

The Paint Rag

Episode VI: Q1 2024



New Applications Lab



2024 has started with a bang! It seems like we have been busier than ever, and I'm pleased to announce we are expanding. We are adding a new applications lab and warehouse in Vancouver, WA that will have capabilities to show automation for both vertical and horizontal applications.

The new lab will feature a vertical finishing lab, consisting of

- **Overhead Conveyor line**
- **Epistolio Self-Teach Robot**
- **Powercarts™**
- **Electric IR cure ovens**

Similarly, the new horizontal finishing lab will showcase the following:

- **TFS-120® Portable Trim Finishing System**
- **Trinator T1000™ Lineal Spray Machine**
- **TFS Auto Load and Unload Racking System**

- Sarmax Apache 5 impregnator
- VD Simple Dynamic Flatline Reciprocator

In addition, our showroom features all of the latest hands-on equipment from brands you know and trust. This will allow you to send us the coating and parts you run on a daily basis, and we'll run them on our automated lines so you can watch the automation happen for you. We'll provide a rock solid ROI presentation for your company.

In the future, we will implement a hands-on training for coating companies and customers to use called "Total Finishing Sciences." This will allow users to train on new equipment or new coatings and processes offline and in a controlled environment.

Ready to visit us? [Click here](#) to contact us. You can also email sales@totalfinishing.com or call us at 844-898-1082 We look forward to helping you at every step of your finishing journey.



Ty T. Crowder

Ty T. Crowder
President of Total Finishing Solutions

Product Innovations

Liquid



Product Innovation - Liquid: Ransburg No. 2 Process Gun

Are you looking for a gun with 95% transfer efficiency? We've got that! Check out the **Ransburg No. 2 Process Gun**, also known as the "Deuce."

The **Deuce** is a self-contained apparatus, and we describe it this way because it doesn't actually spray. It uses a handheld bell that electrostatically charges the paint and essentially flings the paint onto the surface. The paint is attracted to the grounded workpiece by electrostatic charge, which is why the transfer efficiency is so high.

The **Deuce** provides increased productivity, reduced operator fatigue, very little overspray, and reduced labor

Powder



Product Innovation - Powder: Wagner PEA-X1 Corona Automatic Spray Gun

The **PEA-X1** is the new generation of automatic guns. The powerful high-voltage cascade ensures a very high application efficiency. With the optimized nozzle system, very thin and uniform coating thicknesses are achieved, and the powder consumption is reduced. With various nozzles and accessories, the **PEA-X1** can be adapted to a wide range of specific coating tasks.

The special modular design of the nozzle system minimizes wear part costs. All electronic components are integrated into the robust gun body, which is designed for a long service life with low service costs. The basic version of the gun is completed with the optionally available

and materials costs. It is typically used on metal furniture, lockers, railings, file cabinets, and other metal substrates.

TFS also offers a **portable unit** utilizing the No. 2 gun, power supply, cart, and accessories so you can take it everywhere you go!

Visit TotalFinishingSUPPLIES.com, and watch our **instructional video** on our YouTube channel!

gun holder (short) or an XL extension tube in various sizes.

Visit TotalFinishingSUPPLIES.com for more information.

Vendor Spotlight



Service. Innovation. Value. The **SurfPrep** brand is the “household name” for woodworking applications when it comes to preparing a surface for stain, primer, lacquer or any top coat. The foundation of the **SurfPrep Sanding System** is built on extreme attention to detail and manufacturing of their foam abrasive sanding pads and industrial air sanders. **SurfPrep** continues creating new products with the focus of reducing both labor and sanding material costs.

Total Finishing Supplies is proud to be the industry-leading distributor of **SurfPrep** products. We offer **SurfPrep's** highest quality wide belts, foam-backed abrasives, pneumatic & electric sanders, paper-backed abrasives, film-backed abrasives, and much more! Visit TotalFinishingSUPPLIES.com to view all **SurfPrep** products!



Tech Tips by Tony



How to Perform a Stall Check on a Pump

Is your pump winking? Single stroking? Or maybe just stuck? Performing a stall check on a paint pump involves ensuring that the pump is functioning correctly and is not experiencing

any issues such as blockages or mechanical failures. Learn this simple test to diagnose your pump problem. Then you know where to clean or repair. Always inspect the pump before usage. [Watch this video](#) to learn more!

For more information, please contact us TotalFinishingSUPPLIES.com.

