

The Paint Rag

Episode XIII - Q4 2025



Adding The Final Coat To 2025- And It's Looking Good!

Dear Total Finishing Community,

As we head into the final stretch of the year, there's a renewed sense of focus across our industry. Shops are tightening processes, planning ahead, and looking closely at where efficiency, reliability, and smart investment can make the biggest impact. At Total Finishing, that mindset drives everything we do.

This quarter has been about progress—introducing new solutions, strengthening partnerships, and continuing to support customers with practical tools that perform in real production environments. From innovative equipment to hands-on technical guidance, our team remains committed to delivering solutions that solve problems, reduce downtime, and help operations run more smoothly.

In this edition of The Paint Rag, you'll find a mix of product innovation, technical insight, and team highlights that reflect the depth of experience behind Total Finishing. It's a snapshot of how we're working every day to support finishers with dependable technology and knowledgeable people they can count on.

Thank you for your continued trust and partnership. We're proud to stand alongside you as the year comes to a close and as we prepare for what's ahead.

Sincerely,

Ty T. Crowder

Ty T. Crowder
President of Total Finishing Solutions

Product Innovations



LIQUID PRODUCTION INNOVATION

Product Spotlight: SAMOA Pivot-Shaft Valve

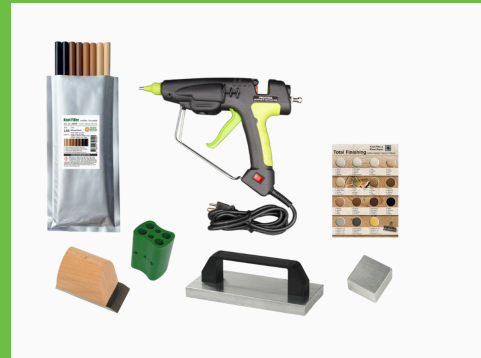
Patented. Proven. Powerful.

For this month's Total Finishing newsletter, we're excited to highlight a standout innovation from **SAMOA**—the **Pivot-Shaft Valve**, a smart, frictionless alternative to traditional spool valve technology. If your operation depends on reliable, low-maintenance pumping systems, this patented design delivers exceptional efficiency and long-term performance.

Conventional spool valves rely on o-rings, u-cups, and wear components that break down over time. SAMOA eliminates those failure points entirely. The result? A smoother-running pump, reduced air consumption, and less downtime for your team.

Key Features

- **Frictionless Operation**
No wear components—minimizing heat, vibration, and long-term degradation.
- **Fast Valve Changeover**
Smooth, rapid switching that reduces pulsation and supports optimal performance.
- **Anti-Stall Design with 3S Actuator**



New Innovative Product

Total Finishing Knot Filler & Wood Repair Pro Kit

Fast, Clean, and Professional Wood Repairs- Anywhere!

When it comes to high-quality wood repair, professionals need a solution that's fast, durable, and consistent. The **Total Finishing Knot Filler and Wood Repair Pro Kit** delivers exactly that. Designed for cabinet shops, furniture builders, millwork operations, and on-site technicians, this kit provides a reliable way to repair knots, cracks, deep scratches, voids, and imperfections in wood with minimal downtime.

Using a specialized fast-setting filler and a heating gun system, repairs can be completed in seconds, sanded smooth, and finished like natural wood-making it an ideal choice for production environments or mobile service teams who demand efficiency.

Key Features & Benefits

- **Fast-Setting Filler**- Repairs in seconds, allowing sanding and finishing almost immediately.
- **Professional-Grade Durability**- Filler is flexible, strong, and designed to withstand seasonal wood movement.
- **Clean, Controlled Application**- The heated filler system allows smooth dispensing for precise repairs with little to no waste.
- **Multiple Color Options**- Comes with various filler sticks

Maintains continuous operation, even under demanding conditions.

- Reduced Air Consumption

Greater system efficiency and lower operational costs.

- Economic Cartridge Module

Quick, modular replacements that make servicing simple.

- Minimal Maintenance

Built for long-term reliability with fewer service interruptions.

Why It Matters

The SAMOA Pivot-Shaft Valve provides a measurable upgrade over traditional spool valves—delivering better efficiency, longer service life, and more uptime for your operation. It's a smart investment for any finishing system looking to cut costs while maximizing performance.

Explore SAMOA Solutions at Total Finishing Supplies

Ready to equip your shop with smarter, more reliable valve technology?

Visit TotalFinishingSupplies.com for SAMOA pumps, valves, and full system solutions.

For more information, visit **TotalFinishingSUPPLIES.com**



to match a wide range of wood tones and species.

- **Portable On-Site Solution-** Easy-to-carry kit keeps everything organized for quick work in the shop or the field.
- **Versatile Uses-** Ideal for knots, checks, splits, cracks, corner repairs, and even larger voids.
- **Quick Sanding & Finishing-** Once cooled, the filler sands like wood and accepts stain, paint, and topcoats seamlessly.
- **Long-Term Reliability-** Filler remains stable over time without shrinking or becoming brittle.
- **Cost-Effective-** Reduces scrap, saves labor hours, and eliminates the need for multi-step patching systems.

