



Perfect-IT™ Denibbing System Features, Advantages, Benefits

Competitive Advantage: The Perfect-It Denibbing System will increase paint shop productivity by minimizing the surface area that is sanded and polished while significantly reducing clean up time and helping to deliver a better overall looking vehicle.

Purpose, Benefit, Check:

1. Purpose: The purpose of my call today is to show you a new process for paint finishing....

Benefit: that will help your shop become more productive; saving you time and money while also helping to deliver vehicles with a great looking finish.....

Check: is quickly delivering cars with a great looking finish important to you?

2. Purpose: The purpose of my call today is to introduce you to the 3M Perfect-it Denibbing System that has been developed specifically for shops like yours that are working to reduce the amount of dirt in your paint.

Benefit: Shops that use the Perfect-It Denibbing system have found that the tools and products in this system enhance their efforts to reduce the surface area being "touched" on freshly painted panels, reducing the time it takes to finish a car after its been painted.

Check: Would you like to learn more about this process?

3. Purpose: The purpose of my call today is to increase the productivity of your paint department by implementing an innovative paint finishing system designed to reduce the area that technicians perform paint finishing on - to less than the size of a quarter.

Benefit: By reducing the surface area that you are paint finishing the less likely you are to have flat spots, Q's, swirls, and compound residue on newly painted vehicles you deliver to your customers.

Check: Is delivering better looking cars important to you?

4. Purpose: The purpose of my call today is to show you a paint finishing process that will allow you to perform touch-ups and re-work on small dirt nibs, spotted during vehicle inspection, any where in your shop.

Benefit: The benefit of using this system on small repair areas means that you don't have to disrupt the work flow in your paint department. This system is so easy to use that even technicians with less experience can use it.

Check: Are you interested in finding out how to stop disrupting your paint department with small paint finish rework?

Key Questions:

Questions for shops that currently sand and or buff full panels when paint finishing:

1. Does your paint shop currently sand and buff entire panels when paint finishing?
2. Are your painters able to spray out finishes that match in color and texture on painted panels?
3. How do you prevent flat spots curly Q's or swirl marks from getting in fresh paint during paint finishing? Do they still occur?
4. Do you feel you spend too much time cleaning compound residue out of areas of vehicles that have not been repaired?
5. In the paint finishing department do you ever stop doing paint finish work in your paint department to re-do dirt spots?

Question for shops that are working hard to reduce the amount of dirt found in their paint jobs:

1. Have you been successful in reducing the amount of dirt in your paint jobs?
2. With current tools and methods it's still difficult to prevent having to either sand or buff large areas on panels when paint finishing. Does your paint shop continue to sand and or buff entire panels when paint finishing?
3. How have they tried to reduce the amount of area they have to perform paint finishing on?
4. When you do sand or buff large areas how do you prevent flat spots curly Q's or swirl marks from getting in fresh paint during paint finishing? Do they still occur?
5. How about a paint repair area the size of the quarter or less?
6. Does that sound interesting?
7. Would you be interested in reducing your paint finishing time further?

3M Perfect-It Denibbing System

	Concern	Features	Advantages	Benefits	Evidence
1.	Too much time spent paint finishing	Micro sanding and polishing tools and processes	2 step paint finishing repairs	Saves time. Cars delivered on time.	Demo
2.	Too much time spent paint finishing	Micro sanding and polishing tools and processes	Reduces the total surface area that is sanded and polished during paint finishing	Saves time. Cars delivered on time.	Demo
3.	Flat spots when sanding our dirt nibs	Trizact abrasive stem and Denib sander	Removes dirt nibs without flattening the area around it	Better looking finishes	Demo
4.	Curly Q's in fresh painted panels	Trizact abrasive stems and Denib sander	Remove dirt nibs without putting Q's in paint	Better looking finishes	Demo
5.	Swirl marks in fresh painted panels	Unique polish and dual action polisher	Limited swirl marks in fresh paint	Better looking finishes	Demo
6.	Too much time spent cleaning up compound and polish residue after paint finishing	Micro sanding and polishing tools and processes	Little to no compound or polish residue.	Better looking vehicles. Less time cleaning cars.	Demo
7.	Taking cars back to the paint department for re-work	Small, portable tools for paint finishing	Improved work flow	Cars delivered on time.	Demo
8.	Too few training technicians able to perform paint finishing	Easy to use paint finishing products and tools	More paint finishing expertise in shop.	Cars delivered on time	Demo
9.	Don't do effective paint finishing in small areas.	Small sanding and polishing equipment	Able to sand and polish dirt nibs on bumpers, close to edges of panels and body lines, and other hard to get areas	Better looking finishes	Demo