See Hot Hues™ Winners --

Pgs. 10-12

ProfitNet™ Upgrades: Pg. 5
DuPont will be a major presence at the NACE and SEMA shows in November.

Pg. 2-3

“DPC is pleased to participate in the introduction of this world-class sports car, and assist the Lotus Cars USA dealer network with aftersales support.” -- Gary Scott, DuPont

Pg. 4

Several upgrades to ProfitNet™ shop management software help you operate your shop more efficiently and improve productivity.

Pg. 5

New Alliance Marketing Software (AMS) helps sell Performance Alliance shops to customers, potential customers, and insurance agents.

Pg. 7

An impressive array of vehicles that demonstrate the results professional painters can achieve with DuPont Hot Hues Finishes.

Pg. 10-12

“It dries quick and it sands soft.” -- Painter Larry Fierro, Lovelady’s Body & Paint, Modesto, Calif., speaking of ChromaFil™ 3250S High Build Uro® Primer

Pg. 14

A DuPont Company timeline mural begins with the production of gunpowder in 1802. As it moves into the 1900s, the timeline emphasizes automotive finishes.

Pg. 16

For questions and comments about DuPont Refinisher News, contact:
E-mail: ROBERT.W.YEARICK@USA.DUPONT.COM
Or fax: 1-302-892-5693  Attn: Bob Yearick

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Visit our website at: www.performancecoatings.dupont.com

DPC will be a major presence at the NACE and SEMA shows in November.

DuPont Performance Coatings (DPC) will be a major presence at the annual NACE (International Autobody Congress & Exposition) and SEMA (Specialty Equipment Market Association) shows in Las Vegas.

SEMA will be held Nov. 2-5 at the Las Vegas Convention Center. The Hot Hues booth (#22289) will feature the unique color palette available for Hot Colors basecoats, the introduction of the Hot Hues Candy Concentrate offering and some of the best custom finished vehicles around. You won’t want to miss the hottest spot in Vegas!

NACE will be held at the Mandalay Bay Convention Center, Nov. 3-6. Attendees can meet with booth staff to discuss products, color, value added programs, OEM approvals, training, eBusiness, etc. A center section of the booth will highlight some of DuPont’s key program offerings, including Business Education, Distribution, DuPont Performance Alliance and Business Solutions.

The theme of the booth is “Perform Miracles Every Day.” Body shop owners and painters perform miracles every day in a highly competitive and demanding industry, and DuPont Performance Coatings provides them with the products and tools needed to create those miracles. The booth will focus on DPC offerings, including DuPont™ Performance Alliance™, ProfitNet™, productive, high-quality finishes, and training – all aimed at giving shops and jobbers the power to compete and win in today’s market.
DPC will also sponsor four 90-minute educational seminars during NACE. The content for these seminars will be extracted from the SMART series and facilitated by industry professionals Dick Elder and Hank Nunn.

**Key Performance Indicators…to Your Financial Success** is a course designed for distributors. The course will provide a definition and review of eight key performance indicators (KPIs), including how to calculate and benchmark them using the KPI calculator.

**Developing a Jobber Business Plan** is also designed for distributors. In this course, attendees will learn to create value propositions, identify current circumstances, set goals and objectives, create critical operating tasks and tactics, measure success and determine financial implications.

**Pre-Repair Management, Key to Reduced Cycle Time** is designed for the shop and will cover implementation of a pre-repair management system and the effect on cycle time. This course has also been AMI-accredited.

**Building an Effective Shop Marketing Plan** will illustrate some basic marketing concepts for the shop. Marketing tools and choosing the appropriate tools for different target markets will be explored. This course has been AMI accredited.

There is a fee to attend these seminars, but most NACE attendee packages include them. For more information or to register, visit www.NACEexpo.com.

Be sure to stop by the booth on Thursday, Nov. 4, from 5 to 6 p.m. during the NACE Happy Hour. Enjoy a beverage while networking with other industry professionals and DuPont Performance Coatings management and employees.

DPC is also sponsoring Saturday’s keynote speaker at NACE: former major leaguer Jim Morris, whose story is the subject of the best-selling book and movie, “The Rookie.”

DPC is sponsoring Saturday’s keynote speaker at NACE: former major leaguer Jim Morris, whose story is the subject of the best-selling book and movie, “The Rookie.”

