

CAP NEWSLETTER

Vol. 1 – 06/01/2023





CAP NEWS

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UPCOMING DATES



Upcoming QTR meetings

June 29th & September 28th

Old Town Car Show

06/10/2023



June - Coastal Work Anniversaries

First Name	Last Name	Department	Years Of Service
Devin	Alley	Counter	8 Years
Norman	Burby	Manager	24 years
Patrick	Conlon	Counter	8 years
Renee	Cushman	Delivery	11 years
Norman	Dion	Delivery	5 years
Philip	Drouin	Manager	12 years
Steven	Ellis	Manager	25 years
Thomas	Falk	Delivery	5 years
James	Garvey	Counter	16 years
Charles	Harding	Sales	42 years
Nelson	Michaud	Delivery	7 years
James	Miller	Manager	23 years
Michael	Mitchell	Counter	5 years
Debra	Morin	Counter	20 years
Lisa	Denis	Counter	28 years
James	Parkin	Counter	6 years
John	Raymond	Sales	6 years
Heather	Richardson	Delivery	5 years
Jay	Swimm	Counter	6 years
Lawrence	Tilton	Counter	26 years



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June - Coastal Work Anniversaries

First Name	Last Name	Department	Years Of Service
Richard	Trombley	Inventory	17 years
Michael	Wilbur	Manager	13 years
Clinton	Dodge	Counter	4 years
William	Osgood	Sales	4 years
Chad	Vintinner	Manager	4 years
Thomas	Newell	Counter	3 Years
Bradley	Beverage	Delivery	3 Years
William	Blood	Delivery	3 Years
Corey	Robbins	Delivery	3 Years
Michael	Holmes	Counter	3 Years
Steven	Seger	Delivery	3 Years
Glenn	Strait	Delivery	2 Years
Jody	Blanchette	Counter	2 Years
Alan	Turner	Delivery	2 Years
Cruz	Coffin	Inventory	2 Years
David	Connors	Delivery	2 Years
Eric	Sutton	Delivery	4 Years
Gary	Osnoe	Delivery	4 years
Wade	Skidgel	Counter	1 Year
Ernest	Lussier	Counter	1 Year
Burton	Hooper	Delivery	1 year
Tristan	Langdon	Stockroom	1 Year



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HAPPY "June" BIRTHDAYS

First Name	Last Name	Location(1)	Birthday Month	Birthday Day
John	Stewart	SW Harbor	June	1
Maxwell	Gray	Machias	June	2
Roger	Dill	SW Harbor	June	4
James	Thibodeau	Lincoln	June	6
Daniel	Sanborn	Admin	June	6
Lisa	Denis	Auburn	June	7
Donald	Rideout	Caribou	June	7
Guy	Denis	Auburn	June	8
Randy	Clark	Belfast	June	10
Douglas	Brockett	Lisbon	June	11
Wayne	McAlpine	Ellsworth	June	11
Christopher	Bellefeuille	Auburn	June	12
Alan	LaBrecque	Auburn	June	12
Matthew	Boles	Admin	June	14
Steven	Seger	Gray Napa	June	14
Zachary	Lafontaine	Waterville	June	16
Gary	Osnoe	Lincoln	June	16
Eric	Sutton	Lincoln	June	18
Jessica	McDonald	Admin	June	18
Dennis	Pehrson	Old Town	June	20
Jay	Swimm	Houlton	June	21
John	Raymond	Admin	June	22
Edward	Jellison	Ellsworth	June	22
Joseph	Reed	Old Town	June	23
Natasha	Gagnier	Farmingdale	June	24
Gregory	Hammond	Admin	June	26
Judy	Henry	Mexico	June	26
Chad	Tipton	Lewiston	June	27
John	Qualey	IT sys admin	June	28
Timothy	Byrd	Belfast	June	28
Timothy	Tipton	Lewiston	June	29



CAP NEWS

BOOT CAMP RECAP



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Thank you for attending this year's BOOT CAMP!!

Many thanks to Chris Boles for coordinating this year's boot camp! Also, the setup crew and all the presenters.

Presenters during the week of 5/8 – 5/11

Matthew Boles (AM kickoff sessions)
NAPA TEMP - NAPA Batteries - Milwaukee
Mevo Tech - Valvoline - Retail - TAMS



CAP NEWS BOOT CAMP “RECAP”

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Coastal Auto Parts - Matthew Boles
Opening am session.

