

The Paint Rag

Episode IV: Q3 2023



Challenges Bring Innovation

2023 has definitely been the biggest challenge in business we've ever faced at **TFS**. I'm sure your company has had its share of challenges this year as well. That said we've been able to come to the market and introduce new technology to North America that has never been seen or brought to our industry before. I firmly believe that this is what will make the difference for our company and **yours**!

Let's take a look at what **TFS** has brought to the market in 2023:

Item 1: **Run any flatline** with one part-time employee. (Think about what that does for your business...Think about what that does for your competitors.) With an ROI of about 1 year, you can save on labor costs .

Item 2: We introduced the **Automatic VIPER-X®** spray gun, bringing value, durability, and reliability, along with economics to any finishing system at only **\$899** as compared to \$1,500 plus. TFS is changing the market for automation and finishing today.

Item 3: TFS teamed up with **Sarmax**, an Italian manufacturer that makes **impregnating and flow coating machines**. TFS and **Sarmax** have begun to revolutionize the exterior stain market. If you need to stain rough sawn products such as fencing, tongue and groove ceilings, beams, siding, shingles, and other types of substrates easily and competitively, we have your solution. This is an entirely new market that has been on a huge growth curve in North America today.

Item 4: TFS is proud to introduce a new model from **VD Finishing Solutions** called the **"Simple Dynamic T."** "T" is still capable of using eight spray guns comes standard with seven color circuits. The "T" introduces all of the simple, dynamic technology you've known and seen with the "E" series but with the expectations to meet and exceed pricing in the North American market.

Item 5: The **Trim Finishing System 120 (TFS-120)** allows for portable finishing of trim and other lineal products for the small to mid-size shop that wants to ease into finishing large packages of lineal moldings and trim without giving up dedicated floor space. Using only 120 V power and compressed air, you will be able to spray and sand trim up to 100 ft./min. with your existing spray booth. This **revolutionary product** has been one of our most popular machines and a great success.

Item 6: TFS has partnered with **Walcom**, the world's most innovative and progressive manufacturer

of spray guns. **Walcom** offers guns and products made of carbon fiber for the lightest spraying experience. The Walcom **360 TRUE LIGHT** is also a revolutionary product TFS introduced the industrial wood market to at the AWFS show. But wait! There's more! The **360 TRUE LIGHT** also fits powder guns! We will be debuting this **light** on a powder gun at the upcoming FABTECH show in Chicago September 11-14 at booth D40351.

Check out one of these new products, and expand your finishing business's horizons. TFS truly can take your finishing to a whole new dimension!

Ty T. Crowder

Ty T. Crowder
President of Total Finishing Solutions

Product Innovations

Liquid



Product Innovation - Liquid: **Walcom 360 TRUE LIGHT**

"Walcom's **360 TRUE LIGHT** is the tool designed to change the way you paint." The **360 TRUE LIGHT** attaches to paint spray guns to directly illuminate the surface being painted. Thanks to the high-resolution color rendering of the selected LEDs, the light you will get will be as close as possible to sunlight, guaranteeing you the best painting results both in terms of base color check and optimum lighting, even in darker areas.

The **360 TRUE LIGHT** comes with 2 lenses - 1 integrated transparent lens for the color check phase and 1 opaque lens (with spare lens included) to be used during the spraying phase to obtain a less reflective light. The opaque, **disposable lenses** can be bought again in convenient packs of 10 pieces.

Need proof that it works? Check out these videos!

- **Idaho Painter on Instagram**
- **Customer testimonial**

Powder



Product Innovation - Powder: **Erzinger Cyclone Collector**

Total Finishing Systems, in partnership with Erzinger Equipment, provides complete solutions for the preparation, capture and retention of particles in systems for applying liquid or powder paint. The equipment is built with the highest technological standard, combining lower operating costs and higher quality of the final product.

