



# PROFESSIONAL DETAILING MANUAL

The Professional's Guide To Outshining Your Imagination.

Detailers Who Know....USE PRO<sup>®</sup>



## TABLE OF CONTENTS

Table of Contents	2
Forward	3
Introduction	4
Vehicle Condition Report	5
Engine	6
Wheels & Whitewalls	7
Washing Car Body	7
The Interior	8
The Trunk	9
The Exterior	9-10
Final Detailing	11
Conclusion	11
PRO® Product Flow Chart	12
Detailing Of Painted Surfaces	13
PRO® Product Addendum	14 - 16

## **FORWARD**

It is impossible to cover every problem that you may encounter in being a detailer. Each vehicle will have its own set of problems to deal with. Even so, this detailing manual is intended for use as a guide to show you the steps involved in automobile detailing. It can also be used for reference because it will tell you which products will effectively and efficiently perform each step in the auto detailing process and, in turn, teach you to achieve that professional look with every job.

Like any other profession, as you gain the experience and the confidence of detailing, you will find the problems that arise will become easier to deal with. You will also be able to increase the speed at which you can perform each section of the detailing process.

The result will be the pride that you feel in completing a job well done. That is what separates the amateur from the professional.

## INTRODUCTION

Automobile detailing and reconditioning have been around in some form since the invention of the automobile but now you will find that detailing is becoming a huge, fast growing business. It is moving out of the back alley shops and into elegant "state of the art" detail shops, car washes and also into fully equipped self-contained mobile units.

Virtually, every car will have some type of detailing done to it. To start with, it will receive a new car prep before it is sold. Then, it will (or should) receive washing, polishing and waxing on a regular basis by its owner until the point in time when it is no longer fit to be on the road.

The money spent on detail maintenance is a good investment. Not only will you take more pride in your well maintained vehicle, but you will also get a higher trade-in dollar when it is time to sell it. Most used car dealers use detailing and reconditioning to enhance the value of their vehicles. In so doing, the end result will be higher selling prices on those vehicles and, in addition, they will become faster selling units. Remember, the price you can get for a vehicle is based almost entirely on the appearance of the vehicle. Obviously, it makes good business sense to spend \$75 - \$100 so that you can profit an additional \$500 - \$1,000 on a sale.

The detailing of an automobile will include the cleaning and/or compounding, polishing and waxing of each section of the automobile. This will include the engine, trunk, interior and exterior.

The reconditioning of an automobile will usually include such things as: body work, repainting, tune-up work, new tires, glass replacement and repair or replacement of any seats, carpets or upholstery.

This manual will be dealing with information for the detailing aspect of the vehicle only. What is detailing? According to Webster's Dictionary, the noun detail means to specificate or itemize. The adverb means thoroughly, inside and out. Webster's is right on with their definition. Detail is a step by step process of restoring the vehicle's appearance as close to it's original factory appearance as possible. Good detailing is a thorough procedure and it cannot be rushed. So, be prepared to work at it. Always remember that it is your personal pride that will show up as the end result.

The market is growing larger ever year for both new and used vehicles. If it is your desire to become part of this fast growing business, you must take a look at each step of the detailing process.

The first step is for your protection by starting with a Vehicle Condition Report (see next page). This report will protect you from any damage claims from the owner. In filling out a Vehicle Condition Report, you will (along with the owner) need to look over the vehicle and list any damages that are showing on the vehicle prior to working on it. You will list things like dents, paint chips, buffer burns, thin paint, moldings (dented or missing), broken glass, wiper blades or tail lights, etc. Also, check the interior for burns or tears. You need to note damage of any type that you could be blamed for.

This form is also used to record what is to be done on the car in the way of detailing. After the inspection, have the owner sign the form and give him a copy of it.

Before we proceed, let's talk just a bit about safety. You must keep in mind that you will be working with and around water, chemicals, and electricity, so work cautiously and use common sense. Use proper equipment and clothing. Make sure you read and follow all chemical instructions per individual container. If you pour chemicals into secondary containers like spray or polish bottles, label each one properly, so that others know what is in them for safety purposes as well as using the correct product. The wrong application could be very expensive.

BAF Industries manufactures many products that may provide the same outcome or preferred results. However, some products are specialized to handle a specific problem or situation. For example, C-49 Heavy Duty Interior Cleaner will clean carpets as well as vinyl, plastic and convertible tops, but C-54 Upholstery and Carpet Cleaner is specialized for use on carpets providing a higher foam, less wetting shampoo. Please refer to the PRO® Product Bulletin or ask your local PRO® Distributor for detailed instructions on product usage for each situation.