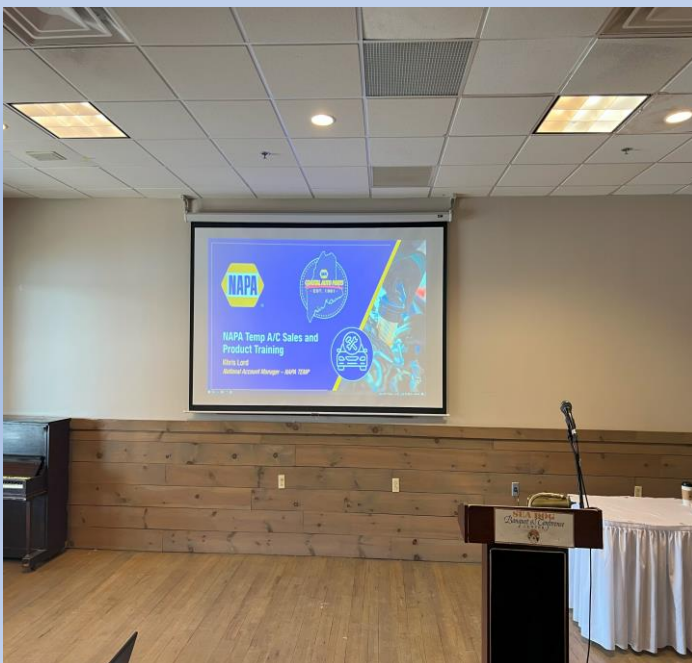




CAP NEWS BOOT CAMP “RECAP”

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Presentations





CAP NEWS BOOT CAMP “RECAP”

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Presentations

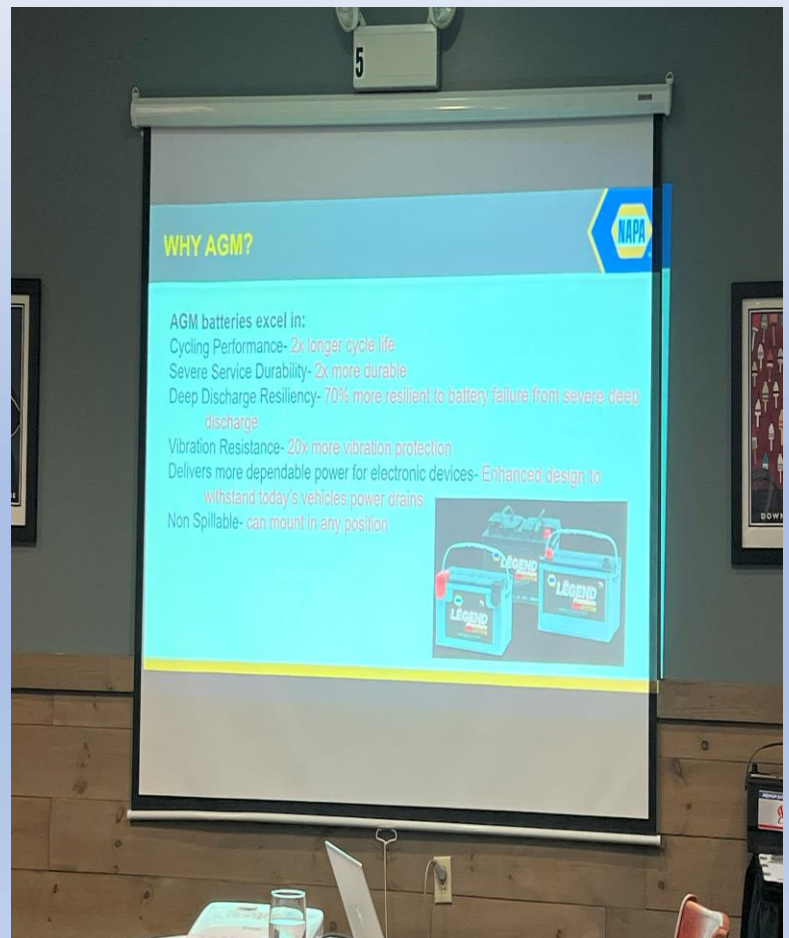




CAP NEWS BOOT CAMP “RECAP”

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Presentations





CAP NEWS BOOT CAMP "RECAP"

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Prize Giveaways!!





CAP NEWS - LOCAL

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COASTAL AUTO PARTS - OXFORD



N A P A

CRUISE

NIGHT

JUNE 22, 2023

THURS.

4 TILL 7 ISH





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Shops Present; BJ's Automotive, Copeland's Garage, Frosts Garage, Reardons Automotive

NAPA/Coastal Auto Parts Representatives: Dan Ducharme, Phil Hashey, Dave Walker, Matt Boles, Jason Salsbury

Special Guest: Annica Miller Rushing - Maine Autism Institute for Education & Research

Meeting started at 6:15pm.

