

# THE LEADING EDGE



## United Application Standards Group



### Note From the President

Hello members!

All sights are set on the UASG general membership meeting in October! We're anticipating a huge turnout to reconnect with each other, check out the latest materials and equipment at Print United, and see the sights in Las Vegas! We have a number of speakers lined up including a very special address by 3M you don't want to miss. Several details are still under construction but the dates are set so you can begin to think about your plans to attend. We'll update you with more information as soon as it's available.

A quick recap, the Board of Directors set several goals this year and we've made excellent progress. We rolled out a new logo and posted the digital assets on the website for easy download whenever you want them. The most current 3M Certified Graphic Installation Company logos are also there to update your website, business cards, email signature, and everything else.

Your membership renewal this year triggered the shipment of a new plaque to display your credentials and it looks terrific! Many of you have already received the plaque and for those still waiting, including our newest members, you will be receiving yours very soon.

We expanded our tool selections and partnered with a national distributor to fulfill orders and automatically replenish inventory levels on demand. This streamlined the channels allowing us to shift our focus to continually improving our range of offering. Discounted pricing for the tools of our trade is an excellent benefit and we encourage you to take full advantage of the program.

Most importantly, we engaged Mr. Kip Johnson to serve as the Executive Director of the UASG. Among many other duties, Kip's primary responsibilities include active management of the day-to-day operations of the organization and implementing the strategic initiatives established by the Board of Directors. Kip is one of the founders of the organization and we all agree he is uniquely qualified to help move the organization forward through better and more responsive communications with members, providing connections for opportunities, and expanding market awareness of the UASG. We're very fortunate to have Kip on board, please drop him a line and wish him well.

I look forward to seeing everyone in person – in Vegas – in the Fall! Make your plans to attend!

Mark Trumbull  
[mark@thedigitalcompanies.com](mailto:mark@thedigitalcompanies.com)

*Mark Trumbull*



[www.facebook.com/unitedapplicationstandardsgroup](https://www.facebook.com/unitedapplicationstandardsgroup)

### Current Board of Directors

Mark Trumbull	President
Peter Beath	Vice President
Ward Schneider	Treasurer
Steve Reininger	Chairman, Ethics Committee
Lloyd Paxton	Chairman, Certification Committee
Mike Stavreff	3M Representative
Rick Paukert	3M Representative
John Carthey	
Greg Ford	
Trace George	
Chris Prenovost	

### Other

Kip Johnson	Executive Director
Sharon Paxton	Secretary, Certification Committee
Jan Clippard	Secretary

### Join the Conversation!

To share ideas, thoughts and concerns among the UASG membership in a private setting, access our closed Face Book page:  
<https://www.facebook.com/groups/UnitedApplicationStandardsGroup/>

### Contact Us:

Questions / Comments: [kip@uasg.org](mailto:kip@uasg.org)  
On The Web: [www.uasg.org](http://www.uasg.org)  
Connect via Instagram: [\\_uasg](#)

## From the Desk of the Executive Director

I hit the ground running earlier this year in my new role as Executive Director of the UASG. It's something I've prepared for over the course of the past 10 years. And let me say, serving this membership is not only a professional highlight of my career, it is a lifetime highlight!

Every day I think about how I can better serve the membership and drive value. That value can be defined in so many ways, whether that value is derived from more traffic to the website, expanded tool offerings, communicating with our members, locating excellent membership candidates, working trade shows and expos, and/or automating many of our processes. There is much to be done.

I have called and spoken with many of you and I've learned a lot. If you haven't heard from me yet, rest assured I'm working my way through the list; and it will take a fair amount of time. So far, an overwhelming majority of you had nothing but positive comments to share about being a member of this great organization. A few voiced some concerns; and I will work with them to tackle the issues they brought to light. All of you are considered to be the best of the best, and that matters to the many organizations and people who rely on our network of professional installers. With our collective track record over the past two decades, we are currently seeing extraordinary interest in the UASG and 3M Certified program, and for that, I thank you.

I look forward to working with all of you in 2022 and beyond. If there's anything I can do, please do not hesitate to reach out.

Kip Johnson  
kip@uasg.org

Kip Johnson



## 2022 UASG Fall Meeting Announcement

We're going to try this again! The UASG annual meeting has been scheduled to be held this fall in conjunction with the Printing United Exposition – see below for the details. We are making plans and identifying itineraries so bear with us as we look to shore everything up within the next month or so. But, mark your calendars for 10/18 and 10/19 and plan to be there if at all possible.