The cyclone collector separates the overspray via gravitational separation into large particles (useful for application – 12µm) and fine particles (not useful for application – below 12µm). A set of VPC valves carries out the continuous dosing of the collected dust to the powder center. The recoverable powder is deposited in the ink reservoir (booth body). The powder center is responsible for managing new and reclaimed powder.

For more information, visit

Vendor Spotlight



coatmaster

coatmaster AG has its roots in the development and distribution of state-of-the-art measuring system technologies that inspect and measure industrial coatings in a non-contact and non-destructive manner. coatmaster sets the standards in industrial coating thickness measurement. Supported by

worldwide patented and award-winning technology, it is possible to measure coating thicknesses early in the production process to ensure optimal quality and efficiency.

coatmaster's proprietary Advanced Thermal Optics (ATO) technology promises unparalleled measurement accuracy even in extreme industrial environments. Through the use of artificial intelligence solutions, coatmaster ensures perfect settings for coating systems and enable their complete automation. This not only helps reduce the complexity of coating equipment, but also addresses the skills shortage.

The company's technologies are applicable in a wide range of industries, including battery and fuel cell manufacturing, automotive manufacturing and automotive components, as well as contract coating (wet paint and powder coating). **coatmaster AG** combines innovation with sustainable industrial practices to stay one step ahead in the ever-changing world of technology.

For more information, visit TotalFinishingSUPPLIES.com.



Tech Tips by Tony

Ground testing is extremely important when you are using electrostatic coatings. Ground testing is making sure that the object being coated is properly grounded during the coating process. When applying electrostatic paints or powders, the object being coated is charged with an electrostatic charge while the coating material is also given an opposite charge. This creates an attraction between the object and the coating particles, leading to more efficient and even coating coverage.

Ground testing is crucial for several reasons. First, without proper grounding you will have poor transfer efficiency, which means you'll get a bad or uneven finish. Second, overspray can happen when



the charged particles aren't effectively attracted to the object. Grounding helps minimize overspray, which reduces material waste. Third, workers need to be kept safe. If parts aren't grounded appropriately, electrostatic charges can build up on the object being coated. If an ungrounded object comes into contact with a person, it can discharge, potentially leading to electric shocks or even explosions if the coating material is flammable.

To get the perfect finished coating and keep your workers safe, always check to make sure your parts are properly grounded BEFORE you start the electrostatic coating process.

For more information, please contact us TotalFinishingSolutions.com. To purchase a ground tester, [click here](#).

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

News and Events

World Premier: **Automatic VIPER-X® AAA Spray Gun**

On July 19, 2023, we announced the arrival of our new **Auto VIPER-X®** Air-Assisted Spray Gun. By the end of the AWFS show, we were sold out! But don't worry...we are [back in stock](#)!

The **Auto VIPER-X** is ideal for flatline and robotic applications. We had these on display on our TFS-120 portable trim finishing machine at AWFS. **Auto VIPER-X** has a high transfer efficiency of 86% and is HVLP compliant. Our non-OEM aftermarket standard and fine finish tips, seals, air caps, and diffusers fit perfectly.



Did we mention it is only **\$899 with air cap and tip...**and ships **FREE** in the lower 48!

If you're in the market for a new automatic AAA gun, check out the **Auto VIPER-X**.
Because GREEN is the new gold!



Thank you for letting
Total Finishing Solutions
take you to a whole new
dimension at



AWFS 2023

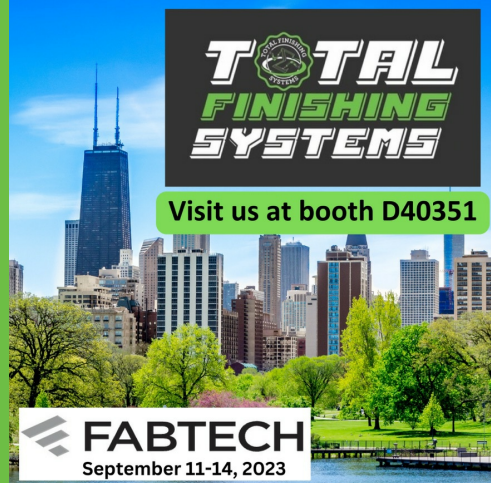
AWFS was a huge success! Thank you to everyone who stopped by to see us. It's always great to see you in person and talk through any business needs you may have. We appreciate you.