The session is free, although a ticket is required.

See you at SEMA and NACE!!
The 2005 Lotus Elise, arguably “the world’s purest sports car,” according to one major U.S. automotive magazine, is now available on American shores for the first time ever. The Elise, en route to customers since the first car was delivered on July 14, features a revolutionary 150 lb. chassis, a body that combines light weight and superior aerodynamics, and a waterborne finish from DuPont Performance Coatings (DPC).

Despite its exclusive limited-edition status, the Elise is available in an amazing range of 14 colors, including three new DPC-designed “lifestyle” colors—the popular Chrome Orange, Krypton Green and Graphite Gray. The DPC-supplied finish on the Elise is low-bake technology utilizing waterborne basecoat, applied at the Lotus manufacturing facility in Norfolk, England. This technology can be duplicated with refinishing systems currently available in the U.S. through the DPC brands.

“The Elise is a pure joy to drive,” said Gary Scott, program manager, OEM Refinish approvals for DPC, who attended the Lotus Elise dealer and media launch in March. “It impressed veteran sports car drivers with its handling and lap speeds, which were significantly faster than those of other, far more expensive sports cars. DPC is pleased to participate in the introduction of this world-class sports car, and assist the Lotus Cars USA dealer network with aftersales support.”

Said Eric Melin, DPC vice president: “The U.S. Lotus Elise represents an extension across the Atlantic of our excellent relationship with Lotus, which is committed to developing and delivering outstanding products to sports car enthusiasts.”

The Lotus Elise, weighing in under 2000 lbs., is a showcase for closed mold composite materials that are thinner and lighter than hand-laid fiberglass. The chassis is constructed with aluminum alloy extrusions and aerospace bonding techniques, and represents the first of its kind in the world.

Power for the U.S.-spec Elise comes from the ultra-reliable 2ZZ-GE 1.8-liter, four cylinder, 16-valve engine from Toyota Motor Corporation. The Lotus-tuned engine is rated at 190 peak horsepower at 7800 rpm. An all-aluminum, smooth-shifting, six-speed manual gearbox is also sourced from Toyota.

The Elise already is Lotus’ most award-winning model ever. The manufacturer’s suggested retail price is $39,985.
Check These Upgrades On the DPC Website

Several upgrades have been added to the DuPont Performance Coatings website at www.performancecoatings.dupont.com. Some of the new features include:

Login Screen Appearance Changes: Click on the new graphics on the login page to read about the broad range of products DuPont Performance Coatings offers. You can also contact DPC from these pages to find out more about those offerings.

Full Screen: Inside the site, information will now be displayed in full screen. It will also continue to appear in smaller screen for users not capable of full screen width.

Search Feature: The site now offers search capabilities so that information is easier to find. See the upper left side for the search bar.

Site Map: The site map, located on the upper left side of the site, has been enhanced. It features all categories of information offered on the site. You can also access information directly here.

Login Changes -- Important!: The website login is now case sensitive. If you have trouble getting in after the upgrade, and you didn’t before, it could be because your user ID contains capital and/or lower case letters. The previous version didn’t care about how your ID was formatted; the new version does. If you have trouble, call 1-800-GET-DUPONT, option: 1 -- Color, 2 -- Tech, 3 -- Web Support; OR – click on the CONTACT US button inside the site on the HOME Page.

ProfitNet™ shop management software has been upgraded with several valuable new features – each one designed to help you operate your shop more efficiently and improve productivity.

Those improvements include:

- **Scheduling Module** - The Scheduling module allows the shop to schedule jobs based on available body hours. ProfitNet™ enables the owner to customize the Scheduling Module by determining employees’ capacity, whether to include Saturday and Sunday, and to note employee time off and days the shop is closed.

- **Vehicle Tracker** - This customizable feature provides a graphic representation of a vehicle’s location and status within the shop. As the shop flags hours or changes the status of a job, these changes are updated in Vehicle Tracker.

- **New Interfaces** - ProfitNet can now import estimates written in the Mitchell CIECA and Progressive Insurance EMS/CIECA format. (CIECA is the standards established by the Collision Industry Electronic Commerce Association)

- **Image Library** - The Image Library allows the shop to save multiple images/pictures for a specific job. Thumbnail images can be viewed within the Estimate/Repair Order with zoom in/out features.

