVE FOR:

\$68.00

**Don't leave your money on
the table!**



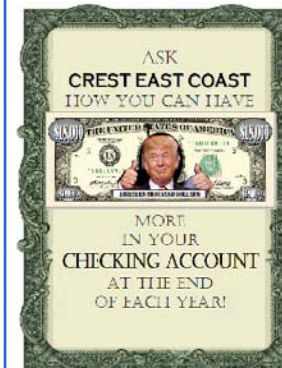
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**LIMIT ONE PER CUSTOMER
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ZZ14_Black_n_Tan.pub 052819

ZZ14

BLACK n TAN



DOING BUSINESS AS USUAL	
BEGINNING CHECKING ACCOUNT BALANCE	\$ 20,000.00
OTHER THAN YOUR FUNDS MATERIALS AND SHOP SUPPLIES YOU SPEND EVERY MONTH:	
VEHICLE COMPONENT CHEMICALS COST	\$ (700.00) PAID OUT
VEHICLE COMPONENT HARDWARE MONTHLY \$ (1,000.00) PAID OUT	\$ (12,000.00)
12 MONTHS \$ (12,000.00)	\$ (12,000.00)

DOING BUSINESS AS USUAL	
ENDING CHECKING ACCOUNT BALANCE	\$ 8,000.00

DOING BUSINESS WITH CREST EAST COAST - V.C.I.	
BEGINNING CHECKING ACCOUNT BALANCE	\$ 20,000.00
OTHER THAN YOUR FUNDS MATERIALS AND SHOP SUPPLIES YOU SPEND EVERY MONTH:	
USING CREST EAST COAST'S - ONLINE V.C.I. PROTECTANT (HARDTRAK) COST	\$ (700.00) PAID OUT
VEHICLE COMPONENT CHEMICALS COST	\$ (1,000.00) PAID OUT
VEHICLE COMPONENT HARDWARE MONTHLY \$ (1,000.00) PAID OUT	\$ (12,000.00)
12 MONTHS \$ (12,000.00)	\$ (12,000.00)

DOING BUSINESS WITH CREST EAST COAST - V.C.I.	
ENDING CHECKING ACCOUNT BALANCE	\$ 28,000.00

8-DIGIT LINE IMPROVED BY: **\$ 18,000.00**

Don't leave your money on the table!



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

AUTHORIZED RE-SELLER
CUST ID: J01315

VEHICLE COMPONENT INVOICE
NO: 07562

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

NJ 08755

DATE: 6/5/19

JOB / RO#: 123

NAME: NANCY PELOSI

MAKE: BENTLEY

MODEL: SILVER SPUR

YEAR: 2019

PHONE: 732-929-4500

REMARKS: PROGRESSIVE
CHUCKY SCHUMER

TECH. NAME: DONNY

LINE	QUANTITY	STOCK NO.	DESCRIPTION	UNIT PRICE	AMOUNT
1	1	CEPB	EPOXY PANEL BONDER (41)	60.945	60.95
2	1	CTNT	THICK-n-TAN SEAM SEALER(41)	52.425	52.43
3				-	-
4				-	-
5				-	-
6				-	-
7				-	-
8				-	-
9				-	-
10				-	-
11				-	-
12				-	-
13				-	-
14				-	-
15				-	-
16				-	-
17				-	-
18				-	-
19				-	-
20				-	-
SUB TOTAL					\$ 113.37

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

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

SHOP SUPPLIES HAVE ALREADY BEEN TAXED AND CANNOT BE BILLED.

03775

SALES TAX	6.625%	\$ 7.51
TOTAL		\$ 120.88

REMEMBER!

THE INSURANCE COMPANIES
WILL NOT INSURE A VEHICLE
UNLESS THE “INSURANCE
COMPANY INVOICE” IS PAID!

IN RETURN THEY WANT THE
“STORE” PERFORMING THE
REPAIR TO **“GUARANTEE ITS
WORK FOR LIFE”**

IT STANDS TO REASON

THE “CREST COMPANY” WILL
NOT INSURE ITS PRODUCT
UNLESS THE “CREST
COMPANY INVOICE” IS PAID!

IN RETURN CREST WILL
**“GUARANTEE ITS PRODUCT
FOR LIFE”**

REJECTED INVOICES ?

NO-WAY!