Your Company  
Name Here

# VEHICLE CONDITION REPORT



WORK ORDER     ESTIMATE

## BEFORE WORK BEGINS:

### PAINT TYPE

- Basecoat/Clearcoat
- Lacquer
- Enamel

### PAINT CONDITION

- Scratches
- Water Spots
- Fallout
- Chips
- Acid Rain Damage
- Overspray
- Oxidation
- Other \_\_\_\_\_

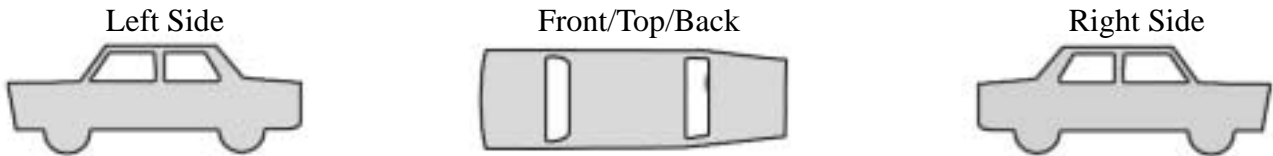
## OWNERS INFORMATION:

NAME \_\_\_\_\_ ADDRESS \_\_\_\_\_ CITY/ZIP \_\_\_\_\_  
 PHONE (BUS.) \_\_\_\_\_ (RES.) \_\_\_\_\_ DATE \_\_\_\_\_

## VEHICLE INFORMATION:

YEAR \_\_\_\_\_ MAKE \_\_\_\_\_ MODEL \_\_\_\_\_  
 LIC. OR V.I.N. \_\_\_\_\_ ODM. READING \_\_\_\_\_ COLOR \_\_\_\_\_  
 WRITTEN BY \_\_\_\_\_ ESTIMATE \$ \_\_\_\_\_ DEDUCTIBLE \$ ALLOWANCE \_\_\_\_\_  
 \$ \_\_\_\_\_ DATE/TIME \_\_\_\_\_ / \_\_\_\_\_ BY \_\_\_\_\_  
 \$ \_\_\_\_\_ DATE/TIME \_\_\_\_\_ / \_\_\_\_\_ BY \_\_\_\_\_  
 DATE/TIME RECEIVED \_\_\_\_\_ AM/PM PROMISED \_\_\_\_\_ AM/PM  
 PHONE WHEN READY \_\_\_\_\_ DELIVER \_\_\_\_\_

## CAR BODY



## DESCRIPTION OF WORK ORDERED:

- EXTERIOR:**     COMPOUND     POLISH     WAX     SEALANT  
 OTHER \_\_\_\_\_ AMOUNT \$ \_\_\_\_\_
- INTERIOR:**     CLEAN     FABRIC PROTECTOR     DRESS     PERFUME  
 OTHER \_\_\_\_\_ AMOUNT \$ \_\_\_\_\_
- ENGINE:**     TOP CLEANED     BOTTOM CLEANED     PAINT     DRESS  
 OTHER \_\_\_\_\_ AMOUNT \$ \_\_\_\_\_
- ACCESSORIES:**     CHROME     VINYL     RUBBER     PLASTIC  
 LEATHER     OTHER \_\_\_\_\_ AMOUNT \$ \_\_\_\_\_

I hereby acknowledge notice and oral approval of an increase in the original estimated price.

Signed \_\_\_\_\_  
 Date \_\_\_\_\_

Method of Payment:  
 Cash     Check# \_\_\_\_\_     P.O.# \_\_\_\_\_  
 M/C     Visa     American Express  
 Card # \_\_\_\_\_  
 Other \_\_\_\_\_

Bill To: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

\_\_\_\_\_  
 TOTAL PARTS & ACC. \_\_\_\_\_  
 LABOR (DETAIL) \_\_\_\_\_  
 ADVANCE CHARGE \_\_\_\_\_  
 \_\_\_\_\_  
 SALES TAX \_\_\_\_\_  
 TOTAL AMOUNT \_\_\_\_\_

AUTHORIZED BY

\_\_\_\_\_  
 SIGNATURE  
 \_\_\_\_\_  
 DATE

I hereby authorize the repair work, as per estimate, to be performed along with necessary materials. You and your employees may operate vehicle for purposes of testing, inspection and delivery at my risk. An express lien is acknowledged on vehicle to secure the amount of the repairs thereto. You will not be held responsible for the mechanical condition nor for loss or damage to vehicle or articles left in vehicle in case of fire, theft, accident or any other cause beyond your control. In the event legal action is necessary to enforce this contract, I will pay reasonable attorney's fees and court cost.