Remember that ProfitNet is available only from DuPont Performance Coatings. It's the leading shop management program in the industry. ProfitNet can help improve your bottom line by helping you get more control over your shop operations.

For further details, check with your DPC jobber or your sales representative.
One of the keys to that efficiency was the introduction of the DuPont™ Sontara® surface preparation system more than a year ago. “Previously we had been using laundered shop towels, and it could be difficult keeping track of them. As a result, we often ran short,” says Lance.

“The DuPont™ Sontara® cloths come in easy, dispensable boxes,” he explains. The boxed towels are supplied with metal racks that can be magnetically attached to the paint booth wall or screwed into a shop wall. “With the DuPont dispensable system you can see exactly where you are with supply levels and you don’t have to waste time hunting around for used cloths to return them for laundering,” says Lance. Technicians at Hendrick’s find it convenient to simply reach behind them to the dispensable DuPont™ Sontara® towels, eliminating the need to go to a storage closet to retrieve cloth towels.

Meanwhile, the painters are pleased with the low-linting performance of the DuPont™ Sontara® Solvent Wash & Dry Cloth and the Final Tack Cloth that had replaced other cloths. “By not having any lint residue, they didn’t have to go back as many times to clean -- a real time-saving factor,” Lance points out. “Also, our painters really raved about using the DuPont™ Sontara® Final Tack Cloth on the baked base coat before they applied the final clear coat and how it was helping produce much cleaner finishes.” And they were equally impressed with the significant reduction in static on plastic bumpers using the DuPont™ Sontara® Static Control Pre-saturated wipe.

Lance and his team also like the durability of the DuPont' Sontara® cloths. “Other paper towels we had been using had torn easily. The DuPont™ Sontara® towels held up much better and lasted longer,” he says.
DuPont Performance Alliance™ continues to amass features that help member shops improve performance and increase business. The latest addition to the Performance Alliance arsenal is an exciting and effective marketing tool – Alliance Marketing Software (AMS).

Available to all certified Performance Alliance Shops for a small monthly fee, AMS helps sell the member shops to customers, potential customers, and insurance agents.

Here’s how it works:
• AMS automatically imports data from all three estimating systems: ADP, CCC and Mitchell, uploading it to the Performance Alliance “hub.”
• The software then generates follow-up letters for both scheduled and unscheduled jobs. Sent to the shop via email, the letters are customized for each recipient, and each includes a photo of the customer’s vehicle.
• The shop simply prints out the letter, which is imprinted with both the customer’s and the shop’s addresses, folds it and inserts it into a double-window envelope.

With Alliance Marketing Software, a shop can attach up to two photos of a vehicle in an automatically-generated letter to the customer or potential customer.

• The system also provides the shop with a marketing program that scores major points with insurance agents. AMS automatically generates a letter to customers on behalf of the shop’s key agents. The letter, which includes a picture of the agent and the customer’s vehicle, explains the shop’s warranty policy. In effect, it gives the agent credit for the warranty. Again, all the shop has to do is print out the letter, fold it, and put it in a two-window envelope.

Here’s another feature of the program: If the shop is too busy to utilize this remarkable marketing tool, the entire program can be outsourced to Committed to Quality for a small additional fee.

Alliance Marketing Software is just the latest tool available to members of DuPont Performance Alliance™. For more information, see your DPC jobber or sales representative.
Smart shop owners know that the way to grow their business in a competitive industry is by improving processes and the customer experience... and implementing powerful marketing tools. It’s the way to build trust, create awareness and capture more referrals.

That’s where DuPont innovation comes in. DuPont brings unsurpassed process-engineering experience to Performance Alliance shops, allowing them to consistently exceed the expectations of insurers and customers alike.

satisfied insurers. satisfied customers.

When an accident happens, stress and confusion can make decision-making difficult. Where do car drivers turn for assistance and advice? More often than not, these drivers turn to their insurers, and more and more often, those insurers are leading their customers to Performance Alliance shops.

Why do insurers trust the Performance Alliance? Because they know that Performance Alliance shops must adhere to strict guidelines that make the repair process as seamless and hassle-free as it can be. Performance Alliance shops are focused on one thing: taking the guesswork out of collision repair so customers get not only great service but restored peace of mind.