Why are we meeting on a Tuesday, you ask? Since we are a member of Printing United, we have to abide by the rules of the organization, which means we cannot meet as a group during the normal operating hours of the expo. That's why we are meeting on a Tuesday.

### Printing United Expo Show Hours:

Wednesday, October 19 from 9 am to 5 pm

Thursday, October 20 from 9 am to 5 pm

Friday, October 21 from 9 am to 3 pm

### Per our Rules and Regulations

- **11. CONFLICTING ACTIVITY/OUTSIDE EVENTS** To protect all Exhibitors and Show Management's interest in optimum audience attendance during all scheduled events, **there shall be no interference in or dilution of programmed general convention activity through any conflicting private parties, tours, or other activities thereby denying other Exhibitors and the convention full exposure to the conventioners in attendance.** Exhibitor hospitality suites may be open only during those hours when no general convention or show events are scheduled.

### UASG Annual Meeting:

**When:** Tuesday, October 18th, 2021,  
7:30 AM to 4:45 PM

**Where:** Las Vegas Convention Center

### UASG Annual Social:

**When:** To be announced

**Where:** Las Vegas (to be announced)







## Keynote Speaker Presentation

### Jay Owen

Founder and CEO of Business Builders

**Subject:** Focusing on Marketing

### Jay Owen

Founder and CEO of Business Builders

Author of Building a Business that Lasts: Without Sacrificing Family

Host of the Building a Business that Lasts Podcast

The membership has made it abundantly clear that marketing is a key area where they need the most help. With that in mind, we have lined up a marketing professional, Jay Owen, to lead two sessions on marketing.

## Messaging Presentation Overview (Morning Session)

Many business owners struggle with growing their business and getting the attention they deserve. In the Messaging Session powered by StoryBrand, participants will:

- Learn the messaging framework that's generated hundreds of millions in sales
- Learn ways to implement the Storybrand Messaging Framework to transform their communication.
- Be provided the tools to complete a clear and effective message foundation

## Marketing Presentation Overview (Afternoon Session)

Most businesses waste an enormous amount of time and money on marketing that never produces a dollar in return. In the Marketing Session, participants will:

- Learn the 5 key elements to effective marketing
- Learn how to serve their customers and execute a marketing plan that works
- Be provided the tools to create a sales funnel that will help take the guesswork out of their marketing efforts



## Featured Speaker Presentation

### Chris Prenovost

Certified Pinnacle Business Guide  
& EOS Implementer

**Subject:** Focusing on Employees

### Chris Prenovost

Certified Pinnacle Business Guide & EOS Implementer

## Hiring Installers / Engagement / Accountability / Retention / Q&A

You'll not want to miss the presentation by Chris Prenovost on what it takes to hire and retain successful installers.



## Expanded Tool Offering

We have been working tirelessly to revamp how we handle tool orders on the website. As a result, there are two major announcements to make related to purchasing tools through the UASG.

- 1: We added several new tools to our current offering on the website. For example, we now offer 7 knifeless tape products instead of one! A complete list of our current selection of tools is listed below. If you'd like to see something that we are currently not offering, please send an email to [kip@uasg.org](mailto:kip@uasg.org).
- 2: Free shipping on all orders over \$149



## Complete Listing of Tools for Sale on the UASG Website (member login required)

391X Air Release Tool  
 392X Replacement Point for Air Release Tool  
 3950 Edge Sealer (1 8oz Can)  
 3M 8914 1 Mil Cast 8 Yr (1/2" x 150')  
 3M Bridge Line Knifeless 12.7mm X 50m  
 3M Design Line Knifeless 3.5mm X 50m  
 3M Finish Line Knifeless 3.5mm X 50m  
 3M Perf Line Knifeless 6.4mm X 50m  
 3M Precision Line Knifeless 5mm X 50m  
 3M Tri Line Knifeless 6mm X 50m  
 3M Tri Line Knifeless 9mm X 50m  
 3M Graphic Film Adhesion Test Kit  
 94 AMP Primer Sticks (50 Count)  
 94 Primer, 8 oz can  
 CMP-1 Power Grip Magic Pad Rivet Applicator  
 CPA-1 Power Grip Applicator for Comply; Films (carton of 5)  
 CPA-2 Power Grip Rapid Roller Applicator  
 Rolle Pro Vinyl Application Roller