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

News and Events

IWF Atlanta 2024

TFS is going to be at IWF in Atlanta! Mark your calendars for August 6-9, 2024 and visit us at booth A11101 in Hall A. We'll be featuring a variety of machines such as the **VD Simple Dynamic**, **Sarmax Apache 5**, and the **TFS auto stacker and unloader**. We will also be debuting our **TFS Triminor T1000™**! The **T1000** is suitable for automatic painting of different types of profiles, transferring lengthwise inside the machine.

We will also feature our interactive wall where you can participate in spraying several different paint spray guns. Don't forget to try the spray guns with the **Walcom 360 TRUE LIGHT!**

Existence is Paint! Be sure to stop by our booth and let us help you take your finishing to a whole new dimension!

If you're looking for a new **powder booth**, **spray guns**, or any type of **system or equipment**, visit us at TotalFinishingSolutions.com, TotalFinishingSUPPLIES.com or TotalFinishingSystems.com.



Welcome to the TFS Family
Dan-Am Air, Karajen, and Like90

TFS is excited to welcome **Dan-Am Air**, **Karajen**, and **Like90** to the Family. We look forward to providing you with new, innovative products, and we know that these brands will deliver!



Dan-Am Air, part of the SATA US family, makes aluminum compressed air pipe systems that are quick to install and easy



Karajen Corp is the creator of many unique and innovative products for the automotive, industrial, and custom painting



We are excited to add **Like90** products to our ever-growing portfolio. **Like90** designs unique and innovative products for

to modify. **Dan-Am Air** components are removable and interchangeable, which allows immediate and easy layout modifications. Unlike the performance of steel and copper, which degrades over time due to corrosion, **Dan-Am Air** provides clean air quality with optimum flow rate performance.

industries.

Karajen products improve organization and efficiency in the spray booth, mixing room, prep decks and other painting areas. Every painter needs certain tools and materials close at hand while in the booth. **Karajen** products allow the painter to keep these items nearby, out of the way, and protected from the damaging over spray.

collision repair facilities, allowing them to deliver the best quality work possible and increase their profits at the same time.

TFS sells **Like90's shoppie brushes, glass shield washable coating, paint booth mats, peelable booth coatings**, and more!

Meet the TFS Family

Glenn Zubler, Change Agent

You know us, but you may not know our team. Every quarter, we will introduce you to a member of our team so you can get to know us better.

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

Glenn: I recently started my journey with **TFS** in December of 2023.

Q: Do you have any hobbies?

G: I love hanging out with my grandchildren and watching them grow. I enjoy playing golf. I'm also involved in growth programs at my church because I feel that gives my life purpose.

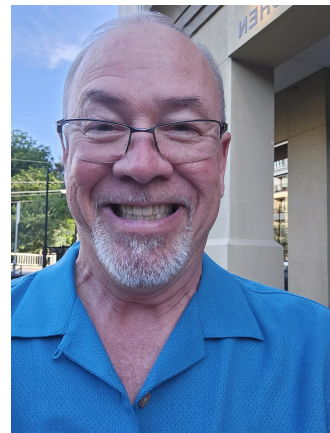
Q: What kind of interesting things would you like our customers to know about you?

G: I'm passionate about being involved in our customers' successes. It's what I've loved doing for over 40 years.

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

G: They can expect me to take a personal interest in improving efficiencies within their business.

Follow Glenn on Instagram: @glenn_totalfinishing



TFS Feature YouTube Video



The **Ransburg No. 2 Process Gun, or “Deuce,”** is a complete on-site finishing system. Its unique design provides a transfer efficiency of 95% or higher, improving productivity, reducing operator fatigue, and offering higher quality finishes. Reduced labor and material costs, as well as reduced clean up are just a few of the money saving benefits.

The **portable Deuce Unit**, utilizing the No. 2 Gun, power supply, cart, and accessories makes it well-suited for a wide variety of applications. It goes where you need to go. Its portability makes it perfect for independent contractors, schools, hospitals, and maintenance departments. Typical uses include metal furniture, lockers, fences, railings, tubing, and file cabinets. The **Deuce** provides the most complete, on-site finishing unit in the industry.

See it in action on our [YouTube channel!](#)

For more information visit TotalFinishingSUPPLIES.com.

The Fun Stuff

Two painters paint a house and hand the customer the bill.

The customer notices that the men charged no money for the actual paint. The customer says, “You guys did such a good job. Why aren’t you charging me for the paint?”

The head painter looks at the man and says, “Don’t worry about the paint, it’s on the house.”



The Total Finishing Family

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