Want to know more about the Performance Alliance? Contact your DuPont Performance Coatings Jobber or contact 877-DPC-ALLIANCE today!


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**DuPont Performance Coatings Historical Color Library CD**

In 1924, DuPont revolutionized the painting process by introducing the first sprayable topcoat. Today, original equipment manufacturers select more new car colors from DuPont than any other paint manufacturer.

DPC is introducing a new electronic color tool, the **Historical Color Library CD**, which will enable you to retrieve or review those paint colors that have been used since 1924 to the present day. DPC has scanned the paint chips from its color library and combined them with a search engine that allows you to enter a keyword or series of words, such as “1992 Dodge,” to find the information you want.

Please contact your DuPont distributor today to order your copy of the DuPont Performance Coatings Historical Color Library CD, M-4690. This information will also be available on the DPC website www.performancecoatings.dupont.com.

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**Fac Pac Offers**

OEM manufacturers sometimes introduce colors that contain special pearls or unique pigments. If these pigments are low in usage, DuPont Automotive Finishes will offer those colors containing the unique pigment in a factory package quality only. When more colors are introduced using that new pigment or special pearl, it will be added to the MasterTint® mixing machine.

The following is the most up-to-date list of Fac Pac only and Fac Pac preferred colors:

<table>
<thead>
<tr>
<th>DuPont Stock Code</th>
<th>Manufacturer</th>
<th>Paint Code</th>
<th>Color Name</th>
</tr>
</thead>
<tbody>
<tr>
<td>F7996</td>
<td>Chrysler</td>
<td>PEL</td>
<td>Inferno Red Effect**</td>
</tr>
<tr>
<td>M9318</td>
<td>Toyota</td>
<td>3P4</td>
<td>Rose Effect**</td>
</tr>
<tr>
<td>P0932</td>
<td>Nissan</td>
<td>CYO</td>
<td>Brown Apricot Effect</td>
</tr>
<tr>
<td>P0960</td>
<td>Toyota</td>
<td>3P6</td>
<td>Blackish Red Effect</td>
</tr>
<tr>
<td>P2236</td>
<td>Chrysler</td>
<td>PVE</td>
<td>Tangerine Orange Effect</td>
</tr>
<tr>
<td>P6647</td>
<td>Mazda</td>
<td>25F</td>
<td>Garnet Red Effect**</td>
</tr>
<tr>
<td>P7304</td>
<td>Honda</td>
<td>YR539P (L)</td>
<td>Orange Effect</td>
</tr>
<tr>
<td>101756</td>
<td>Toyota</td>
<td>6T3</td>
<td>Dark Green Effect</td>
</tr>
<tr>
<td>100990</td>
<td>Mazda</td>
<td>27A</td>
<td>Velocity Red Effect*</td>
</tr>
<tr>
<td>736625</td>
<td>Nissan</td>
<td>A12</td>
<td>Imperial Orange Effect</td>
</tr>
<tr>
<td>738766</td>
<td>Toyota</td>
<td>4R8</td>
<td>Orange Effect</td>
</tr>
<tr>
<td>747402</td>
<td>Subaru</td>
<td>33J</td>
<td>Garnet Red Effect</td>
</tr>
<tr>
<td>745101</td>
<td>General Motors</td>
<td>214M</td>
<td>Bermuda Blue Effect</td>
</tr>
</tbody>
</table>

* These colors are tri-coat systems that consist of a mixing machine base coat and a factory package mid-coat. This means you can mix the base coat using your mixing machine tints, but for the mid-coat you must use the Factory Package. There are no mixing formulas available for the mid-coats.

** The Factory Package is preferred due to unique pigmentation. There is a mixing machine formula available, but the Fac Pac is recommended.

No asterisk or ** means factory package only.

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**2005 Big Three Color Combination Chart Info Available**


The charts are designed to help identify colors that are not represented by a code on today’s vehicles (on the color identification plate). This valuable information will help you locate difficult-to-find colors for such areas as Accent/Fascia/Grille, Bumper/Cladding, Underhood, Wheel, etc.

Information contained in these charts is correct at the time of publishing and based on the OEM information provided.

The 2005 Domestic Yearbooks will be distributed in October 2004.