In case you missed it, we had a very interactive booth with an array of different spray guns and machines to fit your business needs. We debuted our new **Automatic VIPER-X®** AAA spray gun. Our manual **VIPER®** gun was also on display along with our **MAMBA®**. Attendees were able to spray water and adjust the fan pattern to see how these guns work.

The Sarmax **Apache 5** flood coater was a big hit. We also had our **TFS-3®** and **TFS-120®** linear spray machines on display. The **VD Simple Dynamic** flatline was also operable and was a Visionary Award finalist.

Perhaps the biggest hit of the show was our **Walcom 360 TRUE LIGHT**—a light that attaches to our spray guns to directly illuminate the surface being painted so you don't miss spots in places like cabinet boxes.

If you're interested in any of these products, please let us know. Visit **TotalFinishingSUPPLIES.com** or contact us at 503-545-3176. Thank you for your business. We look forward to helping you at every step of your finishing journey!



FABTECH 2023

FABTECH is next week, September 11-14. That snuck up on us a bit, but we are ready!

This year, we are partnering with Erzinger Equipment to show off a complete **powder booth and cyclone recovery system**. The main highlight among the painting booths produced by Erzinger is the model with PVC construction. The innovative structure of this new booth enables quick color changes, better finishing quality, more economy and greater application efficiency. PVC is an insulating material that has antistatic characteristics, which means that paint particles are not attracted to the constructive parts of the equipment, preventing adherence to walls and floors.

Along with the **cyclone booth**, we will also be introducing their state-of-the-art Smart In-Line Control System, Application Automation and Powder Distribution Centers. This expanded product line will provide new and affordable options for our customers and is a complete solution for all your powder coating needs.

If you're looking for a new powder booth or any type of system or equipment, visit **Total Finishing Systems** at booth D40351 in Hall D. We look forward to seeing you in Chicago!

Walcom

Welcome to the TFS Family
Walcom

We are excited to announce the addition of **Walcom**

products on TotalFinishingSUPPLIES.com!

Walcom USA LLC is a subsidiary of Walmec s.p.a. Italy, the manufacturing company of all the spray guns and products under the WALCOM, ASTUROMEC, TETRAX or CAM. **Walcom** is based in Middletown, RI.

TFS's partnership with **Walcom** started earlier this year with the release of the **360 TRUE LIGHT**. Our team went to LIGNA and came back as a distributor of one of the coolest products on the market. See the Product Spotlight section for more information.

"**Walcom** had been looking for the right U.S. company with which to do business for about 6 years," said Rob Dolezal with TFS. "They wanted to get into other markets and expand their U.S. presence. Total Finishing Solutions was the perfect fit."

Walcom also manufactures a variety of standard and limited edition spray guns, pressure gauges, gravity cups, nozzles, and more. They have some of the most innovative spray guns on the market. **Walcom** is the first ever to manufacture carbon fiber spray guns *and* the first ever to manufacture kevlar spray guns.

For more information on **Walcom**, please visit TotalFinishingSUPPLIES.com.

Total Finishing Systems News



Unveiling the Power of E-coating

Back in November or 2022, Total Finishing Systems signed a supplier agreement with Erzinger Equipment in Brazil. This agreement brought the addition of e-coating into TFS's portfolio.

What is e-coating?

E-coating, also known as electrocoating, is a painting process that uses electrical current to deposit a protective coating onto a surface. **E-coating** involves immersing the object to be coated in a tank filled with a waterbased paint and then applying an electric charge. The charged particles in the paint are attracted to the object and adhere to its surface, creating a uniform coating.

How is e-coating applied?

E-coating can be applied to conductive surfaces, including aluminum, magnesium, steel and stainless steel. It is widely used in industries like automotive, agriculture, and electronics.