Meg presented Annica with a check for the funds that the group raised. This year, the group raised **\$10,320.00**. All members present participated in a photo OPP with Annica. Afterwards, Annica spoke to the group as to what the money was going to be used for and to thank everyone for their efforts in this year's fundraiser.



CAP NEWS - KHTA



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IS YOUR STORE READY
FOR THIS MONTH'S
"KNOW HOW TO ASK" ITEMS?

☐ KNOW HOW TO ASK:



1 – Scratcher / Pickup Tool #W9204 for \$3.99

2 – Bucket Sale (2 Weeks ONLY June 1-16) Buy a NAPA Bucket (NBCKT12) for \$4.99 get 20% off 3 or more regular priced items.

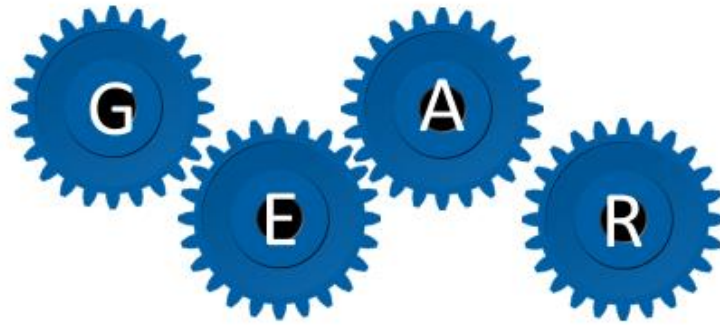


ADD ON SALES
ARE KEY TO OUR SUCCESS!

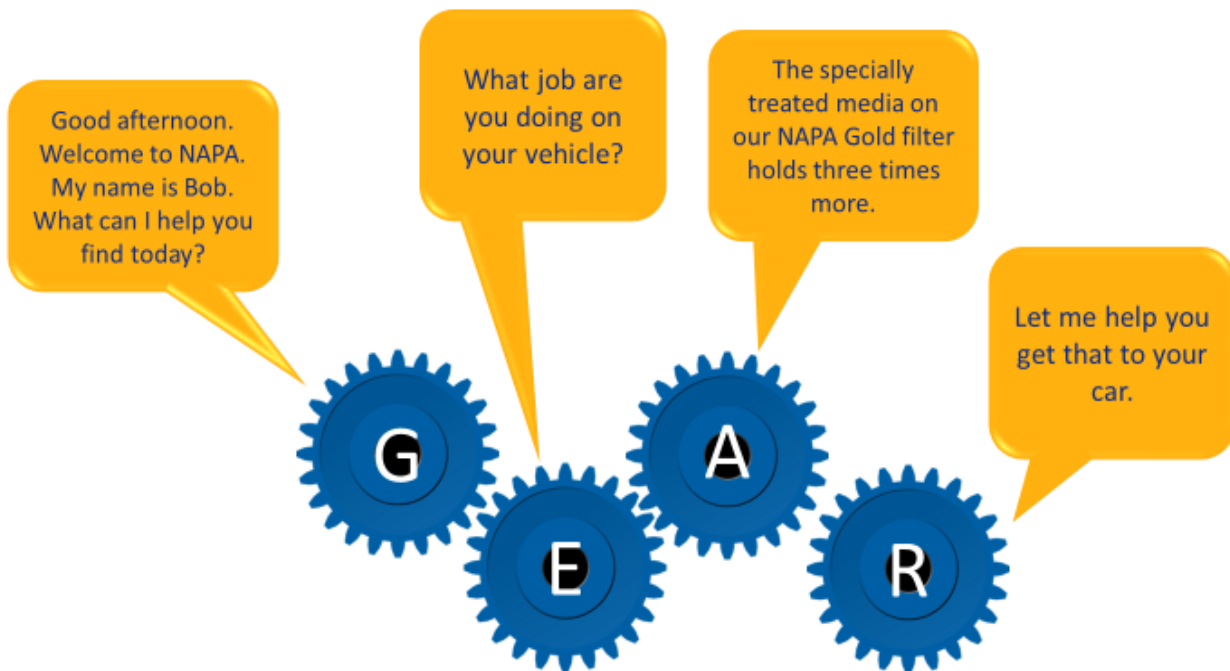


CAP NEWS – Retail selling tips

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Selling Method

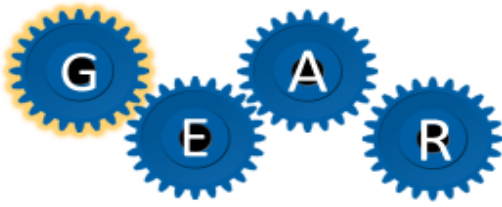


Supplied by Melissa Laliberty.