IF AN INSURANCE

COMPANY OR ITS ADJUSTER WERE TO TRY TO DENY AN INVOICE FOR A COMPONENT THAT LEAVES ON THE VEHICLE, TWO PROBLEMS ARISE!

1. THE TOTAL INVOICE AMOUNT WAS JUST "BURIED IN THE DETUCTABLE" (B.I.D File)

INSURANCE FRUAD!

2. THE STATE WAS JUST BEATEN OUT OF ITS "SALES TAX"

SALES TAX EVASION!

CREST
AUTHORIZED RESELLER
CUST ID: J01315

TO: JACK'S BODY SHOP
2302 LAKEWOOD ROAD
TOWNS RIVER
PHONE: 732-929-4500

REMARKS:

CREST EAST COAST INC.
1109 INDUSTRIAL PARKWAY
BRIDGE, NJ 08723
732-458-3000 PHONE
732-458-5753 FAX

DATE: 6/5/19
JOB # 123
NAME: NANCY PELOSI
MODEL: SILVER SPUR
YEAR: 2019

VEHICLE COMPONENT INVOICE
NO: 07362

TECH NAME: DANNY
EPOXY PANEL BINDER (41)
THICK-TAN SEAM SEALER(41)

PROGRESSIVE
CRACKY SCHUMER
CEPB
CTWT

USE: 1 2 3 4 5 6 7 8 9 10 11 12

B.I.D. GO TO JAIL

GO TO JAIL

WHY GET YOUR CUSTOMER USING **HARDTRAK V.C.I.?**



TO RAISE PROFIT!!!



YOU CAN RAISE YOUR
COMMISSIONS TO **CODE 3** ON ALL
VEHICLE COMPONENT PRODUCTS
YOUR **"STORE"** BUYS!

CODE 3	VCI	\$ 118.31		CEPB+CTNT	\$ 78.87	% INC.	PROFIT DIFF \$
	CEPB+CTNT	\$ 78.87		REP COMM (3)	30%	89%	
	STORE PROFIT	\$ 39.44	→	REP PROFIT	\$ 23.66	39%	\$ 15.77
	STORE%	33%					

CODE 4 ZZ-14	OLD VCI	\$ 113.38		ZZ14	\$ 68.00	% INC.	PROFIT DIFF \$
	ZZ14	\$ 68.00		REP COMM (4)	25%		
	STORE PROFIT	\$ 45.38	→	REP PROFIT	\$ 17.00	36%	\$ 28.38
	STORE%	40%					

CODE 5	VCI	\$ 118.31		CEPB+CTNT	\$ 62.66		PROFIT DIFF \$
	CEPB+CTNT	\$ 62.66		REP COMM (4)	20%		
	STORE PROFIT	\$ 55.65	→	REP PROFIT	\$ 12.53		\$ 43.11
	STORE%	47%					



MIKE HALLIGAN SAYS
"WTF" HE'S MAKING MORE
THAN ME!

BECAUSE HE'S GETTING THE MONEY TO PAY
YOUR BILL WITH A **50% MARKUP** / A **33%
GROSS MARGIN** OF PROFIT WHILE
WORKING WITH YOUR MONEY,
**BEFORE HE EVEN PAYS
YOUR WHOLESALE INVOICE!!!**

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Vehicle Component Invoice
POINT OF SALE Software

SINCE 1975

RIDE THE WAVE!

WHOLESALE & RETAIL WAREHOUSE DISTRIBUTORS OF:	
ADENNA	LUBRIMATIC
ASTRO-PNEUMATIC	MAXELL
BLAIR	METAL BLASTER
CORIM	NANO
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CREST INDUSTRIES	PLIOGRIP
CREST MW	PLOMBCO
DISCO	RBL
DYNABRITE	RONSON
EVERCOAT	S&G TOOL AID
FUJI	SAS
GEMTEX	SEM
GERSON	SHURTAPE
HI-TECH	SYLVANIA
IDEAL	ULTRA SHIELD
INSTABOND	USC
KEX	W & E
LENOX	WAGNER
LOCTITE	3M
LORD FUSOR	HARDTRAK™

WWW.CRESTEASTCOAST.COM

866-458-9009

2019 EDITION

44 YEARS

ZZ15
NEW BOOK
PROMO
BUY 2 GET 1
FREE-
ANY ONE
“NEW”
PRODUCT”
AT CODE “3”
PRICE
UNTIL
“LABOR DAY”

ZZ15 FLYERS



SUMMER BOOK PROMO -

Reps "Eyes Only"



ORDER 2 OF ANY ITEM NOT PREVIOUSLY PURCHASED BEFORE AND RECEIVE 1 FREE!

