

BASF Automotive Refinish



# North American Training Program

National Training Schedule  
(800) 201-1605

[www.basrefinish.com](http://www.basrefinish.com)

 **BASF**

We create chemistry

**Baltimore Training Center**

(Dave Stroman)  
8255 Patuxent Range Road  
Jessup, MD 20794

Oct 22-23	RFN201*	Glasurit Certification Program
Oct 24	RFN202*	Glasurit Color Adjustments Techniques

**Houston Training Center**

(Hector Flores)  
19345 Kenswick Dr; Ste. 600  
Houston, TX 77338

**Los Angeles Training Center**

(Jess Ramirez)  
6700 8th Street  
Buena Park, CA 90620  
(714) 521-6112

**Toronto Training Center**

(Ron Tarini)  
10 Constellation Court  
Toronto, ON M9W 1K1

Oct 8-9	RFN101*	R-M Certification Program
Oct 10	RFN102*	R-M Color Adjustments Techniques
Oct 22-23	RFN201*	Glasurit Certification Program
Oct 24	RFN202*	Glasurit Color Adjustments Techniques
Oct 31	RFN444	Glasurit Small Damage Repair System
Nov 7	RFN102*	R-M Color Adjustments Techniques
Dec 3-4	RFN201*	Glasurit Certification Program
Dec 5	RFN202*	Glasurit Color Adjustments Techniques
Dec 10-11	RFN101*	R-M Certification Program
Dec 12	RFN102*	R-M Color Adjustments Techniques

**VisionPLUS University**

(Various locations)

**Whitehouse Training Center**

(Ralph Leija)  
6125 Industrial Parkway  
Whitehouse, OH 43571

Nov 12-13	RFN101*	R-M Certification Program
Nov 14	RFN102*	R-M Color Adjustments Techniques
Dec 3-4	RFN201*	Glasurit Certification Program
Dec 5	RFN202*	Glasurit Color Adjustments Techniques



# Glasurit Course Descriptions

**\*RFN201 (Painters)**

**Glasurit Certification Program (Two Days)**

Glasurit 22-, 55- and 90-Line certification, this course is a must. Learn the latest application and repair procedures and "experience the finish".

**\*RFN202 (Painters) RFN224 (Jobbers)**

**Glasurit Color Adjustments Techniques 1 (One Day)**

Increase customer satisfaction through quality repairs with tinting and blending skills developed using the Glasurit systematic mechanical approach to color evaluation and adjustment.

**RFN206 (Painters) • RFN228 (Jobbers)**

**90-Line Workshop (Two Days)**

Learn the latest repair techniques and application procedures using the Glasurit 90-Line system.

**RFN220 (Jobbers)**

**Selling Skills and Techniques (Two Days)**

Improve your listening and communication skills while building long term customer relationships. Learn to sell to the needs of the customer and identify new products for new markets. Designed for all jobber personnel.

**\*RFN400 (Painters)**

**Glasurit Recertification (One Day)**

Class enables students to maintain OEM certification status for an additional two years. Students will receive an updated overview on all Glasurit products in order to achieve a fully warrantable repair.

**RFN444 (Painters)**

**Glasurit Small Damage Repair System (Two Days)**

Learn the newly developed, highly efficient working method for the quick repair of light damage and small repair. System is very reliable and gives excellent results.



# R-M Course Descriptions

**\*RFN101 (Painters)**

**R-M Certification Program (Two Days)**

A prerequisite for R-M Diamond painter certification. Learn the latest repair techniques and application procedures using the R-M Diamond undercoat, basecoat, and clearcoat systems, including plastic repair & in-depth instructions of support products.

**\*RFN101LV (Painters)**

**R-M ONYX HD Low VOC Productive System (Two Days)**

Participants get a complete overview of the R-M system with a focus on the ONYX HD Low VOC Productive System. The class is divided between classroom instruction, product demonstrations, and application training.

**\*RFN102 (Painters) • RFN123 (Jobbers)**

**R-M Color Adjustments Techniques (One Day)**

Learn to use a step-by-step mechanical approach to achieve precise color matches. Also learn hands-on color tinting and the techniques of color blending that work in the shop.