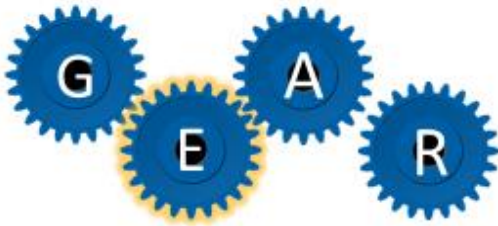
CAP NEWS – Retail selling tips

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Greet the Customer

- 1 Greet and welcome customer
- 2 Come out from behind counter
- 3 Identify and adapt to different personality types



Engage the Customer

- 1 Determine what the customer needs and what job they're doing
- 2 Walk the customer to the product
- 3 Present the benefits of the NAPA solution (and overcome any objections).



CAP NEWS – Retail selling tips

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Two Question Types



Determine Customer Needs

1st Step of Engaging the Customer

Can have many answers

Often starts with *What*, *Why*, or *How*

To gather specific-information

Has one, simple answer

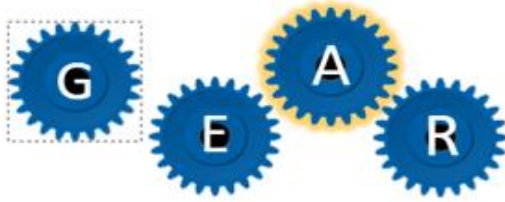
Can be a *Yes/No* question

Can be an *Either/Or* question



CAP NEWS – Retail selling tips

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Add-On

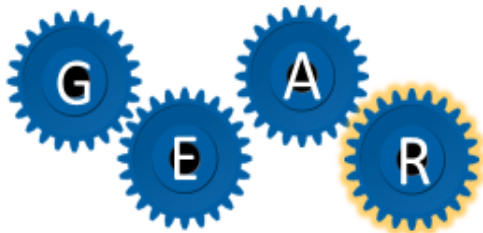
Related Sales

Selling all parts related to completing a job

Are you aware of all the parts needed to complete this job?

Up-Selling

Selling the premium product when two or more quality choices exist



Relationship

Connect

...with the customer. Be interested in what they're saying.

Ask

...customer to join rewards program.

Offer

...to carry bulky items or hold the door.

Thank customer

...for the business.



CAP NEWS – Presents NAPA NEWS

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Coastal Auto Parts and many of Coastal employees worked with or for Kevin Herron when he was part of the Maine Local NAPA Division.

We wish him an awesome retirement!

Genuine Parts Company Announces Executive Officer Changes

Kevin Herron to Retire as President, U.S. Automotive Group

Randy Breaux Promoted to Group President, GPC North America

Article from NAPA:

Today, we are announcing changes to the alignment of Genuine Parts Company's leadership in North America as part of ongoing talent initiatives and succession planning.

Kevin Herron has made the decision to retire as President, U.S. Automotive Group (USAG) at the end of the year. We are happy for Kevin and the well-deserved opportunity for him to spend more time with his family after an incredible 34-year career with the company.



CAP NEWS – Presents NAPA NEWS

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Kevin began his career in Syracuse, New York in 1989 as a Management Trainee and was quickly promoted into a management role. He has held a variety of key positions across the East, Midwest and Canada, including District Manager, Regional Vice President of Corporate Stores, Division Vice President and Executive Vice President of USAG. Kevin also held leadership roles in automotive industry groups, including the Coalition for Auto Repair Equality (CARE) and Aftermarket Warehouse Distributors Association (AWDA).

Kevin was recognized in 1998 as GPC's District Manager of the Year and again in 2011 as GPC's Manager of the Year. He has served as President of USAG for the past five years and delivered three Triple Crown Performances, including the first ever back-to-back Triple Crown recognition in 2021 and 2022.

During his time as President, Kevin led through unprecedented business conditions as he transformed the business and created a strategic foundation for the future. He successfully led NAPA through the pandemic, taking special care of employees and customers. He effectively navigated unprecedented supply chain disruptions and subsequent inflation challenges.

Kevin boldly took strategic action to invest in technology, simplify the operations with the combination of APG/ASG and recruit diverse new talent to the USAG leadership team that blended external expertise with internal experience. Kevin's work to define and prioritize the current USAG strategic initiatives, including the first-ever electric vehicle strategy, will serve as a roadmap for the future.

Through it all, Kevin earned respect and a reputation as a caring leader who puts customers and people first. His work ethic and automotive industry knowledge is unmatched. Kevin lives our GPC values as an active leader in our communities, including serving organizations such as City of Refuge and the American Cancer Society. With heartfelt gratitude for his years of dedicated service, we will celebrate Kevin's remarkable career over the coming months!