Let's begin now by breaking the process of detailing down into four (4) sections, which are:

1. The Engine
2. The Interior
3. The Trunk
4. The Exterior

## THE ENGINE

Begin with the engine compartment. It is usually the dirtiest area to deal with, so we prefer to clean it first. With the car in the wash rack area and the engine warmed-up\*, it's hoods up and let's go!

1. **\*Cold Weather Situations:** Warm up the engine (2 or 4 minutes) only in cold climate situations. Turn off engine. This will prevent the chemical from freezing as it applied to a frozen engine compartment. It also helps the chemical to be more effective.

**\*Warm Weather Situations:** Do not warm up engine. This can cause the product to evaporate on contact with the hot engine. Heat can also cause condensation in key electrical components (distributor housing, ignition wires, oxygen sensor, etc.)

2. Dry brush or vacuum soil from the hood insulation. Compressed air or a wet/dry vacuum set to blow is also ideal for this step. Blow out all dirt and debris from hood insulation. Also blow out leaves, pine needles and debris from tight areas in engine compartment.

3. Prep engine compartment by covering key components like the oxygen sensor, distributor housing, coil or wire harnesses with a plastic trash bag and a rubber band. This will ensure that no moisture gets into these components when high pressure water is sprayed onto them. This will also prevent any hard starting after the degreasing process.

Before degreasing, wet down front fenders, windshield cowl and grille area with water or diluted C-60 car wash soap. In case that any of the degreasing solution drips onto these areas, this will prevent the degreaser from biting into and etching the painted surface. (Do not get hood insulation wet.) (If no hood insulation is present, be sure to degrease and wash underside of hood.)

4. Spray the engine compartment with C-55 Non-Corrosive Engine Degreaser, C-51 Red Devil Degreaser (diluted up to 1:1), or Green Nitro Cleaner/Degreaser (diluted up to 1:1). Include the engine block, fire walls, fender wells, hood hinges and latches. Do the underside of the hood last (to keep the degreaser from dripping on you while you are working under the hood). Re-wet any painted areas with diluted C-60 car wash soap to neutralize any degreaser residue, overspray on fenders. **Note:** Refer to the "Product Addendum" for PRO® complete list of products.

5. Wait 2 - 4 minutes for the degreaser to break down oil and grease and loosen dirt and debris. While you are waiting, degrease the door hinges, fuel door and license plate areas. Simply open the door, spray each hinge with degreaser and immediately flush off with high pressure water. Be care not to get any water into the seating area or footwell area. Repeat the procedure on each door. Open the fuel door and spray gas cap and fuel well with degreaser and immediately flush off with high pressure water. Spray the rear license plate with degreaser and immediately flush off with high pressure water. Do not allow degreaser to run down onto painted surface. Immediately flush area with high pressure water. Back to the engine. It should now be ready to be flushed off with water by using high pressure water from a hose or a pressure washer. First, start with the underside of the hood; then move on to the block, the fire wall and fender wells.

6. Inspect area for any remaining grease. Apply degreaser and flush again if needed.

7. Blow dry with compressed air or a wet/dry vac in blowing mode.

8. Inspect engine area and use PRO®'s Aerosol Engine Paints for quick repainting and/or touch up that is needed. Use a cut piece of cardboard to mask off tight areas and prevent overspray. Use A-4311HG High Gloss Black for radiators, A-2326 Import Mag for cast aluminum heads, brackets and parts and A-4311 Semi Gloss Black for black brackets and parts.

9. Spray compartment with AX-721 Aerosol Clear Engine Paint for a long lasting clear protective coating or, for a more temporary solution, spray entire compartment with S-71 Clear Rubber Dressing diluted 3:1 with water. Close the hood and let it dry.

**\*Always dilute products per directions on label.**

## **WHEELS & WHITEWALLS**

If the vehicle has any special wheels, such as wire wheels or mag wheels, this is the time to clean them. It is vital that you review the products before hand, so that you will know which products are needed. In cleaning wheels, it may be necessary to use an acid product, C-24 PRO® Power (10:1) or C-56 Professional Wheel Cleaner to remove the embedded brake dust. **BE VERY CAREFUL NOT TO ACID BURN THE WHEELS!** If an acid product for wheels is not in your plans, use C-41 Non-Acid Wheel Cleaner or C-42 Wheelie Clean.

