

The Paint Rag

Episode IX – Q4 2024



2024 Year End Highlights and Innovations

Have you ever wondered what the "E" in our logo stands for? The "Epsilon" is not just the Greek letter for "E"; it carries a deeper meaning. In mathematics, Epsilon often symbolizes the "sum of all" or "total." For us, it represents our commitment to being the Total Sum of your finishing equipment needs—bringing together everything you need for success in one place.

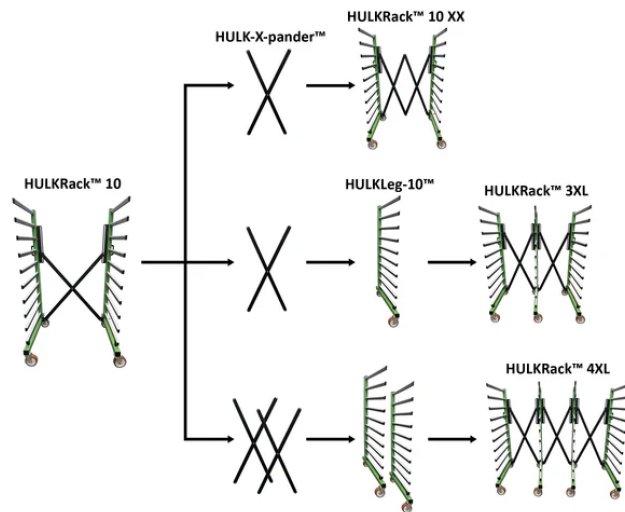
Beneath the Epsilon, you'll notice a horizon symbol. This serves as a reminder that we're always looking ahead, driven by a vision of innovation and progress. Earlier this year, we changed the horizon to **pink**—a nod to femininity, celebrating the women who are integral to our team and industry. It's a symbol of balance and a recognition of the strength, leadership, and expertise women bring to the world of finishing.

As we reflect on another remarkable year at Total Finishing Solutions, we're thrilled to share some of the groundbreaking products we've added to our lineup. These innovations are crafted to refine your finishing processes and elevate the quality of your work. Let's dive in and explore how these tools can help you achieve more in the year ahead.

HULKRacks™: Strength Meets Versatility

Our new HULKRacks™ are engineered to provide unmatched support and stability for your finishing tasks. With their robust design which allows up to 150lbs per shelf, these racks can handle a variety of materials, making them an essential addition to any workspace. Whether you're in the shop or on-site, the HULKRacks™ ensure that your projects are secure and accessible. These are also easily expandable with our **"X-Panders™"** and **HULKLegs™** allowing

you to grow the rack to any length you need now or in the future.



TOTALDrying™ Rack: The Ultimate Drying Solution

In the fast-paced world of finishing, organization is key. The **TOTALDrying™** Rack offers a smart, efficient way to dry and store cabinet doors and other materials. Designed with flexibility in mind, these racks can hold up to 50 cabinet doors and be customized to fit your specific needs, ensuring that everything you require is always within reach. Say goodbye to clutter and hello to productivity!



Cyclops™: Precision Like Never Before

Introducing the **CYCLOPS™**, our latest innovation in finishing equipment. This powerful low pressure 1:1 pump brings precision and control to your projects, allowing for intricate detailing that elevates your work to the next level. The **CYCLOPS™** is perfect for both small-scale projects and larger applications, making it a versatile addition to your finishers toolkit. You can pair this pump with any air spray pressure fed gun and enjoy pulsation free spraying with quick and easy clean up thanks to the gravity hopper design. This is a pressure pot killer! Saving you time and material because it only takes a few ounces to load and or clean up.



Cyclops FrankenSTAIN™ Edition: Unleash Your Spray Stains!

For those looking to push the boundaries of design, the **Cyclops FrankenSTAIN™** Edition offers a unique twist. This version combines the precision of the original **CYCLOPS™** with innovative staining capabilities, allowing you to create stunning even spray stain finishes that stand out. It's time to unleash your creativity and explore new possibilities with this exciting addition. Paired with our **VIPER®** Air Assisted Airless gun and used with low viscosity stains we are able to achieve the most even spray pattern! Add on the optional **Walcom 360 Truelight 2.0** so you never have spray in the dark!



Triminator T1000™ and T3000™: Speed and Efficiency Redefined

Last but certainly not least, our Triminator **T1000™** and **T3000™** models are game-changers in the finishing industry. Designed for speed and efficiency, these machines streamline your workflow, enabling you to complete projects faster without compromising on quality. The **T1000™** is perfect for smaller tasks, while the **T3000™** is built for larger, more demanding jobs



As we head into the new year, we are thrilled to have these innovative products at our disposal. Each one represents our commitment to providing you with the best tools available, empowering you to achieve outstanding results in your finishing projects. We have already in production about 5-6 new products ready to be released in early 2025! Stand by for more innovation still to come !