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**Fleet 1st Is Now**

**Fleet Priority Services**

Fleet 1st, the network of heavy duty truck collision repair facilities with which DuPont is affiliated, has changed its name. It will now be known as **Fleet Priority Services**.

The new name reflects the expanded services and offerings that the network will offer in the near future.

Fleet Priority Services was formed to provide reliable, professional repair service to fleets throughout North America. No matter where a vehicle is involved in an accident, fleet managers and truck owners can call the toll-free number, which will put them in touch with the nearest member repair facility. DuPont AOQ-Commercial shops are part of the network.
The 2004 Hot Hues Contest winners are an impressive array of vehicles that demonstrate the results professional painters can achieve with DuPont Hot Hues Finishes. They carry on the 11-year tradition established by their predecessors in the Top Gun Contest. (The name of the contest and the calendar was changed to emphasize the new DuPont line of Hot Hues Finishes).

The contest as usual attracted many worthy entries from the U.S., Canada and Mexico. A panel of experts picked the 12 Grand Prize winners, who will receive $1,000 worth of Hot Hues Finishes and year-long fame on the Hot Hues Calendar. Twenty-four First Prize winners receive $500 in Hot Hues Finishes.

The 2005 Hot Hues Calendar, measuring 14 x 22 inches and printed on glossy, high quality paper, can be ordered through the website. Bulk orders can be imprinted with a shop or jobber’s name, address, and phone number, free of charge. Individual calendars (without imprint) are $8.98. Order forms are available from the DuPont Performance Coatings website: www.performancecoatings.dupont.com

2004 Hot Hues First Prize Winners

Below is a list of First Prize winners. Grand Prize winners are featured on the next three pages.

- Justin Witt - Sioux City, Iowa - 2000 Chevy S-10 Extreme
- Mike Depositar - Osceola, Ind. - 2003 Custom Harley Davidson
- Rolland Kinneer - Burlington, Iowa - 1948 Chevy Suburban
- Sab Ribeiro, Kitimat, B.C. Canada - 1969 Chevrolet Z-28 Camaro
- Allen Brickhaus - Golconda, Ill. - 1955 Chevrolet 150
- S & L Classics, Inc. - Mills, Wyo. - 1970 GTO Judge
- Bill Arrwood - Belleville, Mich. - 2004 Chevy SSR
- Lee Adams - Billings, Mont. - 1947 Mercury 1/2 Ton Pickup
- Joey Hutson - West Monroe, La. - 2004 GMC Sierra
- Jimmy Parks - Lewes, Del. - 1969 Chevy Corvette
- Courtney Worline - Elko, Nev. - 2003 Custom Worline, Copper Chop
- J. Matthew Roosa - Hiddenite, N.C. - 2001 Suzuki GSXR 600
- Shannon Goodin - Statesville, N.C. - 2000 Chevrolet Cavalier
- Carol & Don Kemper - Hendersonville, Tenn. - 1957 Chevrolet Bel Air 2 door HT
- Dave Titus - Dover, Del. - 1950 Plymouth Suburban
- Tony Clemente - Waltham, Mass. - 1986 Harley Davidson FXRP
- Randy Reissner - Fontana, Calif. - 1967 Chevy El Camino
- Aaron Wachholz - Wyoming, Minn. - 2003 Boss Hoss Bike & Trike
- Air Tight Grafix - Columbus, Ohio - 2000 Kawasaki ZX 11
- Rick Campbell - Columbus, Neb. - 1935 Chevy Master Deluxe Coup
- Clyde Moslander - Monroe, Wash. - 1934 Ford Woody
- Nate Sisam - Sacramento, Calif. - 1999 Lincoln Navigator
- Larry Cerny - Orange, Calif. - 1940 Chevrolet Pickup

Order Your 2005 Nascar and Hot Hues Calendars

DuPont is again offering its two popular calendars. The Nascar calendar features 12 pages of racing action, with emphasis on the Fire & Flames DuPont No. 24 Chevy. The new Hot Hues calendar captures 12 award-winning custom paint schemes. This calendar replaces the Top Gun calendar and will have a hot new look to ring in the new year!

On orders of 20 or more, each calendar can be imprinted with the name, address and phone number of your shop, making it a great sales aid.

Check with your DuPont jobber or go to the DuPont Performance Coatings website – www.performancecoatings.dupont.com – for an order form.