1. Flush wheel with water to remove loose dust.

2. If needed, spray acid on the wheel. (Do not spray a dry, hot wheel with product.) Agitate with a brush to speed up the operation and help to remove embedded brake dust. Let stand only per directions on product. Flush with lots of water. Repeat if necessary.

3. Spray C-52 Whitewall Cleaner (1:1) on tires. Brush with a Nylon or Brass Whitewall Brush. Then, flush with water. C-52 Whitewall Cleaner also will neutralize any remaining acid on wheel.

4. Flush out fender well. Move to next wheel, repeat the process.

Now, that the wheels and tires are clean, it is time to do the vinyl or convertible top, if there is one.

## **WASHING CAR BODY AND TOP**

1. Wet down the entire car.

2. Using C-84 Frank's Special Cleaner (30:1) and Upholstery Brush, apply cleaner to top and scrub well. Do one side. Flush with water. Repeat on the other side. (This step is for vinyl and convertible tops only).

3. Scrub any side body moldings with C-84 Frank's Special Cleaner. Then flush off.

4. Now, with UB-90 UltraBase Wash & Wax (64:1), UB-83 UltraBase Car Wash (64:1) or C-60 Super Car Wash Liquid (100:1), wash the remaining body. Do not forget the grill and the front rear shields under the bumpers.

5. Dry the car off using a B-90 Chamois or turkish towels.

Now, you are ready to move the vehicle off the wash rack and into the detailing area.

## THE INTERIOR

1. Remove floor mats and ash trays. Pick up any large objects. Place valuable items in a bag to be returned to the owner.
2. Blow out excess dirt from under and around seats, and seat tracks. Blow out air conditioning ducts and dashboard.
3. Vacuum well.
4. If vehicle has a cloth or velour type headliner, it's best to use ASF-450 Aerosol Super Foam Fabric Cleaner. The material will not soak it up. If that happens, the glue and material could separate and fall apart. This product will save you the cost of having to replace the headliner. If seat belts need to be cleaned, use C-28-Q Seat Belt Cleaner to remove grease, dirt and grime.
5. If you have a carpet cleaning extractor machine, it will save you a lot of time. It will also do a better job. The extractor will remove any dirty water or sand that regular vacuuming and washing may have left behind. (Use C-83 Xtract Power™ (40:1)

If no machine is available, then use C-49 Heavy Duty Interior Cleaner (30:1) or C-54 Upholstery & Carpet Shampoo (9:1) in a pail of water. With an Upholstery Brush, start cleaning the carpets, scrubbing and brushing until all dirt has been removed. Rinse with clean water and sponge. Towel dry to remove excess moisture. Continue cleaning until all the carpets are clean.

6. Next, clean dash and door panels with C-49 Heavy Duty Interior Cleaner. You will find that the cleaning solution (properly diluted) placed into a B-53/B-54 Pistol Sprayer, will work quite well for this. Simply spray solution on panel and wipe dry with a clean towel. **DO NOT PUT STRONG CLEANING SOLUTION ON THE CLEAR PLASTIC FACE COVERING OF THE INSTRUMENT PANELS, AS IT MAY CLOUD THE PLASTIC.**

7. The last section of cleaning here will be the seats. If you do them last, you will not get wet by leaning over them to clean the carpets. Again, use the extractor machine if you have one. If not, use the same procedure as you used to clean the carpets. Scrub, rinse and wipe dry. Do not forget to clean the ash trays and floor mats.

NOTE: We consider the glove box to be a private area in the vehicle and will only clean it with the owner's permission.

By cleaning the interior at this point in time, you will allow it a longer drying time before it will be delivered to its owner.

## INTERIOR CHECKLIST

Things to look for in the interior as a final check are:

1. Rear view mirrors, including visor mirrors and windows.
2. Dome light.
3. Center console.
4. Gauges.
5. Vents.
6. Ash trays.
7. Steering wheel.
8. Door jambs and rubber moldings.
9. Visors.
10. Final vacuum.