MAXIMUM OF ONE (1) ITEM
(O.K. 2 NEW ITEMS, BUT NO MORE THAN 2 NEW ITEMS!)

USE **CODE 3** PRICE CODE FOR THE ITEM AND IN THE LINE UNDERNEATH WRITE THE SAME ITEM FOR **1 N/C.**

MUST BE A PRODUCT WITH A CODE 3 PRICE!

EXEMPT ARE ANY PRODUCT THAT DOES NOT HAVE A CODE 3 PRICE. EXAMPLES, 3M, SEM, EVERCOAT, NORTON, . . etc.

SO!
CREST ITEMS ONLY, OR ONES THAT QUALIFY BECAUSE THEY HAVE A CODE 3 PRICE!
EXAMPLES, INSTABOND, HARDWARE, BULBS, DRILL BITS, SPOTWELD CUTTERS, RAZOR BLADES, . . ANY ITEM THAT YOU CAN CHARGE AT "CODE 3"

PROMO ENDS "LABOR DAY"

USE YOUR BOOK! OPEN YOUR STORE!

LIMIT ONE PER CUSTOMER LIMITED TIME OFFER!

ZZ15 BUY 2 GET 1 FREE 06/04/19



SUMMER BOOK PROMO -

BUY 2 GET 1 FREE



WE WANT TO "SHOWCASE" OUR NEW CATALOG AND OUR "SMART PHONE" ACCESSIBLE WEBSITE!

WWW.CRESTEASTCOAST.COM

ORDER 2 OF ANY ITEM NOT PREVIOUSLY PURCHASED BEFORE AND RECEIVE 1 OF THE SAME FREE!

EXEMPT: ANY NON CREST PRODUCTS. EXAMPLES, 3M, SEM, EVERCOAT, NORTON, . . etc.



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TO RE-ORDER CALL US TOLL FREE AT:
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LIMIT ONE PER CUSTOMER LIMITED TIME OFFER!

ZZ15 BUY 2 GET 1 FREE 06/04/19

FUTURE PRODUCTS



June 8, 2019

[illegible]



June 8, 2019

SAND PAPER

OVER COAT



OEM Service Team

Crest Industries, Inc. is a Michigan-based manufacturer and distributor of quality sealants, adhesives, coatings, solvents, aerosols and supplies for the automotive collision repair and service industries. Our newly-formed task force of automotive specialists offer over **100 years** of combined experience, achievements, skills and abilities!

AREAS OF SPECIALIZATION

Troubleshooting
Product Applications

Repair Procedures
Recalls

Service Operations Bulletins
Product Supply & Distribution



Meet the Team:



ED STAQUET

Ed has over 40 years of experience in the collision repair industry. From working in the shop to serving as the Senior Technical Support Specialist for a major adhesive manufacturer and OEM supplier, Ed has seen it all! He has been an I-CAR Instructor for 30 years and named "Instructor of the Year" several times. Ed also received the I-CAR Founders Award and served on the Board of Directors. He has also served on committees for the Society of Automotive Engineers (SAE).



MIKE SCHLAFF

Mike has over 25 years' experience with Crest Industries, Inc. in product development, technical support and operations management. His prior automotive experience extends to the Insurance Industry where he was a Physical Damage Claims Representative. Mike has the required combination of technical skills, product knowledge and business skills to develop a product application and distribution plan to address your needs.



JIM ROGERS

Jim has over 39 years of experience automotive service and collision repair. He has achieved ASE Master Certification Status and has a long tenure as an I-CAR Instructor. Jim was named "Instructor of the Year" on two occasions. He has multiple levels of training in automotive service and body repair. This includes over 33 I-CAR courses and programs offered by Chief, ASE, TRW and Hunter. Previously, Jim owned a collision repair facility in Oxford, MI and then moved to Farmington Hills, MI.

CREST INDUSTRIES, INC.

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A low-angle, rear-view photograph of a person standing on a light-colored tiled floor. The person is wearing a black thong and black high-heeled sandals. The text "THE END" is overlaid in a white, bold, serif font on a black rectangular background in the lower center of the image.

THE END