As part of this change, we are pleased to announce that **Randy Breaux** has been promoted to the newly created role of **Group President, GPC North America**, where he will be responsible for both the automotive and industrial businesses across North America. This new leadership structure further reinforces our One GPC team approach.

Randy joined Motion in 2011 as Senior Vice President of Marketing, Distribution, Purchasing and Strategic Planning. He was promoted to Executive Vice President in January 2018 and then President in January 2019. Over the past five years, he has led the impressive transformation of Motion, including the strategic acquisition of Kaman Distribution Group (KDG). He established a strategic vision, developed a high-performing team and culture, and delivered consistent and exceptional performance each year.



CAP NEWS – Presents NAPA NEWS

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Since 2018, Motion has increased sales at a growth rate of 10% per year to approximately \$8 billion, grown EBITDA 19% per year to over \$880 million, and expanded operating margins by 300 basis points to 11%. As a result, Motion has achieved Triple Crown three times in the past four years. Randy was recognized as GPC's Manager of the Year in 2018 and in 2022, and the Motion / KDG Integration Team were the first team ever recognized as GPC's "Team of the Year."

Randy also serves as a director on the GPC Asia Pacific Board. He is active in the Birmingham community, serving on several non-profit boards. He also serves on several industry-related boards, including the National Association of Wholesalers and the Manufacturers Alliance, and is a past Chairman of the Power Transmission Distributor Association's Manufacturers Council. Randy is currently serving a 3-year term as a Director for the Atlanta Federal Reserve Bank Board of Governors. Prior to joining GPC, he spent over 20 years with ABB/Baldor Electric Company, a leading manufacturer of industrial electric motors, drives and mechanical power transmission components, where he held various executive sales and marketing positions.

Effective July 1, Randy will assume day-to-day responsibility as President of USAG, and Kevin's current direct reports will report to Randy. In addition, he will continue to lead Motion as the business remains focused on its strategic initiatives, including the completion of the KDG integration. The recent promotions of **James Howe**, EVP, Chief Commercial & Technology Officer, and **Joe Limbaugh**, EVP, Chief Operations Officer, simplify the Motion executive leadership team who will continue to report to Randy. **Alain Masse**, President, UAP, will also report directly to Randy.

As part of a detailed transition plan, Kevin and Randy will partner closely together. They will meet with teammates and visit with customers, suppliers and owners until September 1. Following the formal transition, Kevin will serve as special advisor to GPC until he retires at the end of the year.

This is an exciting time for Kevin, Randy and GPC! Please join us in thanking Kevin for his significant contributions to our success and congratulating Randy on his new role.



CAP NEWS – TAMS TECH



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TAMS Updates

The TAMS team continues to make things better by adding new features and fixes that add value. Here is the latest:

- **NAPA Rewards:** When an incorrect or duplicate email address is entered into TAMS, an error message will pop up letting the counterperson know that the email address is currently associated with an account.
- **Search By Part Number:** You can now search invoices by part number and easily find the invoice that they were sold on.

For all your TAMS and Store Systems know-how needs, visit the [Help and Learning Center](#).

What's New in 3.30 – NAPA Rewards Update

Checks for valid email addresses

The phone number "7064338211" is not registered.
Please ask customer to join NAPA Rewards Program.

Last Name: C
First Name: A
NAPA Rewards Number(Phone): 7064338211
Email Address: v@b.a

Valid Email Address is required.

Enroll Decline Try Again

Does not allow for two of the same email addresses to be entered

The phone number "558888888" is not registered.
Please ask customer to join NAPA Rewards Program.

Warning

The email address entered is already associated with a Rewards account. Please enter a different email address.

OK

Enroll Decline Try Again



Introducing NAPA QuickFix

NAPA QuickFix is just as its name implies. A new on-line knowledge base to help NAPA stores quickly diagnose and debug issues without having to call or send an email to Customer Support. Here is how it works:

- Access it in TAMS through the top navigation bar - Help > Store Support.
- Launch the intuitive tool with diagnostic steps to help you quickly fix most commonly occurring issues.
- The tool gives you the option to submit an incident if your issue remains unresolved.

All stores should have NAPA QuickFix by the end of May.
CHECK IT OUT!!!

<https://assets.genpt.com/m/545e0fad715d0f23/ADD5EF32-NAPA-QuickFix.webm>



CAP NEWS – WH PICS

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WE HAVE A REALLY BIG SIGN!





CAP NEWS – WH PICS

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Inventory is arriving!!





CAP NEWS – WH PICS

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CAP NEWS – WH PICS

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CAP NEWS – June Sales Event

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June 1 - June 30, 2023

FATHER'S DAY SAVINGS

2 WEEKS ONLY

Purchase a \$4.99 bucket get 20% off 3 or more products that fit in the bucket.