Rolle Pro Standard Replacement Wheel for Rolle Pro  
 Rolle Pro Wrapid Glider (6" and 12" Squeegee Handle complete with Squeegees)  
 MPP-1 Power Grip Multi-Pin Air Release Tool  
 PA-1 Gold Squeegee (carton of 25)  
 Primer, 94 Ampules, 1,000 per Case  
 RBA-1 Rivet Brush Applicator  
 RBA-3 Power Grip Rivet Brush Applicator  
 Roller L Deep Channel Application Tool  
 Roller S Deep Channel Application Tool  
 TSA Kit  
 TSA-1 Textured Surface Roller 4" Wide  
 TSA-2 Mortar Joint Roller 1" Wide  
 TSA-3 Edge Roller  
 TSA-4 Two Handled Textured Surface Applicator  
 TSA-4R Replacement Roller for TSA-4  
 TSG Heat Protective Gloves - Universal (Sold in Pairs)  
 VCAT-2 Vehicle Channel Applicator Tool



## New Members (January - April 2022)



### LANDMARK GRAFIX, INC.

John Sharp - CEO

130 Doolittle Dr., Ste. 12  
San Leandro CA 94577  
510/343-9868  
[john@landmarkgrafix.com](mailto:john@landmarkgrafix.com)



Tested Installer:  
Edward Ahn

At Landmark Grafix we care about how the world sees you. As a full-service printing agency, our goal is help you reach yours. So if you can dream it or see it in your mind, the chances are we can bring it to life.

Landmark Grafix was established in 1993 at Sonoma Raceway (formerly Sears Point) to provide high quality graphics for race cars and teams. Since then, we've expanded our services beyond motorsports to a full-service print provider. We deliver large format printing needs for retail, corporate, event and commercial clients.

We use both flatbed and roll to roll HP Latex printing technology and offer laminate and coating service to anything we produce. Using materials ranging from paper and vinyl, to acrylic and wood, and everything in between, we offer custom signage and graphics to meet the needs of any project. As applicable, our printing process is 3M MCS Certified and the Latex equipment allows us to produce GREENGUARD Gold certified projects. We know color is critical to any project so we work hard to keep a color calibrated environment to ensure our clients receive what they expect. Quality has always been at the forefront of every project for projects both big and small.

By creating bespoke, high quality printing projects, we've quickly established Landmark Grafix as a leading Bay Area full-service print agency. Today, we service clients of all sizes in the Bay Area and nation-wide with the attention you would expect from a community partner and the production capabilities of a national chain.



[tennesseetint.com](http://tennesseetint.com)

### TENNESSEE TINT

Scott Huntley - Owner

2330 Harley Wind  
Memphis TN 38134  
901/213-0906  
[scott@tennesseetint.com](mailto:scott@tennesseetint.com)



Tested Installer:  
Adam Perdue

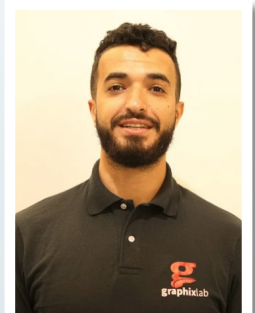
Tennessee Window Tint Company's goal is to provide our customers with the best customer service with the best quality of window tinting, window graphics, vehicle wraps and auto paint protection services in the area. It is the quality of our products and our professional services that ensures our customers will be happy for many years to come. With over one hundred 5 star verified reviews on Google, Yelp, and Facebook, we are Memphis' trusted window tinting and window wrap specialist.



### GRAPHIX LAB

Laith (Leo) Alsane - Owner

175 S. Spruce Ave.  
San Francisco CA 94080  
415/999-7080  
[graphixlabsf@gmail.com](mailto:graphixlabsf@gmail.com)



Tested Installer:  
Laith (Leo) Alsane

We are Graphix Lab- we take great pride in delivering the highest quality service and our technicians have over 15+ years of combined experience.

Our team has performed vehicle wrap, fleet graphics, signs car detailing, and a lot more service to make sure we can give the most of this industry.





## New Members (January - April 2022)



### DC DESIGN AND MEDIA, INC.

Jennifer Del-Castillo – Owner

2712 Nevada Ave  
Norfolk, VA 23513  
757/390-2818

[info@dcdesignandmedia.com](mailto:info@dcdesignandmedia.com)

At DC Design and Media, the mission is to help companies grow and individuals express themselves. We do this by inspiring creativity through impactful graphics and design.