Thank you for your loyalty and dedication to our brand this year. Together, let's embrace these innovations and continue to elevate your craftsmanship with Total Finishing at your side!

Ty T. Crowder

Ty T. Crowder
President of Total Finishing Solutions

Product Innovations



LIQUID



POWDER

PRODUCTION INNOVATION

HULKRacks™

Strength Meets Versatility!

Take your shop efficiency to the next level with the **HULKRack 10™**, the ultimate heavy-duty drying rack for doors, panels, and more.

Built for durability and versatility, each of its 10 PVC-lined shelves protects freshly painted or finished projects from marring, while its powder-coated finish ensures long-lasting performance.

Easily adjustable, the **HULKRack 10™** expands from 12" to 49" in width, supporting up to 150 lbs per shelf and a total payload of 1,500 lbs.

Designed for mobility, its four heavy-duty caster wheels (two locking) allow seamless transportation around your shop.

Perfect for drying solid core wood and metal doors, trim, panels, and more, the **HULKRack 10™** even withstands curing temperatures of up to 250°F.

Need extra space?
Add the **HULK-X-Pander™**

Add the **HULKLeg-10™** for more support.

The **HULKRack™** line is your ultimate paint drying powerhouse!

For more information, visit
TotalFinishingSUPPLIES.com

PRODUCTION INNOVATION

Coatmaster Flex

"Just Pick It Up and Start Measuring"

The **Coatmaster Flex** is a game-changer in contactless coating thickness measurement, offering unparalleled innovation in a compact, handheld device.

Designed for efficiency and accuracy, it empowers you to measure coating thickness early in the process, saving material, reducing rejects, and enhancing production quality.

Why wait to identify costly coating mistakes?

The **Coatmaster Flex** allows you to optimize your process on the spot, ensuring consistency and precision. By saving thousands of dollars per month in coating materials per production line, it quickly becomes an indispensable tool for any power production operation.

Compact, reliable, and efficient, the **Coatmaster Flex** is perfect for those looking to increase productivity while minimizing waste.

Don't let inefficiencies hold your production back—upgrade to the **Coatmaster Flex** and experience the future of coating technology.

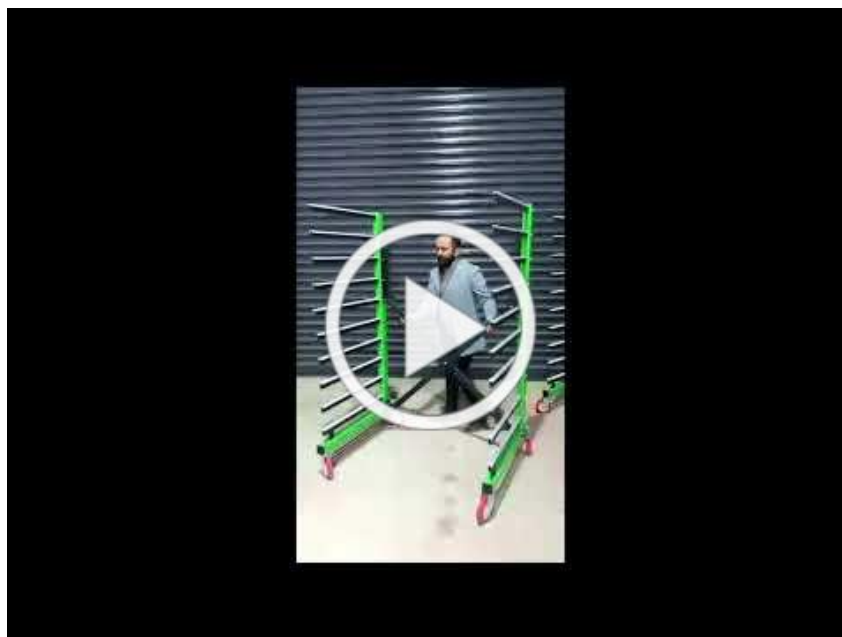
See the results for yourself - take your production to the next level!

For more information, visit
TotalFinishingSUPPLIES.com

Watch The Coatmaster Flex In Action!



Check Out The HULKRack™ 10



Vendor Spotlight



German Engineering

At **TFS**, We are proud to partner with **SATA**, a global leader in wet paint technologies. Renowned for their precision-engineered spray guns, **SATA** also offers advanced cup systems, breathing protection, and compressed air technology, serving professionals in automotive, industrial, and woodworking industries across over 100 countries.

As a family-owned company, **SATA's** commitment to sustainability aligns with our values. Their use of 100% green energy, waste reduction initiatives, and support for global aid projects set a

standard for environmental and social responsibility. Together, we deliver innovative, eco-conscious solutions to our customers.



Total Finishing Systems



Save The Date!!

Total Finishing Systems is headed to FABTECH in Monterrey, Mexico!

FABTECH Mexico takes place at Cintermex May 6-8, 2025.

Join us at Booth 3912!

Click the button below to register for free!