SOLO POR 2 SEMANAS, COMPRE UN CUBO DE \$4.99 GANE 20% DE DESCUENTO 3 o más productos que quepan en el cubo.

Some exclusions apply. Not valid on sale items, or with any other offers or coupons. See store for details. Offer good while supplies last at participating NAPA AUTO PARTS stores. Offer valid June 1 - 16, 2023



Store use #29942 to record discounted products.

\$34⁹⁵

/5 qt.
Mobil 1[®] Advanced Full Synthetic Motor Oil
Aceite de motor totalmente sintético avanzado Mobil 1[®]

SAVE \$5 INSTANTLY with purchase of 5 qts. of Mobil 1[®] motor oil and a NAPA Platinum oil filter.

Visit napeonline.com/brand/mobil1 for Mobil 1[™] products.
Offer valid: 6/1-6/30
*While supplies last.



Store use MOBILFILTERS to record instant rebate

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Mobil 1

\$99⁹⁹

GEARWRENCH[®] 115 Piece 1/4" 3/8" SAE/MM Mechanics Set
Juego de Mecánica GEARWRENCH[®] 115 piezas 1/4", 3/8" SAE/MM

AFX 88001



\$149⁰⁰

GEARWRENCH[®] 179 Piece 1/4" 3/8" 1/2" SAE/Metric Mechanics Set
Juego de Mecánica GEARWRENCH[®] 179 piezas 1/4\" 3/8\" 1/2\" SAE/Metric
AFX 88002



\$3⁹⁹

SAVE 25%

Back Scratcher/
Pickup Tool
Rascador de espalda/ Herramienta para recoger
BK W9204



Extends to over 20"

SAVE 17%

\$49⁹⁹

Milwaukee[®] Rechargeable 500L Everyday Carry Flashlight W/ Magnet
Linterna recargable Milwaukee[®] 500L de uso diario con imán
MIL 2011R



BUY 1 Marine OPTIMA Battery GET \$25 PREPAID Visa Card

Redeem online only at NAPAREbates.com.
Offer valid on qualifying purchases made June 1-30th, 2023.
Must be submitted by July 15th, 2023. Valid skus only:
N9934MBLUE, N99D34M BLUE, N99D27MBLUE, N99D31MBLUE



BUY 1 Qualifying Reman/ Powersport STARTER/ALTERNATOR GET \$15 PREPAID Visa Card

Redeem online only at NAPAREbates.com.
Offer valid on qualifying purchases made June 1-30th, 2023.
Must be submitted by July 15th, 2023.

Shop NAPAonline.com



CURBSIDE PICKUP
IN 30 MINUTES



FREE ONE-DAY SHIPPING
ON 160,000 PARTS



CAP NEWS – June Sales Event

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TOOLS & EQUIPMENT

BUY ONE (1)

Milwaukee® M18™ REDLITHIUM™ XC5.0 Extended Capacity Battery Two Pack
Milwaukee® M18™ REDLITHIUM™ XC5.0 Batería de capacidad ampliada Paquete de dos
MIL 48111852



\$251⁹⁹



GET ONE (1)

M18™ bare tool of your choice

FREE

BUY ONE (1)

Milwaukee® M12™ FUEL™ 3/8" Hi-Speed Ratchet Kit
Kit de carcasa de alta velocidad Milwaukee® M12™ FUEL™ 3/8"
MIL 256722



\$301⁹⁹



GET ONE (1)

M12™ high output CP2.5A battery

FREE

BUY ONE (1)

Milwaukee® M12™ ROVER™ Service & Repair Flood Light W/ USB Charging
Luz para servicio y reparación Milwaukee M12™ ROVER con carga USB
MIL 236720



\$69⁹⁹



GET ONE (1)

Milwaukee® Hat

FREE

To Claim Free Goods, Redeem online at: <https://www.milwaukeetool.com/E-Rebates/NAPA>

Redeem by 7/15/2023. Must have purchased qualifying items between 6/1/2023 and 6/30/2023.