## THE TRUNK

1. Remove everything from the trunk.
2. Clean trunk jambs with PRO® Engine Degreaser as needed.
3. Vacuum trunk area.
4. Wash any area that needs it.
5. Clean carpet and/or mats with C-49 Heavy Duty Interior Cleaner.
6. Clean and lightly dress spare tire with S-71 Clear Rubber Dressing (diluted 3:1).
7. Replace items back in the trunk.

## THE EXTERIOR

The first impression given from any car is usually based on the exterior finish, therefore, this is the area that will probably get the most attention. A good wash job is important but it is only the beginning in the process of detailing. In some cases, badly scratched or oxidized finishes may need more than just a cleaner. A compound should be considered, followed by a polish. Then, a topping wax or paint sealant can be applied. Detailing the exterior painted finish is a three-step process:

- 1) Compound
- 2) Polish
- 3) Wax

Determining what has to be done to a painted surface is probably the most difficult choice to make. How that vehicle was cared for will determine what product will be needed to restore its luster. (A list of your choices can be found on page 12).

A majority of new cars today are painted with a basecoat/clearcoat system. A primer coat is sprayed on the metal. Then, a basecoat (color) is applied, followed by two or three coats of clear finish. It may sound like a thick finish, but in reality, on cars made in the U.S., it is only about 3 mls. thick. This will, in comparison, equal about two pages of this manual.

There are two factors to look at in dealing with the painted surface. They are:

- 1) Degree of oxidation.
- 2) Depth of scratches.

When paint deteriorates from weathering (oxidation), the first level of paint or clearcoat is attacked. If it goes untreated, the second level is affected as well, and eventually, the basecoat is involved. As each level is weathering, it loses its oil and begins to crack and get flaky.

A finish can also become scratched in any number of ways. The scratches can be simple surface scratches or scratches that go to the bare metal.

Buffing products containing abrasives will do two things:

1. Remove thin layer of paint.
2. Replace the lost oils in the paint.

If a painted surface needs to be compounded, the first thing to determine is how much paint needs to be removed to eliminate oxidation and scratches. Remember, the car has a very limited amount of paint, so you should never remove more than is absolutely necessary to correct the problem.

Start your cutting power on the mild side and move up if it does not give you the results needed. Each compound will vary in cutting ability - from a very mild abrasive on up to a sandpaper type compound.

NOTE: Before you apply any product to the finish, the finish should be cool. If the finish is too hot, the product applied could possibly stain or spot the paint.

NOTE: To keep from wasting product and having to clean up a lot of splattered product, use a wax applicator to apply the product to the finish.

NOTE: Wipe on product to a small section of the finish. Then, buff with some pressure applied to the buffer. When the product is being used up and is still wet, but drying, reduce the pressure on the buffer and burnish to a high gloss. To avoid swirl marks, keep the buffer as flat on the surface as possible.

You will find that the top surfaces will require the most cleaning: the hood, the top and the trunk. This is because the flat area is the place where all contaminants come to rest: fallout, dirt, acid rain and dew. These things will lay on the surface and embed into the finish.

Normally, the sides will require a light cleaning product in order to bring the finish back to a high luster.

After compounding, the second step in a complete detail is polishing. There are a number of PRO® Products that can be utilized in this step. For example; P-21 Swirl Eliminator™ Polish, P-28 Vanish™ Machine Glaze, P-31 #1 Polish™, P-33 Troubleshooter®, P-34 Progold™, P-43 Foam Pad One Shot™, P-57 Miracle Wax™ etc . . . Please refer to page 12 for all the available PRO® Products needed to complete this step. As the finish is already clean, it takes very little effort to do this step. The results will be well worth the time involved.

To conclude the job on the finish, it is necessary to apply a topping wax or paint sealant. Any number of products can be used at this point. That will depend on the type of finish your customer prefers. Examples are: P-30 Radiant™ Finish Glaze, P-35-H Satin Creme Wax, P-36 Cherry Finishing Wax™, P-39 Polymer II™ Sealant, P-42-H Yellow Wax Creme, P-44-H Fast-Trak Carnauba, P-59 Espresso, P-73 Profecion™ Paint Sealant, P-79 Quicker™ Liquid Carnauba or W-41 Yellow Wax™. Now is a good time to apply C-50-Q Aluminum & Mag Polish to the chrome sections of the car. Next, it is necessary to clean the glass, windshields and mirrors with C-27-Q Glass Polish, C-13 Super Glass Gleam, C-65 Glass & Windshield Cleaner or AGC-18 Aerosol Glass Cleaner.

