

Pro Spot Builds Trust with Salinas Collision Repair One Product at a Time

PRO SPOT
QUALITY WELDING SYSTEMS

by Autobody News Staff

A famous Zig Ziglar quote goes like this: "If people like you they'll listen to you, but if they trust you they'll do business with you."

This quote perfectly sums up *Salinas Collision Repair's* relationship with Pro Spot International. Manager **Mark Duliba**, an I-CAR instructor, has been turning to Pro Spot repeatedly, not only because the products are reliable and made to last, but because he has an amazing relationship with his Pro Spot distributor **Adolph Cosio**, built on trust.

Being based in Carlsbad, CA, Pro Spot dominates the California market. Cosio is a popular and beloved rep who is as knowledgeable as he is trustworthy and supports his customers at every turn.

Beyond knowing him well, Duliba relies on Cosio to deliver the goods—literally. Some of the Pro Spot products Cosio has delivered to the Salinas Collision Repair team include an SP-5 MIG Welding Machine, i4 Spot Welder, PR-5 Riveter, NP-3 Nitrogen Plastic Welding Machine, Aluminum Pro Spot Welding Station with AL-5 Capacitor Discharge Stud Welder and a Pro Spot Fume Extractor FE-110P.

Duliba has been in the collision repair industry since 1984 and has strong roots with vehicles, including classic and custom show cars, and has worked with **Rod Powell**, a respected custom painter and builder. In advancing to the complex cars of today, he's seen his share of repair products and lauds Pro Spot for its excellence and quality.

He began working for Salinas Collision Repair in 1988 in its paint department before moving into production, parts and general management. As the manager, he oversees an "awesome" team of collision technicians, repairers and painters.

Another reason Duliba chose to work with Pro Spot was Salinas Collision Repair was the first Ford collision repairer in California to be aluminum certified in 2014, to work on the Ford F-150. Pro Spot has a



The Aluminum Weld Station includes a Pro Spot AL-5 Capacitor Discharge Stud Welder, designed for aluminum dent pulling to help repair a vehicle's panels. The equipment is especially helpful when working on trucks with an aluminum body, like the Ford F-Series.

special partnership with Rotunda, a Ford purchasing program, through which Ford dealership shops can purchase equipment.

Because of Duliba's I-CAR instructor background, he knew **Ryan Swanson**, a fellow I-CAR instructor and the training and development manager for Pro Spot.

"Ryan does all of the Pro Spot YouTube training videos, and I knew we would be well supported. I'm a big believer in service after the sale," he said.

Duliba said he and his team love Pro Spot products because they are user-friendly, readily available—even during the height of the COVID-19 pandemic—and meet the standards for all OEM certifications they hold. In addition, he said, Pro Spot's reliability and durability are unbeatable.

"For example, we purchased the Smart SP-5 MIG welder in 2014, and as long as you maintain and care for them, you get consistent results and quality," he said.

He also appreciates Pro Spot's equipment for another factor—it is all "technician proof." Most good techs, he said, can figure out the features and master them in a short amount of time.

Duliba describes the Aluminum Pro Spot Welding Station with AL-5 Capacitor Discharge Stud Welder as a "simple system" that gets the work done. The Aluminum Weld

Station system is equipped with a portable repair station cart, and all accessories necessary for aluminum dent pulling and repair.

Duliba said the detailed features of Pro Spot's equipment are designed with a technician in mind. For example, the PR-5 Riveter is battery-operated, so a tech doesn't have to deal with messy cords or hoses. Regardless of the battery voltage level, it provides the correct hydraulic pressure and delivers 200 rivets per charge.

Another indispensable Pro Spot tool at Salinas Collision Repair is the Nitrogen Plastic Welder. This equipment uses nitrogen gas with heating element to restructure common plastic components in automotive repair, from cracked bumper cover surfaces to hinged tabs. The way it works is that nitrogen is used as a shielding gas to prevent the plastic from burning during the welding process, producing a strong, lasting weld, according to Pro Spot. Compressed air is used to maintain a consistent temperature between welds; that way, the nitrogen is only activated when pulling the trigger so it's not wasted between welds.

As an industry veteran, Duliba values timeless principles that guide collision repair shops to produce quality work with an eye for efficiency, cycle time and service excellence. He is grateful to partners like Pro Spot who are 100% invested in their customers' goals.

Salinas Collision Repair

Location: Salinas, CA
831-444-4459

Company At A Glance...

Type: Collision Repair
Facility Employees: 15
In Business Since: 1978
Number of Locations: One
Production Space:
18,500 square feet



In Salinas Collision Repair's shop, Pro Spot equipment has become some of the team's hardest-working members, providing dependable and quality collision repair.



The PR-5 Rivet Gun System is a favorite tool among technicians because it's designed to quickly and easily change from one arm to another, saving time and hassle.

Pro Spot International 877-PRO-SPOT

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