SAVE 11%

\$89



Milwaukee® M18™ Jobsite Fan Ventilador para el lugar de trabajo Milwaukee® M18™
MIL 088620

SAVE 15%

\$129⁹⁹



Milwaukee® M12™ Radio + Charger Ventilador para el lugar de trabajo Milwaukee® M18™
MIL 295120

\$99⁰⁰



Milwaukee® M12™ REDLITHIUM™ HIGH OUTPUT XC5.0 Battery Pack Pack de Baterías Milwaukee® M12™ REDLITHIUM™ ALTA SALIDA XC5.0
MIL 48112450

SAVE 20%

\$189⁰⁰



Milwaukee® M18™ 2-tool Combo kit Kit combinado de 2 herramientas Milwaukee® M18™
MIL 289222CT

SAVE 20%

\$29⁹⁹



Milwaukee® PACKOUT™ Tumbler vaso Milwaukee® PACKOUT™
MIL 48228392R 20 oz. **\$29.99**
MIL 48228393R 30 oz. **\$34.99**

SAVE 15%

\$29⁹⁹



Milwaukee® SHOCKWAVE™ Driver Bit Set 43 pc.
Juego de puntas de atornillar Milwaukee® SHOCKWAVE™ 43 uds.
MIL 48324033

SAVE 20%

\$34⁹⁹



Milwaukee® 23 PC SHOCKWAVE™ RED HELIX™ Titanium Drill Bit Set
Juego de brocas de titanio Milwaukee® 23 piezas SHOCKWAVE™ RED HELIX™
MIL 48894631

SAVE 20%

\$9⁹⁹



Milwaukee® SMARTWIPE™ Nitrile Coated Gloves Guantes Milwaukee® SMARTWIPE™ con recubrimiento de nitrilo
MIL 48738722 L
MIL 48738723 XL

SAVE 20%

\$14⁹⁹



Milwaukee® FASTBACK™ Folding Knife Cuchillo plegable Milwaukee® FASTBACK™
MIL 48221520 Red **\$14.99**
MIL 48221524 Camo **\$20.99**

SAVE 20%

\$44⁹⁹



Milwaukee® SHOCKWAVE™ 8 PC 3/8 in. 6-Point Socket Set
Juego de dados de 6 puntas Milwaukee® SHOCKWAVE™ 8 pcs 3/8 pulg.
MIL 48667021 Metric deep
MIL 48667024 SAE deep

SAVE 15%

\$76⁴⁹



GEARWRENCH® 20 Piece 72-Tooth Ratcheting Combination Wrench Set SAE and Metric Polished Chrome
Juego de llaves combinadas de carraca GEARWRENCH® de 20 piezas y 72 dientes SAE y métricas Cromo pulido
APX 3572006

SAVE 32%

\$115⁰⁰



GEARWRENCH® 32 Piece SAE/Metric Ratcheting Combination and Stubby Combination Wrench Set
Juego de llaves combinadas de carraca y cortas GEARWRENCH® de 32 piezas SAE/Métricas
APX 39327

SAVE 31%

\$33¹⁹



GEARWRENCH® Hook and Pick set
Juego de ganchos y piquetas GEARWRENCH®
APX 9400011

SAVE 26%

\$105⁰⁰



GEARWRENCH® 16 Piece Socket Set 1/4 in. SAE/Metric
Juego de dados GEARWRENCH® de 16 piezas 1/4 pulg SAE/Métrico
APX 96171





CAP NEWS – June Sales Event

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FATHER'S DAY SAVINGS



\$51⁴⁹
/each

TOPDON Battery Tester
Probador de batería TOPDON
TDN BT100W



\$149⁰⁰
/each

TOPDON 200W Portable Lithium
Power Station
Estación de energía de litio portátil TOPDON 200W
TDN R200



\$114⁰⁰
/each

TOPDON JumpSurge 2000 Peak
Current Power Bank
Banco de alimentación TOPDON JumpSurge 2000
Pico de Corriente
TDN JS2000



\$89⁹⁹
/each

TOPDON Battery Tester/Charger
Probador/Cargador de Baterías TOPDON
TDN TB5000PRO

AVAILABLE ON NAPAONLINE.COM

SAVE
38%



\$32⁴⁹

Crescent® 5 Piece
Locking Plier Set
Juego de Alicates de Bloqueo Crescent® 5 Piezas
APX CLP5SETN08

SAVE
30%



\$125⁰⁰

Crescent® 150 Piece 1/4\"/>

SAVE
37%



\$38⁹⁹

Crescent® 42 Piece Measuring
and Fastening Set
Juego de sujeción y medición Crescent®
de 42 piezas
APX CTTBHP

SAVE
48%



\$30⁹⁹

Crescent® 2 Piece Shockforce
Measure and Cut Set
Juego de corte y medición de fuerza de
impacto Crescent® de 2 piezas
APX CTTKAP

SAVE
52%



\$29⁹⁹

Crescent® 2 Piece Shockforce
Tape Measurer and Shears
Combo
Combo de cintas y cinta métrica
Shockforce de 2 piezas Crescent®
APX CTTSHAP

ACCESSORIES

SAVE
23%



\$9⁹⁹
/each

AUTOSHADE™ Basix Magic Shade
28.5 in. x 31.5 in.
Sombra Basix Magic AUTOSHADE™ 28,5
pulg. x 31,5 pulg.
BK 121104B