Finally, it is a must that all tires and rubber moldings be dressed. Again, there are a variety of PRO® Dressings that are available. For example: S-68-Q Bumper Renewer™, S-71 Clear Rubber Dressing, S-81 Wipe-On™ Vinyl Dressing, S-86 Premium Blue Dressing, S-87 Blue Gloss Dressing, S-88 Vantage™ Non-Silicone, S-92 Premo™ Dressing, S-94 Wet Look Dressing, S-95 Non-Silicone Rubber Dressing, S-97 Wipe-On Gloss Dressing and S-99 Glosso™ Dressing.

Water Base = Interior  
Solvent Base = Exterior

## **FINAL DETAILING**

The next step is probably the most important part of the operation, and that is final detailing. This step includes the removal of any polish or wax from moldings, door handles, name plates or any other location that may show leftover material from your final step. To do this, you can use a rag and a detail brush.

## **CONCLUSION**

Detailing requires patience and determination if you plan to put your operation on a professional level, as opposed to that of a weekend amateur. Every inch of the car needs to be considered. This is the quality control of your operation. If anything needs to be redone, you must do it now - before the customer comes to pick up the car. That way, you will eliminate any possible complaints that your customer may have in regard to your work.

If you are serious about learning the car care industry, this manual is just the beginning. You should know everything in this manual and then use it as a starting point to go out and really learn the industry. In the final analysis, experience is the best teacher but it helps to have a basis for evaluating the experience and the different situations you will encounter.

# PRO® PRODUCT CHOICE FLOW CHART

## STAGE III

**HEAVY OXIDATION  
DEEP SCRATCHES**

### CATEGORY III HEAVY CUTTER

P-11 Creamy Cutter™ Clear Coat Compound  
P-15 Heavy Duty Machine Cleaner  
P-20 Liquid Compound  
P-26 Clear Cut™  
P-27-Q Ultimate Cutter™ & Scratch Remover

### STEP 1 - COMPOUND

- 1) Cuts out oxidation.
- 2) Removes deep scratches.
- 3) Smooths out paint.

### CATEGORY II

#### WAX and SILICONE

#### NO WAX and/or SILICONE

P-21 Swirl Eliminator™ Polish  
P-31 #1 Polish™  
P-33 Troubleshooter®  
P-34 Progold™  
P-43 Foam Pad One Shot®  
P-47 Auto Auction Prep™  
P-57 Miracle Wax™ Cream

P-28 Vanish™ Machine Glaze  
P-40 Duz-All®  
P-41 Super Acid Rain Remover

### STEP 2 - POLISH

- 1) Removes compound scratches.
- 2) Provides gloss.
- 3) Leaves protective coating.

### CATEGORY I TOPPING WAXES

P-30 Radiant™ Finish Glaze  
P-35-H Satin Creme™ Wax  
P-36 Cherry Finishing Wax  
P-39 Polymer II™ Sealant  
P-42-H Yellow Wax™ Creme  
P-44 Fast-Trak™ Carnauba  
P-59 Espresso® Liquid Wax  
P-73 Protection™ Paint Sealant  
P-74 Proactive™ Speed Gloss  
P-79 Quickor™ Liquid Carnauba  
S-74 Wipeout™ Spray Wax  
S-76 Quick Delivery Shine™ (QDS)  
W-41 Yellow Wax™ Paste

### STEP 3 - WAX

- 1) Removes all swirl marks.
- 2) Enhances gloss.
- 3) Provides protection.

# DETAILING OF PAINTED SURFACES

## STAGE I

- A. No Oxidation
- B. No Scratches

1) No cutting necessary. Use Category I product to provide protection to finish (Hand, Orbital/DA Use).

- P-30 Radiant™ Finish Glaze
- P-35-H Satin Creme™ Wax
- P-36 Cherry Finishing Wax
- P-39 Polymer II™ Paint Sealant
- P-42-H Yellow Wax™ Creme
- P-44-H Fast-Trak™ Carnauba
- P-59 Espresso™ Liquid Wax
- P-73 Profecion™ Paint Sealant
- P-79 Quicker™ Liquid Carnauba
- W-41 Yellow Wax™
- S-74 Wipeout™ Spray Wax
- S-76 Quick Delivery Shine (QDS™)

## STAGE II

- A. Mild Oxidation
- B. Light Scratches

1) Some cutting necessary. Use Category II product: a mild or medium cutter (Machine use).