Act now! Don’t let this hot deal pass you by!
2004 GRAND PRIZE WINNERS:

1940 Ford Hot Rod Coupe -- OWNER: BOB DROBICK, ORLAND PARK, ILL.; PAINTED AT CALUMET COLLISION, CALUMET CITY, ILL., VINCE SPETNIJAK, OWNER; FLAMES: JIM ROSS, LETTERS AND LINES, LYNWOOD, ILL.

1967 Ford 427 Cobra Replica -- OWNERS: RICHARD AND TINA JONES, ARNOLD, MO.; PAINTER: ALAN NORMANN, JOHN'S AUTO BODY & PAINT, INC., IMPERIAL, MO

1950 Chevrolet Two-Door Fleetline -- OWNER AND PAINTER: PAUL FILEK, ST. CHARLES, ILL.; PAINT SCHEME DESIGNER: JOE FILEK, ST. CHARLES

1956 Chevy Two-Door Hardtop -- OWNERS: JESS AND THERESA JONES, MARYSVILLE, WASH.; PAINTER: KEVIN BATES, OWNER, KREATIVE KUSTOMS, MARYSVILLE, WASH.

2002 Chevy 4X4 -- OWNERS: DALE AND CONNIE ISON, HILLSBORO, OHIO; PAINTER AND BODY WORK: JON WATTS, ASSISTED BY STEVE GARVEY, HILLSBORO; PAINT SCHEME: DALE ISON, MICKEY HARRIS, OF COSBY, TENN.

1932 Ford Five-Window Coupe -- OWNER AND PAINTER: CHRIS ELLIS, PAINTER AT ELLIS SIGNS AND CUSTOM PAINTING, SOUTH HILL, VA.
2004 Boogie Scott Dragster -- OWNERS: PAUL AND MARCI KIMBLE, METAIRIE, LA.; PAINTER: KAL SMITH, PAINT BY KAL.COM, KENNER, LA; ASSEMBLY: JIM DUPUY, CRAIG BOURGEOIS, DINO CATALANOTTO, JERRY VIRGADAMO, ALL OF METAIRIE

1997 Acura Integra -- OWNER: ANTHONY GRIMES, OAKHURST, CALIF.; PAINTER: KURT GRIMES, OAKHURST

1956 Ford Meteor -- OWNER AND PAINTER: TOM FRAYER, DEARBORN, MICH.; ASSISTED BY DAVE HOLSTON, JOHN RESE, DEARBORN, AND JIM BAHNMILLER, DEARBORN HEIGHTS

1954 Custom Kenworth -- OWNER: WESTERN DISTRIBUTING TRANSPORTATION CORP., DENVER, COLO.; PAINTER: DIVERSIFIED BODY & PAINT, DENVER, MARK GIBSON, OWNER; AIR BRUSH WORK: JOHN PUGH, FT. COLLINS, COLO.

2004 GRAND PRIZE WINNERS:

1983 Jeep CJ-7 -- OWNER: JACKIE CHRISTIAN, STUARTS DRAFT, VA.; PAINTER: BERNIE CHRISTIAN, OWNER OF B&M COLLISION REPAIR, STUARTS DRAFT; AIR BRUSH ARTIST: BARRY SHORT, VINTON, VA.

1994 Yamaha FZR 1000 -- OWNER AND PAINTER: ZEFE CARRIZALES, HUMBLE, TEXAS; SHOP: JUICED CUSTOMS, HOUSTON, TEXAS

2004 Boogie Scott Dragster -- OWNERS: PAUL AND MARCI KIMBLE, METAIRIE, LA.; PAINTER: KAL SMITH, PAINT BY KAL.COM, KENNER, LA; ASSEMBLY: JIM DUPUY, CRAIG BOURGEOIS, DINO CATALANOTTO, JERRY VIRGADAMO, ALL OF METAIRIE

1954 Custom Kenworth -- OWNER: WESTERN DISTRIBUTING TRANSPORTATION CORP., DENVER, COLO.; PAINTER: DIVERSIFIED BODY & PAINT, DENVER, MARK GIBSON, OWNER; AIR BRUSH WORK: JOHN PUGH, FT. COLLINS, COLO.
The Hot Hues Trailer will have appeared at 52 custom car shows by the end of 2004, helping to promote this exciting line of colors among car enthusiasts.