Dennis and Jennifer Del-Castillo started DC Design and Media in 2015 both having worked in the service industry in restaurants and hotels before and wanted to own a business that could serve the community of Hampton Roads. They love partnering with companies and see how one vehicle wrap or storefront can make such a huge impact on the growth of a business.

They specialize in commercial Wraps, storefronts, floor graphics, commercial window tinting, custom wraps, custom racing stripes and graphics, Smartfilm, Ceramic Coatings by Ceramic Pro, boat wraps, Di-Noc, frosted window film, tractor trailer wraps, truck wraps.

Our company's core values are 1. Create Raving Fans- We do this by respecting deadlines and effective communication every step of the way. 2. Results not excuses- We don't give excuses just results 3. Operate as owners- Each installer acts as an owner and takes pride and accountability in their work. 4. We are always under construction- Each employee here is always learning and staying in the forefront of the latest trends and technology.



Tested Installer:  
Dennis Del-Castillo



### WRAP ENGINEERS

Sam (Jax) Nweke - Owner

1785 White Circle  
Marietta GA 30060  
404/583-8992

[wrapengineers@gmail.com](mailto:wrapengineers@gmail.com)



Tested Installer:  
Sam Nweke

Wrap Engineers® is a graphics Installation company established in 2015. Located in the city of Marietta, GA, we are a complete vehicle customization shop that started with the idea of providing customers with the best service and experience. Our goal is to set the standard & constantly provide the best installation in the Atlanta and surrounding region.

Our services include window tinting, Clearbra/PPF installation, ceramic coatings, graphic design for commercial fleet vehicles, full/partial wraps for van, trailers and trucks, business advertisements, storefronts and other vinyl applications. We are proud to carry the title of UASG & 3M Certified Company. We are friendly, so feel free to pay us a visit if you are in the area.



## 3M Certified Graphics Installation Company



## New Members (January - April 2022)

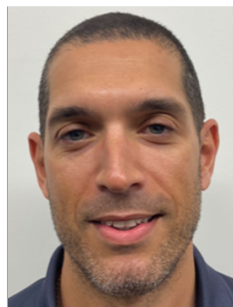


### VINYLWERKZ

Alex Botelho, Owner

5937 Ravenswood Road, Ste. H-10  
Fort Lauderdale FL 33312  
305/242-5121  
[vinylerkz@yahoo.com](mailto:vinylerkz@yahoo.com)

Vinylwerkz was founded in 2016 in Fort Lauderdale, FL by its current owner and 3M Certified installer Alex Botelho. We enjoy helping a person or business achieve their vision from color change to commercial installations on vehicles, yachts, buildings and anything the 3M test kit will allow. Educating ourselves and clients proves to be an important aspect in this industry and we are thankful for being able to become a part of UASG and Certified Graphics Installation Company for 3M. We take pride in continuing to provide quality versatile vinyl wraps and look forward to the future!



Tested Installer:  
Alex Botelho



### CRYSTAL COAST GRAPHICS

Chris Ulmer, President

2533 Commerce Road  
Jacksonville NC 28546  
910/219-7720 (o)  
910/376-0310 (m)  
[chris@crystalcoastgraphics.com](mailto:chris@crystalcoastgraphics.com)



Tested Installer:  
Chris Ulmer

Crystal Coast Graphics was founded in 2006 on a passion and drive to help businesses gain notoriety and professionalism in their community. It is our job to help customers make lasting impressions at Crystal Coast Graphics and we do so by devoting ourselves to continuous education, being at the forefront of new technology, and exceeding our customer's expectations with service. We are able to fulfill these three promises by assisting with everything from branding & logo creation, but most notably, we specialize in the niche market of wraps.

We are in the business of graphics because we love what we do and who we do it with. Continuous education, being at the forefront of new technology, and exceeding our customer's expectations with service are pinnacle philosophies woven into our fabric at Crystal Coast Graphics. We have the customers and the recommendations to back us up.

We understand that to do more, we must go together. By being accepted into a group of industry leaders, it will only push us to be a better version of ourselves, for the graphics community and our customers.

RG wallcovering it's a company that specializes in wallcovering and textiles installations. We've had the opportunity to work with clients such as Mohegan Sun, CVS, Brown University amongst others. Our services provided are wallcovering installations of hand paint, scenic, natural fibers, fabrics, graphics, windows graphics, fabric stretch system and others. With a career trajectory of more than 16 years where we have acquired the knowledge and are now certified in windows, floors, walls, Di-noc, and fleet.