SAVE
20%



\$6⁹⁹
/each

Solar Shield 27 in. x 67 in.
Escudo solar 27 pulg. x 67 pulg.
BK 17920

SAVE
21%



\$5⁴⁹
/each

Solar Shield Roller Sunshade
Protector solar enrollable
BK 41120

SAVE
23%



\$9⁹⁹
/each

AUTOSHADE™ Max Reflector Jumbo
Fit Sun Shade 27 in. x 67 in.
Parasol AUTOSHADE™ de máxima reflexión
Jumbo Fit de 27 pulg. x 67 pulg.
BK 11526AX



\$139⁹⁹
/each

NAPA Vehicle Awning 8ft.
Toldo para vehículos NAPA de 8 pies.
BK MTA2525

**GILA®
WINDOW TINT
STARTING AT
\$13⁹⁹**

TINTE PARA
VENTANAS GILA®



BK 50165998	Gila® Heat Shield Plus Window Tint	\$26.99
BK USS42	Gila® Heat Shield Plus Window Tint, 5% VLT	\$14.99
BK USS44	Gila® Heat Shield Plus Window Tint, 20% VLT	\$14.49
BK USS46	Gila® Heat Shield Plus Window Tint, 35% VLT	\$14.49
BK USS74	Gila® Heat Shield Plus Window Tint, 20% VLT, Rear	\$13.99
BK XLB242	Gila® Extreme Limo Black Window Tint, 2.5% VLT	\$14.99



FREE ONE-DAY SHIPPING
ON 160,000 PARTS



CURBSIDE PICKUP
IN 30 MINUTES

Shop **NAPAonline.com**



CAP NEWS – DIY TIPS

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HOW TO REMOVE WATER SPOTS FROM A CAR????

Knowing how to remove water spots from a car is an important part of maintaining your vehicle's beautiful finish. Even if you wash and wax your car regularly, water spots can still make an appearance, and they're especially noticeable on vehicles with a dark finish. Here's how to remove water spots from a car and restore its brilliant shine.

WHAT CAUSES WATER SPOTS?

Water looks clean, but there can be minerals, pollutants, and bits of debris hidden in those seemingly clean drops. These contaminants cause the spots you see on your car's finish. Over time, water spots can cause damage, and this is especially true for cars regularly exposed to high heat or direct sun. If you see water spots on your car, then take action to remove them as soon as possible.

FIRST, TRY GIVING YOUR CAR A WASH

Much of the time, all it takes to remove water spots is [giving your car a good scrub](#).

Here are the steps to washing your car:

1. Break out the buckets, sponge and car wash cleaner and thoroughly wash your entire car. It's best to do this out of direct sunlight so the car remains wet as you work.
2. Designate one bucket for dirty water and one for fresh water, and be sure to rinse the sponge, too, so you're not just smearing dirt everywhere.



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3. Once you finish washing, rinse thoroughly. Start at the top and work your way down, and pay special attention to the grille, side mirrors and any areas where soap could hide.
4. Finally, dry everything with a soft microfiber cloth. This ensures that no new water spots are left on the finish from the water you used to clean it, and it helps bring out your car's shine.

TOUGHER SPOTS? BREAK OUT THE WAX AND POLISH

If the water spots have been sitting there for a while, then a simple wash might not do the trick. Stubborn water marks or marks that have slightly etched the clear coat on your car need a little more work. Don't worry, you can still get rid of them with waxing and polishing. Car polish and car wax aren't the same. Although people tend to use the terms interchangeably, each has its own job:

1. The first step is to apply polish. Polish is a fine abrasive, so it removes a bit of the clear coat without causing damage. Polishing your car will remove water spots and clear coat etching at the same time.
2. Next, remove the polish with a [textured towel](#). Spend some time with this to ensure that the polish is completely gone before you move onto the next step.
3. Finally, apply the wax. Car wax should be applied after polishing to protect your finish from future damage, including the reappearance of pesky water marks. Buff out the wax with a soft, plush towel to bring out your car's shine.



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An application of polish and wax will last for three to six months before another treatment is in order. Even if water spots come off with a simple wash, it's a good idea to polish and wax your car anyway to remove any light scratches or etching and prevent future water mark damage. This keeps your car looking bright and beautiful and protects it from the elements.

Check out all the [car wash products](#) available on [NAPA Online](#) or trust one of our 17,000 [NAPA AutoCare locations](#) for routine maintenance and repairs. For more information on how to remove water spots from your car, chat with a knowledgeable expert at your [local NAPA AUTO PARTS store](#).

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