Hot Hues custom colors have been on display at more than 40 custom car shows throughout the country since January. Hot Hues color formulas are readily available, free of charge, from the on-site ColorNet, Formula Retrieval System.

Below is the remaining schedule for 2004, followed by the tentative schedule for 2005.

For more information go to the Hot Hues website: hothues.dupont.com.

<table>
<thead>
<tr>
<th>May</th>
<th>June</th>
<th>July</th>
<th>August</th>
<th>September</th>
<th>October</th>
<th>November</th>
</tr>
</thead>
<tbody>
<tr>
<td>F-100 Super Nationals</td>
<td>DuPont Open House</td>
<td>SEMA -</td>
<td>Goodguys Hot Rod Nationals</td>
<td>Goodguys Mid West Nationals</td>
<td>Cache Valley Car</td>
<td>SEMA -</td>
</tr>
<tr>
<td>Knoxvillle, DEL.</td>
<td>All American Motorcycle Show</td>
<td>Wilmington, DEL.</td>
<td>Goodguys Nostalgia Nationals</td>
<td>Goodguys PPG Nationals</td>
<td>Des Moines, IOWA</td>
<td>Las Vegas</td>
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<tr>
<td>Costa Mesa, CALIF.</td>
<td>Back To The '50s</td>
<td>Columbus, OHIO</td>
<td>Goodguys North West Nationals</td>
<td>Godguys Hot Rod Nationals</td>
<td>Puyallup, WASH.</td>
<td>Des Moines, IOWA</td>
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<td>Minneapolis</td>
<td>Texas Heatwave</td>
<td>Austin, TEX.</td>
<td>Syracuse Nationals</td>
<td>Goodguys Autumn Get Together</td>
<td>Tucson, ARIZ.</td>
<td>Raleigh, N.C.</td>
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<td>Syracuse, N.Y.</td>
<td>Silver Dollar Classic</td>
<td>Carson City, NEV.</td>
<td>Goodguys Southeast Nationals</td>
<td>SEMA -</td>
<td>Puyallup, WASH.</td>
<td>Las Vegas</td>
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<td>Charlotte, N. C.</td>
<td>Goodguys Southwest Nationals</td>
<td>Evansville, IN.</td>
<td>Chicago, ILL.</td>
<td>SEMA -</td>
<td>Las Vegas</td>
<td>Scottsdale, ARIZ.</td>
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<tr>
<td>Scottsdale, ARIZ.</td>
<td>Goodguys Southeastern Nationals</td>
<td>Spokane, WASH.</td>
<td>Goodguys Southwest Nationals</td>
<td>Goodguys Colorado Classic</td>
<td>Daytona Beach</td>
<td>Goodguys Colorado Classic</td>
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<tr>
<td>Daytona Beach, FLA.</td>
<td>Goodguys Northwest Nationals</td>
<td>Daytona Beach</td>
<td>Shades of the Past</td>
<td>NOPI Nationals</td>
<td>Daytona Beach</td>
<td>Denver, CO.</td>
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<tr>
<td>Lake Havasu, ARIZ.</td>
<td>Texas Heatwave</td>
<td>Daytona Beach</td>
<td>Las Vegas Bike Fest</td>
<td>Goodguys Mid West Nationals</td>
<td>New Brunsfield, TEX.</td>
<td>Las Vegas</td>
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<tr>
<td>Pleasanton, CALIF.</td>
<td>Raceway Nationals</td>
<td>Las Vegas</td>
<td>NOPI Nationals</td>
<td>Truck Extreme</td>
<td>French Camp, CALIF.</td>
<td>Brooklyn, N.Y.</td>
</tr>
<tr>
<td>Reno, NEV.</td>
<td>Frog Follies</td>
<td>Knoxville</td>
<td>Goodguys Autumn Get Together</td>
<td>Hot Rod Party</td>
<td>SEMA -</td>
<td>Las Vegas</td>
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<td>Louisville, KY.</td>
<td>Goodguys Hot Rod Nationals</td>
<td>Des Moines, IOWA</td>
<td>Goodguys Southeastern Nationals</td>
<td>Biketoberfest</td>
<td>Naples, FLA.</td>
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<td>Puyallup, WASH.</td>
<td>Goodguys Nostalgia Nationals</td>
<td>NSRA Southeastern Nationals</td>
<td>Daytona Beach</td>
<td>Las Vegas</td>
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<td>Frog Follies</td>
<td>Puyallup, WASH.</td>
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<td>Run To The Sun</td>
<td>Lake Havasu, ARIZ.</td>
<td>Las Vegas</td>
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<td>Spokane, WASH.</td>
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<td>Truck Extreme</td>
<td>Las Vegas</td>
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<td>Goodguys Southwest Nationals</td>
<td>Las Vegas</td>
<td>Goodguys Southwest Nationals</td>
<td>SEMA</td>
<td>Las Vegas</td>
<td>Las Vegas</td>
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*Shows may be added or replaced due to conflicting dates.
New DuPont™ ChromaFil™ 3250S High Build Uro® Primer:
The foundation for a quality repair!