Why Shops Love It

This kit replaces traditional fillers that crack, shrink, or require long drying times. With the Knot Filler & Wood Repair Pro Kit, shops can complete repairs in a fraction of the time and achieve smoother, more consistent results- perfect for high-end finishing operations.

If you need a dependable system that increases efficiency and elevates craftsmanship, the Total Finishing Knot Filler and Wood Repair Pro Kit is a must- have addition to your workflow.

For more information, visit **TotalFinishingSUPPLIES.com**



Vendor Spotlight



Introducing Cerakure — Our New Oven Partner at TFS

Total Finishing Solutions is proud to announce Cerakure as one of our newest vendor partners for 2025. As we continue to expand our lineup of high-quality finishing and curing equipment, Cerakure brings a powerful new dimension to what we can offer our customers—especially when it comes to dependable, efficient oven technology.

Who Is Cerakure?

Cerakure is an emerging leader in industrial oven systems designed for consistent, controlled, and energy-efficient curing. Known for their craftsmanship, reliability, and focus on performance, Cerakure builds ovens that support the demanding requirements of today's finishing professionals—whether in woodworking, metal fabrication, powder coating, or specialty manufacturing.

Why Cerakure Stands Out

Cerakure's ovens are engineered with the end-user in mind. Their systems deliver fast, uniform heating and exceptional temperature control, allowing finishing teams to achieve consistent curing results while optimizing throughput and reducing operational costs.

Core strengths of Cerakure's oven technology include:

- Precision temperature control for consistent curing across all products.
- Efficient heat distribution that reduces cycle times and improves finish quality.
- Sturdy construction designed for long-term durability in demanding environments.
- Energy-efficient operation that lowers cost without sacrificing performance.
- Customizable configurations to fit facilities of all sizes and workflows.

Why We're Excited About This Partnership

At TFS, we're committed to offering best-in-class finishing solutions, and Cerakure aligns perfectly with that mission. Their ovens complement our growing portfolio of finishing, curing, and automation equipment, giving customers more comprehensive and reliable options under one trusted source.

By partnering with Cerakure, our customers gain:

- Access to advanced oven technology backed by TFS expertise and support.
- More flexibility in selecting equipment that fits their production demands.
- Higher-quality results thanks to Cerakure's consistent and dependable performance.

Looking Ahead

Cerakure has already proven to be a strong addition to the TFS vendor family, and we're excited for what this partnership will bring in the coming year. From expanding our oven offerings to supporting our customers with better, smarter finishing solutions, Cerakure is poised to play a key role in the continued growth of TFS.



Tech Tips by Tony

Wagner Powder Venturi / Collector Nozzle Gauge

Not getting the powder finish you expect? A worn Venturi or Collector Nozzle could be the culprit — and there's an easy way to find out.

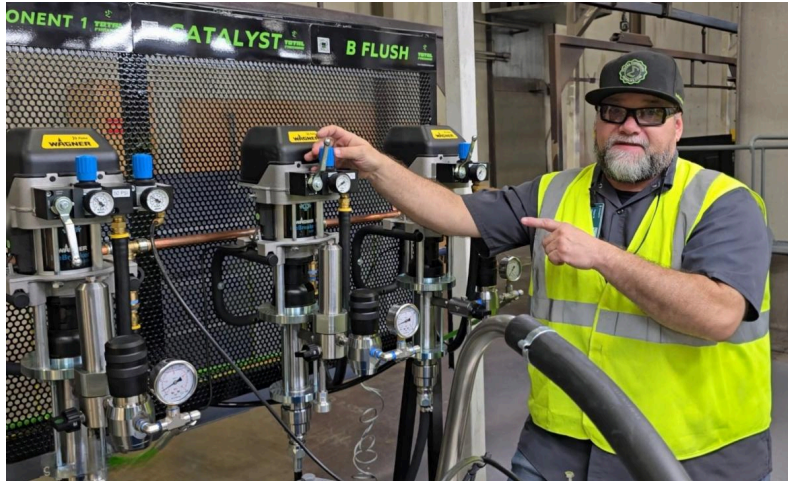
The Wagner Venturi / Collector Nozzle Gauge is a simple diagnostic tool designed to help you check nozzle wear before it starts impacting your coating quality. Since the Venturi plays a critical role in regulating powder flow, even minor wear can lead to inconsistent film build and finish issues.

Using this gauge allows you to quickly assess the condition of your nozzle during routine maintenance. Regular checks help you catch wear early, replace components when needed, and keep powder flow consistent. The result? Improved coating quality, fewer defects, and a more reliable powder coating system.

A small check that can make a big difference on the line.