- P-21 Swirl Eliminator™ Polish
- P-28 Vanish™ Machine Glaze
- P-31 #1 Polish™
- P-33 Troubleshooter®
- P-34 Progold™
- P-40 Duz-All®
- P-41 Super Acid Rain Remover
- P-43 Foam Pad One Shot™
- P-47 Auto Auction Prep™
- P-57 Miracle Wax™ Cream

2) If Category II product (used above) did not contain wax or silicone, use Category I product to provide protection (Hand, orbital/DA use).

- P-30 Radiant™ Finish Glaze
- P-35-H Satin Creme™ Wax
- P-36 Cherry Finishing Wax™
- P-39 Polymer II™ Sealant
- P-42-H Yellow Wax™ Creme
- P-44-H Fast-Trak™ Carnauba
- P-59 Espresso™ Liquid Wax
- P-73 Profecion™ Paint Sealant
- P-79 Quicker™ Liquid Carnauba
- W-41 Yellow Wax™
- S-74 Wipeout™ Spray Wax
- S-76 Quick Delivery Shine (QDS™)

## STAGE III

- A. Heavy Oxidation
- B. Deep Scratches

1) Step I - Heavy cutting necessary. Use Category III product: a compound or heavy duty cleaner (Machine Use).

- P-15 Heavy Duty Machine Cleaner
- P-20 Liquid Compound
- P-26 Clear Cut Compound
- P-27-Q Ultimate Cutter

2) Step II - Mild cutting necessary to remove compound scratches left by Category III product (Machine Use).

- P-21 Swirl Eliminator™ Polish
- P-28 Vanish™ Machine Glaze
- P-31 #1 Polish™
- P-33 Troubleshooter®
- P-34 Progold™
- P-40 Duz-All®
- P-41 Super Acid Rain Remover
- P-43 Foam Pad One Shot™
- P-47 Auto Auction Prep™
- P-57 Miracle Wax™ Cream

3) Step III - If Category II product (used above) did not contain wax or silicone, use Category I product to provide protection (Hand, Orbital/DA Use).

- P-30 Radiant™ Finish Glaze
- P-35-H Satin Creme™ Wax
- P-36 Cherry Finishing Wax
- P-39 Polymer II™ Sealant
- P-42-H Yellow Wax™ Creme
- P-44-H Fast-Trak™ Carnauba
- P-59 Espresso™ Liquid Wax
- P-73 Profecion™ Paint Sealant
- W-41 Yellow Wax™
- P-79 Quicker™ Liquid Carnauba
- S-74 Wipeout™ Spray Wax
- S-76 Quick Delivery Shine (QDS™)

## **PRO® PRODUCT ADDENDUM**

### **I. ENGINE COMPARTMENT**

#### **A. CLEANING & DEGREASING**

1. C-10 All Purpose Cleaner
2. C-51 Red Devil Degreaser
3. C-55 Non-Corrosive Engine Degreaser
4. C-84 Frank's Special Cleaner
5. C-99 Green Nitro® Cleaner/Degreaser

#### **B. ENGINE DRESSING**

1. 4311 Black Engine Paint (Lacquer)
2. 4511 Black Engine Paint (Enamel)
3. 4911 Wheel Well Black Paint
4. X-721 Clear Engine Paint
5. Burford's® Aerosol Engine Paints
6. S-71 Clear Rubber Dressing
7. S-92 Premo™ Dressing

### **II. WHEELS & TIRES**

#### **A. CLEANING**

1. C-10 All Purpose Cleaner
2. C-24 PRO® Power Acid Cleaner
3. C-41 Non Acid Wheel Cleaner
4. C-42 Wheelie Clean™
5. C-50-Q Aluminum & Mag Polish
6. C-52 Whitewall Cleaner
7. C-56 Professional Wheel Cleaner
8. C-90-22 All Metal Polish™

#### **B. DRESSING**

1. S-71 Clear Rubber Dressing
2. S-81 Wipe-On™ Vinyl Dressing
3. S-86 Premium Blue Dressing
4. S-87 Blue Gloss™ Dressing
5. S-88 Vantage™ Non-Silicone Dressing
6. S-89 Outshine™ Dressing
7. S-92 Premo™ Dressing
8. S-93 Prime Shine™ Dressing
9. S-94 Wet Look™ Dressing
10. S-95 Non-Silicone Rubber Dressing
11. S-97 Wipe-On™ Gloss Dressing
12. S-99 Glosso™ Dressing
13. ANS-880 Siligon™ Non-Silicone Dressing
14. ATS-1 Aerosol Tire Shine™