For all your systems needs, visit TotalFinishingSystems.com.

FREE REGISTRATION

Tech Tips by Tony

Don't Lose Pressure—Are You Using the Correct Hose Diameter?

The diameter of your powder coating hose has a significant impact on spray quality. A hose that's too small can restrict powder flow, causing uneven application, poor film build, or even powder "spitting." On the other hand, a hose that's too large may lead to pressure drops, disrupting spray patterns and consistency.

Key Considerations for Selecting a Hose:

- Application Size: Larger parts or higher flow rates may need a larger diameter.
- Hose Length: Longer hoses require a slightly larger diameter to maintain consistent pressure.
- Powder Type: Different powders flow differently, influencing the ideal hose size.

Signs of an Incorrect Hose:

- Uneven powder application
- Powder build-up in the hose
- Inconsistent or surging flow
- Difficulty achieving desired film thickness

Match your hose to your powder type, flow rate, and pot size to ensure smooth operation. Choose wisely for optimal performance!

At Total Finishing Supplies, we're here to help with all your service needs—from rebuild kits to full inspections and recommended parts replacements for your finishing equipment. Let us keep your systems running smoothly!

For more information, please contact us TotalFinishingSUPPLIES.com

Stay tuned for more [Tech Tips by Tony!](#)

News and Events



Get ready—LIGNA is just around the corner!

Our team will be on-site alongside our vendor partners **Sarmax**, **VD Finishing**, and **Wagner**, exploring the show floor and staying on top of the latest innovations shaping the woodworking and wood processing industries.

As the world's leading trade fair for woodworking and wood processing machinery, tools, and technology, LIGNA attracts over 80,000 professionals from across the globe. This biannual event is a hub for cutting-edge machinery and live demonstrations from global market leaders—a must-attend for anyone in the wood industry.

Stay tuned for updates as we dive into the action!

[Learn More](#)

Welcome To The TFS Family!



Your project deserves it.

We're thrilled to welcome **WIWA** to the TFS family of trusted partners!

With over 70 years of expertise, **WIWA** is a global leader in painting and coating technologies, delivering precision and reliability for the toughest applications.

Manufactured under the highest quality standards in Lahnau, Germany, **WIWA** pumps and equipment excel in decorative and protective surface coating, tunnel and canal sealing, and processing highly viscous 2K and 3K materials on steel and concrete.

We're proud to partner with **WIWA** to bring their powerful, reliable systems to our customers.

Meet the TFS Family

Corey Hagler | Internet Sales

You may know **Total Finishing**, but do you know the people behind the scenes?

Each quarter, we'll spotlight a different team member so you can learn more about the faces that keep things running smoothly. Stay tuned to meet the talented individuals who make it all happen!

When I asked Corey what does a Typical Day at TFS look like for you... I didn't get the typical answer.

Corey's day kicks off at 6:30 am, ensuring he's ready to support our East Coast customers bright and early. Armed with coffee and dedication, he dives into emails and returns calls—even if no voicemail was left.

From there, Corey keeps the wheels turning:

Customer Care Extraordinaire: Whether it's fixing incomplete orders, following up on failed deliveries, or helping customers navigate checkout, Corey's on it. He even remembers customer names for that personal touch!

Team Spirit: *"I rely on Kenny for inventory questions about our products and have him prepare quotes for shipments. For customers who need invoices, Jadd is my go-to for ACH payments and PDF invoices. Riley steps in to handle abandoned carts and calls I can't get to—it gets hectic sometimes! And when it comes to solving customer issues, Dallas is always there to help."*

Corey's fingerprints are on every online order, every customer interaction, and every smooth transaction. He's a MVP of TFS, and we're so lucky to have him on our team!

Q&A with Corey

Q: How long have you been with TFS?

Corey: I Started with TFS May 2023

Q: Do you have any hobbies?

Corey: Spending time with my wife, Mandy and my two



children. Motorcycle racing and HiFi. I participate in many local events throughout the year including the Virginia City Grand Prix. TFS was a title sponsor for that event last year! I also really like Jazz!

Q: What kind of interesting things would you like our customers to know about you?

Corey: I want the customer to be thrilled with their experience at TFS. I really understand the needs of the customer I feel the customer's concerns and their urgency for the correct solution. I really enjoy meeting new customers and reconnecting with our established customers.



TFS Featured YouTube Video



CYCLOPS-"FrankenSTAIN™" Edition™

We know... It's a very odd combination to pair a low pressure pump with an air assisted airless spray gun. This is designed for low viscosity spray stains. This combination provides you the ultimate in control and evenness for stain application!

The Total Finishing **CYCLOPS-"FrankenSTAIN™" Edition™** Spray Pack provides the finisher with everything you need to apply perfect stains, all rolled into one convenient package.

The Fun Stuff

Q: Why did the paint brush apply for the job?

A: Because it wanted to brush up on it's skills 😊

The Total Finishing Family

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