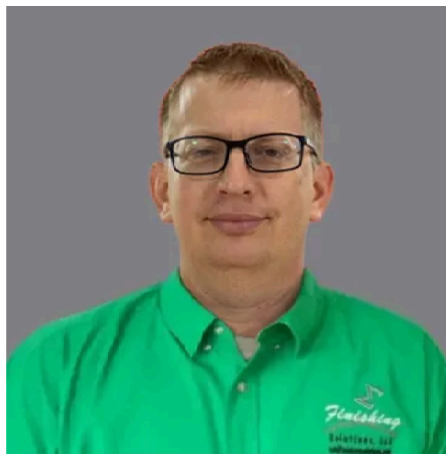
For more information, please contact us TotalFinishingSUPPLIES.com

Stay tuned for more **Tech Tips by Tony!**



Meet Tony! The mastermind behind our tech tips and one of TFS's MVP

**Welcome
To The
TFS Family**



Meet Our Newest Change Agent: Adam Rounds

Total Finishing is excited to welcome Adam Rounds as our newest Change Agent, representing our team across North Dakota and South Dakota. Adam brings a strong commitment to customer success, a passion for problem-solving, and a drive to help finishers across the region optimize their operations with the best solutions in the industry.

With his hands-on approach and dedication to building long-lasting relationships, Adam is already proving to be a valuable addition to the TFS family. Whether it's equipment guidance, process improvement, or product support, customers in the Dakotas can count on Adam to deliver the high-level service and expertise Total Finishing is known for.

Join us in welcoming Adam to the team—we're excited to see the impact he'll make in his territory and throughout the Total Finishing network!

Meet the TFS Family

Grace Aguilar

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!

Q: How long have you been with Total Finishing Solutions?

Grace: I started with **TFS** in May of 2025

Q: What does a typical day at TFS look like for you?

Grace: A typical day at **TFS** includes creating marketing materials, writing blogs for our website, and developing our quarterly newsletter, pulling together updates, insights, and highlights that keep our audience informed and engaged. I also coordinate our tradeshow, ensuring everything runs smoothly and all marketing materials are prepared and ready. In addition, I help support our change agents by



helping them access the product information they need to help serve their customers. Each day is a blend of creativity, communication, and collaboration focused on supporting the team and strengthen our message.

Q: Do you have any hobbies?

Grace: In my free time, I enjoy hiking and being outdoors, traveling and exploring new places, and dancing whenever I get the chance. I love spending quality time with my kids, hanging out with my dog, and making memories with friends.

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

Grace: A few fun things customers might not know about me- Spanish was actually my first language, I learned English when I started school through ESL classes in Kindergarten. In my younger years, I was a competitive baton twirler and even had the opportunity to perform at a Rams vs. Chiefs halftime show, which remains one of my favorite memories. I'm also a big foodie who loves trying new restaurants and experimenting in the kitchen, with cooking as one of my favorite creative outlets.

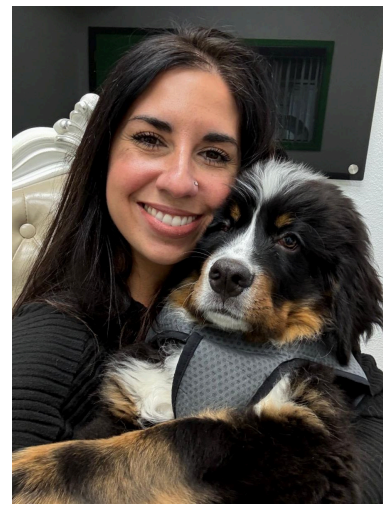
Q: Can you give customers an idea of how you help them and what they can expect from you?

Grace: Customers can expect a supportive, organized, and proactive partner when working with me at **TFS**. I focus on clear communication, thoughtful marketing support, and making sure agents and customers have the right information and materials they need, when they need it. My goal is always to make every interaction smooth, professional, and genuinely helpful :)

Q: What is your personal motto or favorite quote?

Grace: My favorite life motto is "Do the best you can until you know better. Then when you know better, do better" and favorite quote would be "Dream as if you'll live forever, live as if you'll die today".





TFS Featured YouTube Video



Watch the **Total Finishing Medusa 30:1 Pump** in action, delivering powerful, consistent performance for demanding finishing applications. Designed to handle a wide range of coatings, this high-pressure pump provides smooth material flow, reliable pressure control, and efficient transfer to keep production running at peak performance.

With a durable, industrial-grade design that minimizes downtime and maximizes efficiency, the **Medusa 30:1 Pump** is a dependable solution for operations that demand quality finishes and long term reliability.

For more information visit TotalFinishing.com.

*#PowderCoating #IndustrialAutomation #ManufacturingTech #FinishingSystems
#ColorChange #PowderCoatingLine #AutomatedCoating*

The Fun Stuff

Q: Why did the painter bring a ladder into the spray booth?

A: Because the finish was on another level 😊

The Total Finishing Family

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Total Finishing Solutions, LLC.

On standby to help (844) 898-1082

sales@totalfinishing.com

CONTACT US

Total Finishing Solutions | 1321 NE 76th St. Units 3D, 3E | Vancouver, WA 98665 US

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