### III. EXTERIOR (VEHICLE)

#### A. CLEANING

1. C-10 All Purpose Cleaner
2. C-13 Super Glass Gleam™
3. C-14 Super Suds
4. C-16 Power-Sol™
5. C-17 Foamy Meter Soap
6. C-19 Red Cherry Suds
7. C-27-Q Glass Polish
8. C-30 Water Spot Remover
9. C-45 Power Lift™ Fallout Liquid
10. C-46-22 Tree Sap Remover
11. C-48 Shampoo & Wax
12. C-50-Q Aluminum & Mag Polish
13. C-60 Super Car Wash
14. C-61 PRO®-Sol™
15. C-65 Glass Cleaner
16. C-66 California Orange™
17. C-71 Bug Remover™
18. C-84 Frank's Special Cleaner
19. C-101 Clay Away™3
20. C-102 Clay Away™4
21. AGC-18 Aerosol Glass Cleaner
22. ACO-660 Aerosol California Orange™

### IV. INTERIOR

#### A. CLEANING

1. C-10 All Purpose Cleaner
2. C-12 Leather Cleaner
3. C-13 Super Glass Gleam™
4. C-28-Q Seat Belt Cleaner
5. C-49 Heavy Duty Interior Cleaner
6. C-54 Upholstery & Carpet Cleaner
7. C-61 PRO®-Sol™
8. C-64 Window Tint Glue Remover

#### B. DRESSING & DETAILING

1. S-44 Leather Lotion™
2. S-81 Wipe-On™ Vinyl Dressing
3. S-92 Premo™ Dressing
4. F-17 Smoke & Odor Eliminator
5. F-50 Green Apple Air Freshener
6. F-51 Pina Colada Air Freshener
7. F-52 Super Lemon Air Freshener
8. F-53 Wild Cherry Air Freshener
9. F-54 Kookberry™ Air Freshener
10. F-55 Vanilla Air Freshener
11. F-56 Fresh & Clean Air Freshener
12. F-57 New Car Leather Air Freshener
13. F-62 Summer Breeze™ Perfume
14. F-80-Q Plezani™ Scent Perfume
15. S-42- Odor-Nox™
16. PG-77 PRO®-Gard™ Fabric Protector
17. ARD-472 PRO® Shine™
18. Aerosol Carpet & Vinyl Spray (AVC)
19. Aerosol Odor Terminators (AOT-54, AOT-56, AOT-57)

## **V. TRUNK AREA**

### **A. CLEANING**

1. C-10 All Purpose Cleaner
2. C-49 Heavy Duty Interior Cleaner
3. C-54 Upholstery & Carpet Cleaner
4. C-84 Frank's Special Cleaner
5. Aerosol Vinyl & Carpet Spray (AVC)

## **VI. PAINTED SURFACE**

### **A. COMPOUNDING**

1. P-11 Creamy Cutter™ ClearCoat Compound
2. P-15 Heavy Duty Machine Cleaner
3. P-20 Liquid Compound
4. P-26 Clear Cut™ Compound
5. P-27-Q Ultimate Cutter
6. P-40 Duz-All®
7. P-41 Super Acid Rain Remover

### **B. POLISHING**

1. P-21 Swirl Eliminator™ Polish
2. P-28 Vanish™ Machine Glaze
3. P-31 #1 Polish™
4. P-33 Troubleshooter®
5. P-34 Progold®
6. P-43 Foam Pad One Shot®
7. P-47 Auto Auction Prep™
8. P-57 Miracle Wax™ Cream

### **C. WAXING/FINAL FINISHING**

1. P-30 Radiant™ Finish Glaze
2. P-35-H Satin Creme™ Sealer Wax
3. P-36 Cherry Finishing Wax™
4. P-39 Polymer II™ Paint Sealant
5. P-42-H Yellow Wax™ Creme
6. P-44 Fast-Trak™
7. P-59 Espresso® Liquid Wax
8. P-73 Profexion™ Paint Sealant
9. P-74 Proactive™ Liquid Speed Gloss
10. P-79 Quickor™ Liquid Wax
11. W-41 Yellow Wax™ Paste
12. S-74 Wipeout™ Spray Wax
13. S-76 Quick Delivery Shine™ (QDS)
14. ACW-440 Sprint™ Aerosol Speed Wax