**RFN140 (Painters)**

**ONYX HD Low VOC Productive System Workshop (One Day)**

Experience the latest R-M offering in basecoat technology utilizing the ONYX-HD system delivered in a compliant solvent format. The course will cover aspects of preparation, mixing, full panel and blending processes and reparability.

**RFN300 (Painters)**

**R-M Re-certification (One Day)**

Class enables student to maintain OEM certification status for an additional two years. Students will receive an updated overview on all R-M products in order to achieve a fully warrantable repair.

**RFN333 (Painters)**

**R-M Cycle Time Reduction Repair System (Two Day)**

Learn the newly developed, highly efficient working method for the quick repair of light damage and small repair. System is very reliable and gives excellent results.

**RFN777 (Painters)**

**R-M Cycle Time Reduction Repair System (One Day)**

Learn the newly developed, highly efficient working method for the quick repair of light damage and small repair. System is very reliable and gives excellent results.



# VPU Course Descriptions

**VPU001**

**Advanced Production Management (One Day)**

Understand what affects paint and material profitability. Accurately determine a collision centers actual profitability on paint and material. Understand and track the paint department's key performance indicators (KPI's)

**VPU002**

**Estimating For Profit (One Day)**

Advanced Production Management standardizes the repair process and eliminates the barriers to efficient production. Advanced management strategies demonstrate the most efficient use of people, space and time to increase profits, deliver vehicles faster and increase collision center capacity. Participants learn the concept of selling the consumer first, writing complete and accurate damage reports and obtaining all correct parts before the vehicle is dispatched to the technician. Equally important is developing a pre-repair management process, thus reducing work-in-progress and chaos in the production area. Further advanced concepts explore the importance of segregating small repairs, measuring and improving throughput, productivity, cycle times, quality and customer satisfaction.

**VPU003**

**Measuring and Improving Performance (One Day)**

Measuring and Improving Performance focuses on measuring and improving a collision centers performance. Students utilize and develop the data streams needed for both financial and non-financial reporting which is used to calculate the 24 critical key performance indicators (KPI's). Participants will then compare KPI's to benchmarks and understand what positively or negatively affects the performance. Understanding ratios, percentages, tracking trends, goal setting and managing by objective is included in the curriculum. In addition VisionPLUS® OnLine is integrated to make measuring, benchmarking, goal setting, reporting and improving easy.

**VPU004**

**Paint & Material Profitability (One Day)**

Paint and Material Profitability demonstrates how to analyze the factors that influence a collision center's profitability on paint and materials. Students calculate actual paint only cost and paint and material cost per-paint hour and explore ways to maximize profit. Attendees assess sales by scrutinizing damage reports for non-included items, add-ons and proper classifications. Costs are reduced by usage reduction and proper classification of non-paint items. Sample collision centers are analyzed to determine what separates excellent from average or poor performance.

**VPU005**

**Paint Department Productivity (One Day)**

Paint Department Productivity explains how-to manage the 5-2-1 process; five on-line processes, two off-line processes, and one continuous process; to remove bottlenecks and dramatically increase the paint department production. Students will measure and analyze eight key performance indicators and employ a leveled workflow strategy and skill specialization to achieve improvement.

**VPU038**

**Get The Keys! (One Day)**

Get The Keys is a system of highly effective and powerful sales techniques tailored to increase every collision repair facility's closing ratio and top-line sales. The collision repair sales process is often overshadowed by THE ESTIMATE and this seminar realigns attendees' sights squarely on the true target: getting the keys! The agenda provides a potent mix of fundamentals and advanced topics, resulting in improved sales skills that translate directly to increased sales!

**\* These courses are required for General Motors Certification #22041.00 / Ford Certification #71V01T0 & 71V02T0**

Dollar amounts are both U.S. and Canadian.

Class Charges: One day classes: \$100.00 Two day classes: \$200.00

RFN444 Class Charge: \$995.00 includes specially designed kit with two mini-spot spray guns.

RFN333 & RFN777 Class Charge: \$599.00 includes your choice of two mini-spot spray guns.