We have earned the trust and loyalty of our clients by providing superior customer service and satisfaction. With our reliable and talented team, we believe that any wall space can be transformed from blank canvases into the customized design of anyone's dreams. Our company and team are trained and ready to expand and to open new doors with new clientele.

Please visit us online: [www.rgwallcovering.com](http://www.rgwallcovering.com)  
or at our IG: [@rgwallcovering](https://www.instagram.com/rgwallcovering)



### RG WALLCOVERINGS

Ronald Giraldo

79 Julian Street  
Pawtucket RI 02861  
401/722-9255 (o)  
401/359-7398 (m)  
[rgiraldo@rgwallcovering.com](mailto:rgiraldo@rgwallcovering.com)



Tested Installer:  
Ronald Giraldo





## Employee Assessment Tool



### EXPERIENCING HIGH TURNOVER?

### FINDING IT DIFFICULT TO FIND THE RIGHT-FIT INSTALLERS?

#### Benefits of using the PXT-Select assessment tool:

- Decrease your employee turnover
- Increase productivity
- UASG pays for 1/2 of the cost for each assessment!!!

#### How do I schedule a PXT-Select Assessment for my candidate(s)?

Send an email to [katie@carolinaprofiles.com](mailto:katie@carolinaprofiles.com) including the following information:

- First and Last Name of your candidate
- Your candidate's email address
- Position they are applying for



Katie Lashley  
HR/Talent Solutions Advisor  
[katie@carolinaprofiles.com](mailto:katie@carolinaprofiles.com)



**3M Certified**  
Graphics Installation  
Company



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



## Website Enhancements (SEO)

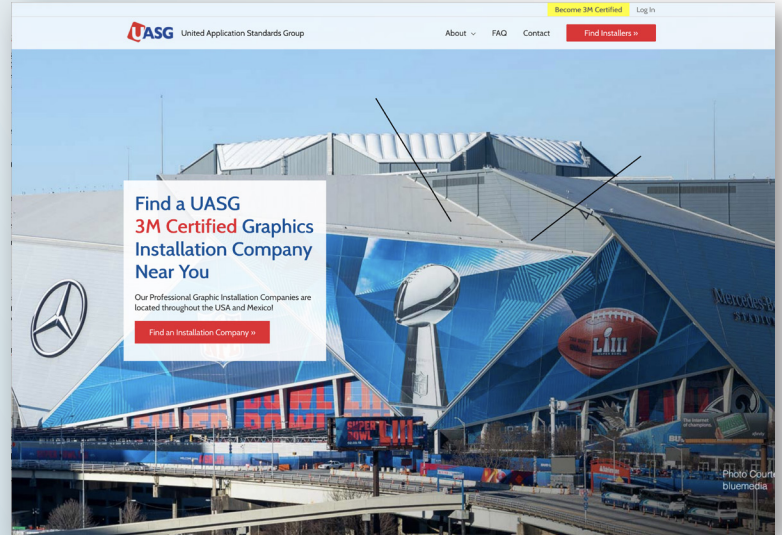
We are currently working extremely hard on developing new content for search engine optimization (SEO) benefits in order to drive significantly more potential customers to our website. This includes writing new and regular content to publish on our site so that our visibility to the various search engines and their users will see significant gains.

The UASG website saw traffic of 7,913 users last quarter resulting in the following:

1. 11,743 sessions
2. 7,713 NEW users
3. 19,353 total pageviews

### Traffic breakdown:

1. 4,331 users from Paid Ads
2. 1,157 from organic search (users who used keywords to locate UASG and 3M Certified Installers)
3. 18.7% conversion rate for people visiting the website who contacted an installation company
4. A total of 2,204 installation companies contacted through email, phone, or click on their listing



There are many ways to search for UASG and 3M Certified Installers. The numbers above were pulled from the UASG site only. UASG and 3M Certified Installers can also be located on 3M's website and I'm sure that traffic is exponentially higher than the UASG numbers, although there is no way to determine the exact numbers. At any rate, I think it bodes well for our membership to see nearly 20,000 pages views during Q1 2022 on the UASG website!



## New UASG Certification Plaques Shipping Out

We are still working diligently to create, customize, print, cut, pack and ship your 2022 UASG Certification Plaques. While many of you have already received your plaques, we are still working through the list and hope to have 100% shipped by the end of the month. Thanks again for uploading your logo during the renewal process. That made the manufacturing process run extremely smooth and efficient.





