



Smart Business

A-Plus™ Network Driving Business Solutions to the Collision Repair Industry

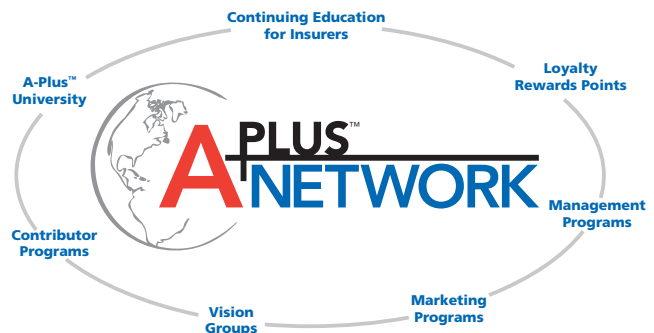
As one of the nation's leading refinish suppliers, Sherwin-Williams Automotive Finishes understands the automotive collision repair market. We also realize what it takes to give our customers the competitive advantage to stay ahead of the competition and to prosper in these fast-changing times. Today's collision repair centers need realistic solutions to a wide variety of business management issues.

If you are looking to differentiate your business from your competition, the A-Plus™ Network can help. We offer our members business solutions that are a combination of powerful tools, products and support services designed to give each member the resources to win customers and improve profits. Our wide variety of solutions focus on customer service, employee growth, insurance relationships, management training, marketing, process refinement, productivity and profitability.



“*Sherwin-Williams provides not just great paint, but valuable industry training and the best support available. Through our Vision Group, we've gained insight and developed relationships with repairers across the country. The A-Plus Network has provided us access to business solutions to help grow our business that otherwise would be far too expensive and out of our reach.*”

— Mark Baer | President
Budd Baer Collision Center | Washington, PA



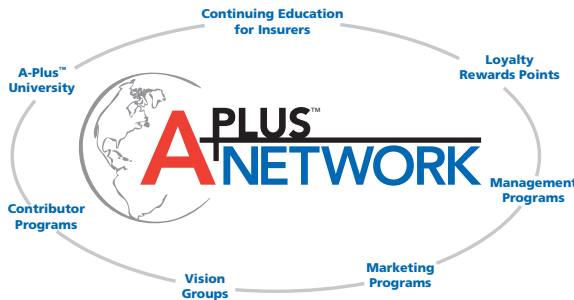
The A-Plus™ Network provides business solutions and support services that have been designed to help you meet today's challenges and succeed.



SHERWIN-WILLIAMS
Automotive Finishes
sherwin-automotive.com

Comprehensive Business Solutions

The A-Plus™ Network Programs are a combination of powerful business tools, products and support services that are designed to help assist members improve in all facets of their business.



Customer Service • Employee Growth • Insurance Relationships
Process Refinement • Productivity • Profitability

A-PLUS™ UNIVERSITY

- Business management workshops designed to provide collision center owners, managers and key staff with high-powered two-day training workshops.
- A-Plus™ University Workshops will focus on "EcoLean" and "Winning the Keys".
 - EcoLean Workshops focus on Lean Production and Green Business Solutions.
 - Winning the Keys Workshop focuses on customer service, selling skills and estimating.

CONTINUING EDUCATION (CE) FOR INSURERS

- Collision repairers can build strong relationships with your local Insurance Agents and Adjustors by allowing them to fulfill their state required CE training necessary to renew their license for free!
 - State required Insurance CE Classes are available on-line and offered in all 50 states.
 - On-site CE Classes are also available in select states and are conducted by a certified Sherwin-Williams Training Center Instructor.

LOYALTY REWARDS

- Our way of giving back to our A-Plus™ Network members.
- Members that are in active standing receive a 2% loyalty based on monthly liquid paint purchases.
- Points can be redeemed for shop equipment, training and other eligible expenses.

MANAGEMENT PROGRAMS

- Our on-line KPI (Key Performance Indicator) program will show you where your productivity and financial performance stack up against the industry and our top members.
- Members also have access to top industry consultants and our Collision Repair Design Service, who can help evaluate your business and implement proven management strategies.

MARKETING PROGRAMS

- Our Marketing Creator website offers customized, professionally designed print material shipped to your door, fast and easy!
 - From business cards to shop brochures we offer customizable print marketing solutions.
- We offer a Market Research service that provides important data for owners and managers to stay on top of local market information.
- Our Promotional Merchandise Program offers a full line of clothing choices in both men and women's.
 - We have the ability to co-brand with your shop's logo on any apparel item.
- We offer our A-Plus™ Network members, indoor and outdoor illuminated signs, clocks, mats and other promotional items as part of our Identification Program.

VISION GROUPS

- A-Plus™ Network sponsored Twenty Group meetings designed around either Dealership or Independent Collision Centers.
 - Groups meet quarterly to and share successes, solve problems and learn new ideas.
 - Focus on operations, sales, marketing and financial performance.
 - Moderated and administered by industry leader, Square One Systems.

Contributor Programs

All third-party contributors must go through a selection process that focuses on quality of products and the value of their business proposition. We want our approved contributors to show a commitment to helping our Collision Repair Specialists grow by increasing sales, profits, and improving your overall sales image in the marketplace.

A-Plus Network Members receive discounted pricing and priority services from our approved contributors.

Claims Solutions

- American Honda
- Fleet Response
- Instant Estimator
- Safelite Solutions

CSI Programs

- CSI Complete
- Customer Research Inc.

Environmental Programs

- GMG Envirosafe
- GRC-Pirk

Human Resource Programs

- Automotive Disciplines Inc.
- The Fristoe Group
- VeriFacts

Internet Programs

- ALLDATA Collision
- AutoWatch
- iContact
- OEConnection
- Web Ready Solutions

Office Supply Programs

- DELL
- OfficeMax

Rental Car Programs

- Hertz



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Automotive Finishes

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