New DuPont™ ChromaFil™ 3250S High Build Uro® Primer (2.1 VOC) is growing in popularity throughout California, and nowhere is it a bigger hit than at Lovelady’s Body & Paint in Modesto.

Painter Larry Fierro has been working with the high-solids primer filler since the introduction, and he liked it from the very first batch he tried.

“It dries quick and it sands soft,” he says, citing two attributes that production-conscious shops value. Lovelady’s fits that profile. It’s a 50,000-square-foot facility with 37 employees that grosses about $5 million a year. There are three painters and five helpers in the paint department.

Larry and the other painters use heat lamps to dry 3250S in about 45 minutes. “We’ve never had a problem with shrinkage,” he says.

He also finds that the new primer-filler is user-friendly. “It goes on easy and fills good, with no runs,” he says. “It feathers out really nice.” Larry adds that there is no overspray, something that was a problem with other primer-fillers he has used.

In others words, it’s a product that is ideal for any California shop looking for a quality primer-filler to ensure they have the foundation for a lifetime repair.

Painter Larry Fierro has liked the high-solids primer filler since the very first batch he tried.
DuPont Automotive Finishes has developed a new QuickPrime1K aerosol acrylic primer to replace the A41X0S series.

New **DuPont QuickPrime** is an easy to use, ready-to-spray aerosol acrylic primer developed in three ValueShade colors: A-4220S (light gray), A-4240S (gray), A-4260S (dark gray). They provide good fill capacity, adhesion to the recommended substrates, and top performance with an aerosol delivery. This aerosol primer is intended for small areas and spot repair panel application that requires limited spot prime application.

The new aerosol primer can be sanded in 5-10 minutes, compared to the 20 minutes required by the A41X0S series. The spray pattern has been optimized to deliver the fine pattern required to efficiently repair minor surface imperfections.

DuPont QuickPrime is ideal for those small-focused spot repair areas. This aerosol product is consistent with the performance you can expect from ChromaSystem products, and enables your shop to increase application productivity. Check with your DuPont Jobber sales representative for details.
ome 550 students were trained at the DuPont Performance Coatings Learning and Development Center in Marietta, Ga. last year. Many of those 550 men and women are car buffs, or at least have a deep interest in the automobile and its history. So it made sense to give the training center a look that would appeal to car lovers.

To accomplish this, Steve Smith, the training coordinator, and his staff used their ingenuity and DuPont’s Hot Hues finishes to incorporate a nostalgic feel to the décor.

They started with the front end from a 1959 Chevrolet pickup truck that had been sitting in Smith’s garage for some time. He had planned to restore the truck, but this seemed like a better use for it.

The Marietta LDC crew painted the front end of the truck an off-white and converted it into a desk for Smith. Then they took the truck bed, cut it in half, put a glass top on it, and – voila! – it became a table for the classroom.

Along the hallway, they created a DuPont Company timeline mural that begins with the production of gunpowder in 1802. As it moves into the 1900s, the timeline emphasizes automotive finishes, beginning with Duco nitrocellulose lacquer in 1924. Also included are examples of actual tools, brochures and chip books produced by DuPont over the last 80 years.

Near the shop, the mural focuses on Hot Hues finishes, with chips and sprayouts displayed on the wall.

The new look has proved popular with students, eliciting many compliments from the painters, shop owners and managers, and jobber personnel who attend classes there.