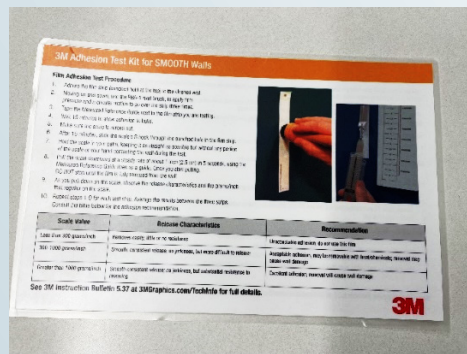


## CORNER

### 3M™ Adhesion Test Kits for Walls



In our quest of continuous improvement, 3M Commercial Solutions will be introducing a new Adhesion Test Kit very soon. Hopefully you have found the test kits to be useful when confronted with difficult wall surfaces. Use of Low-VOC paint continues to expand, and graphics can easily lift from these paints if not properly prepared. To prevent graphic failures, adhesion to wall paint should be tested on all potential surfaces before graphic installation.



In the current Adhesion Test Kit, the Test Procedure shown above is included in the cover of the kit. Adhesion level recommendations that are called out in the procedure have a very wide range (300 to 1000 grams per inch). Since the 3M adhesives have various properties for tack and removability, we will introduce target adhesion values for each specific film.

For instance, 3M™ Scotchcal™ Changeable Graphic Film IJ3555 may never reach 1000 grams per inch, but its adhesive has enough grab and strength to perform well with only 400 grams per inch. This value is also needed to maintain the clean removability that you expect from this “Changeable” film.

We encourage you to continue using the 3M Adhesion Test Kits until the new kits are available in the next few months. If you have questions or comments on the test kits, please reach out to Alan Miller ([ammiller1@mmm.com](mailto:ammiller1@mmm.com)) or Scott Roth ([saroth@mmm.com](mailto:saroth@mmm.com)) from our 3M Application Engineering team.

For assistance reviewing your film adhesion test results, or with other questions regarding installations, call the 3M Help Line at 1-800-328-3908. See 3M Instructional Bulletin 5.37 at [3MGraphics.com/TechInfo](http://3MGraphics.com/TechInfo) for full details..



## CORNER

### 3M™ Graphics Install Wizard Update

More than 200 people have already signed-up to use the 3M™ Graphics Install Wizard, FREE software to help plan and manage graphics installations. If you've already signed-up – thanks!

**On Wednesday and Thursday, May 11-12, we pre-registered the remaining 3M Certified Graphics Installation Companies.** Look for an email from [3MCSDConnect@mmm.com](mailto:3MCSDConnect@mmm.com) containing a link to create a password, complete your profile, and invite your team to join your wizard account.

### Why join the Wizard network?

Here's what people told us after signing up.

- “It's like a find-an-installer tool, but it lets you do more.”
- “It's another great way to get found for installation jobs.”
- “Sharing documents and photos – that's awesome.”
- “Having all job details in one place will save everyone time.”
- “I like the built-in chat feature for quick questions.”

### The Wizard helps in 3 ways – you're in control:

1. Receive job opportunities, send quotes, and share completion photos to close the job
2. Search for installers, request quotes, and review completion photos to close the job
3. Manage jobs using in-house installers

### For all jobs, Wizard features help drive jobs to completion:

- Store/share job details and files using your computer or mobile device (internet connection required)
- Instant message to clarify job details, quotes, etc.
- Review photos taken by the installer at the job site
- Completed jobs saved in history with activity timestamps, photos, comments, etc. if you need them

### Want help, more info, or a demo?

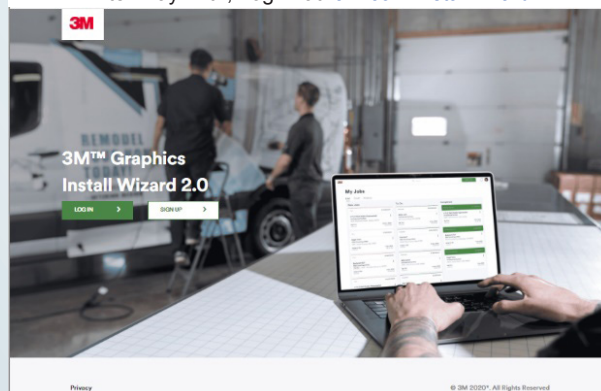
Find several “How To” guides and a practice job video on the Support page. Use the Contact form for questions or to request a demo. And, look for invitations to upcoming webinars.

- Option 1: After signing-in to your Wizard account:
  - o click the drop down next to your email address
  - o click Support and use the form to Contact us
  - o or, click on the “How To” tab to find PDF guides on registering, creating jobs, completing jobs, and more.
- Option 2: email Support at [3MCSDConnect@mmm.com](mailto:3MCSDConnect@mmm.com)
- Option 3: email me at: [kcanavan@mmm.com](mailto:kcanavan@mmm.com)

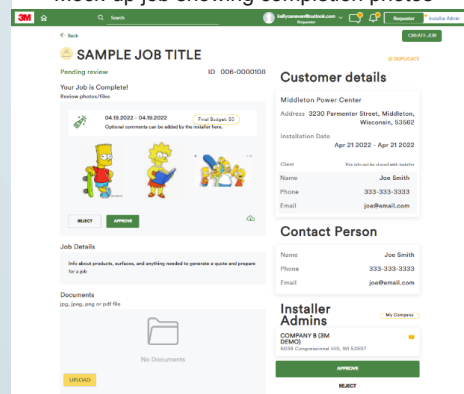
Kelly Canavan

3M Marketing Operations | [kcanavan@mmm.com](mailto:kcanavan@mmm.com)

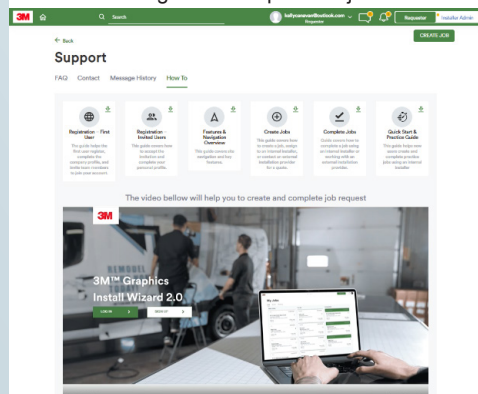
After May 12th, Log In at: [3M.com/installwizard](https://3M.com/installwizard)



### Mock-up job showing completion photos



### “How To” guides and practice job video







## 3M Training Class and 3M Certified Testing Sessions

### Training:

June 20-23

August 29-31

October 17-19

December 12-14

### Testing:

June 23-24

September 1-2

October 20-21

December 15-16

Please note that there may be limited or no availability on the sessions listed above. If you would like to schedule an installer to attend training (for either one, two or three days at a cost of \$400.00 per day) or would like an additional installer to attend testing (at a cost of \$500.00 for up to two installers), please contact Sharon Paxton ([sharonp@uasg.org](mailto:sharonp@uasg.org)) or 714-329-6156 to discuss your options.

## Keep your website looking energized with your new the new UASG logo!



This is a reminder to check your website, email signature, social media and other means of advertising and communicating with your customers to make sure you are using the new logo.

I'd like to see everyone using the new logos by the end of the second quarter this year. Let me know if you have any questions, or need any help with the art files.



**The old logo shown left has been discontinued.** Please remove all references of this logo from your marketing materials, including graphics of any kind; and social media, including your website, Facebook and Instagram.

## Keep your website looking energized with your new 3M Certified Emblems!

This is a reminder to check your website, email signature, social media and other means of advertising and communicating with your customers to make sure you are using the new logos.

I'd like to see everyone using the new logos by the end of the second quarter this year. Let me know if you have any questions, or need any help with the art files.

As we have updated our training and testing programs, 3M has redesigned the emblems for our programs. See the links below for the 3M Certified program files in both .PDF and .PNG versions. Along with the new emblems, the 3M Certified companies will need the associated 3M fonts so download them to your computer. Different options of stacked and horizontal and with/without text were created.



**3M Certified**  
Graphics Installation  
Company



**3M Certified**  
Graphics Installation  
Company



**The old logo has been discontinued.**

Please remove all references of this logo from your marketing materials, including graphics of any kind; and social media, including your website, Facebook and Instagram.

## ALLDATA Overview

The UASG has an annual subscription to ALLDATA, a service that allows the membership to get diagrams and disassembly/reassembly instructions for most all makes and models of cars and trucks, but not all. For example, if you are wrapping a Toyota Prius and want to remove the door handles, you can request the step-by-step instructions from ALLDATA. To request this information, scroll to the bottom of the UASG homepage and click on the link, ALLDATA Request. Complete all of the fields and select Submit.

Here's the link: <https://uasg.org/alldata-request/>

While we turn around most requests quickly, please allow 24-48 hours.

2018 Subaru Outback F6-3.6L DOHC  
Vehicle > Body and Frame > Mirrors > Service and Repair > Removal and Replacement  
OUTER MIRROR ASSEMBLY - REMOVAL

### REMOVAL

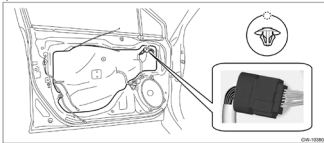
Refer to "DISASSEMBLY" for removal procedures of scalp cap and mirror face. Ref. to GLASS/WINDOWS/MIRRORS>Outer Mirror Assembly-DISASSEMBLY.

1. Disconnect the ground terminal from the battery sensor, and wait for at least 60 seconds before starting work. Ref. to REPAIR CONTENTS>NOTE > BATTERY.
2. Remove the trim panel - front door. Ref. to EXTERIOR/INTERIOR TRIM>Door Trim-REMOVAL > FRONT DOOR.
3. Turn over the sealing cover - front door.

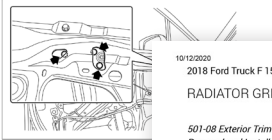
#### Caution:

- Carefully remove the butyl tape. Excessive force will easily break the sealing cover - front door.
- If the sealing cover - front door gets broken, replace it with a new part.
- Be careful not to allow the butyl tape to contact any trims and seats because the butyl tape, which has a strong adhesive force, is difficult to remove once it adhered.

- (1) Remove the connector clip that is installed on the panel assembly - front door, and disconnect the connector.
- (2) Carefully remove and turn over the sealing cover - front door within the area where the operation can be performed.



4. Remove the bolts to remove outer mirror assembly.



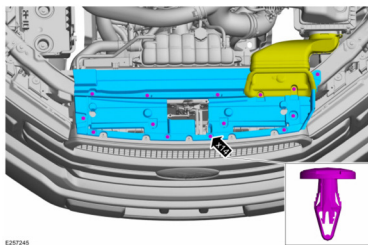
10/12/2020  
2018 Ford Truck F 150 4WD Raptor V6-3.5L Turbo  
RADIATOR GRILLE

501-08 Exterior Trim and Ornamentation  
Removal and Installation

### Removal

**NOTE:** Removal steps in this procedure may contain installation details.

1. Remove the push pin retainers, position aside the air intake duct, and remove the air deflector.



E282245

2. **NOTE:** As equipped.

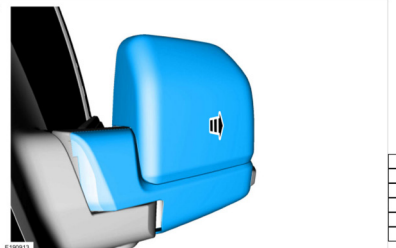
Disconnect the electrical connectors and washer hose.

<https://my.alldata.com/repair/article/58185/guidance-fn18task1-g1930276.html>

## Radiator Grille

10/12/2020 Exterior Mirror - With: Short Arm Mirrors (Mirrors) - ALLDATA Collision

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11. Release the tabs and remove the exterior mirror cover.



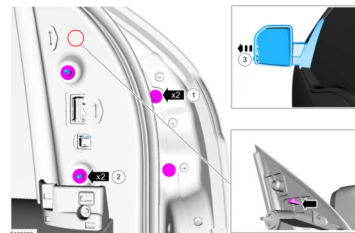
E10692

<https://my.alldata.com/repair/article/58188/component/7541/type/401/nonstandard/10693/sellRefLink/false>

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2018 F-150

10/12/2020 Exterior Mirror - With: Short Arm Mirrors (Mirrors) - ALLDATA Collision



### Exterior mirror glass

4. **NOTICE:** Position the screwdriver using the service slot in the mirror glass backing plate to remove the mirror glass. Prying on the backing plate in other locations may damage the mirror glass.

Remove the exterior mirror glass.

1. Position the mirror glass in and up.
2. Using a flat blade screwdriver separate the exterior mirror glass from the exterior mirror motor.
3. **NOTE:** The number and location of the electrical connectors will vary based on mirror option content.

Disconnect the exterior mirror glass electrical connectors.

<https://my.alldata.com/repair/article/58188/component/7541/type/401/nonstandard/10693/sellRefLink/false>

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