1. Surface preparation: Thoroughly clean the surface with the appropriate cleaning solution to remove dirt, oil, and other contaminants that could affect the coating process. You may need to use chemicals or sandblasting to prepare the surface. Always look at the manufacturer's recommendation.

2. Pre-treatment: Once the surface is clean, use a pre-treatment process to increase adhesion and corrosion resistance. This may be applying conversion coatings or using a primer.
3. E-coating tank: Immerse the object in a tank with electrically conductive liquid paint.
4. Electrode configuration: Connect the object to be coated to the cathode (negative electrode) in the tank. The anode (positive electrode) should be connected to the tank.
5. Electric current: A direct electric current is applied between the anode and cathode, which creates an electric field inside the tank, attracting the paint to the object.
6. Coating deposition: The paint particles are deposited electrostatically to provide a uniform coating on the object.
7. Rinse: Once the coating thickness is achieved, the coated object is removed from the tank and is rinsed to remove excess paint.
8. Cure: The coated object must then be oven cured at the specified temperature to continue fusing the resins.
9. Inspection: Once the object is cooled, check for cohesive film thickness, uniformity, adhesion, and other quality controls.

The **e-coating process** will vary depending on the type of equipment used, formulation of the paint, and application requirements.

What are the benefits of **e-coating**?

Corrosion resistance is a big benefit of **e-coating**. **E-coating** provides excellent protection against corrosion and rust because it forms a barrier that prevents moisture and other elements from reaching the metal surface. It provides great edge to edge coverage and improved chip and scratch resistance.

Because **e-coat** can be applied to various metal substrates and can be used on certain conductive plastics, it is considered versatile. Its versatility makes it ideal for a variety of industries such as automotive, appliances, electronics, and agriculture.

E-coating is environmentally-friendly because it is a waterbased process. Waterbased coatings and processes reduce the emission of VOCs compared to traditional solvent-based coatings and processes.

Lastly, **e-coating** is cost effective. Due to the high transfer efficiency of the coating, there is very minimal paint waste. It also requires fewer coats of paint, which results in cost savings.

For more information, please visit TotalFinishingSystems.com.

Meet the TFS Family

Tony Wens, Technical Manager

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**?

Tony: I've been with **TFS** since March of 2019, but I have been working with Ty, the owner, since 2012. We have installed equipment together all over North America.

Q: Do you have any hobbies?

T: I love off-road racing and fishing.

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



T: I've been in the finishing world since I was a kid. My father owned a custom body shop so I started working with him. When I was 15 I got into wood finishing and did that for 15 years or so before I started working at Sherwin-Williams. I spent 18 years as a field service technician for coatings and sold equipment while I was at SW. Now I'm the tech manager at TFS.

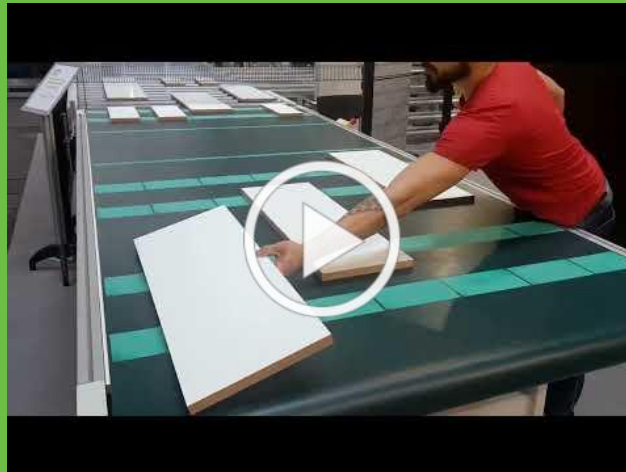
Q: Can you give our customers an idea of how you help them and what they can expect from you?

T: From simple gun repairs to full flatline installations, I've got you covered!

Follow Tony on Instagram: [@Tony_totalfinishingsolutions](https://www.instagram.com/Tony_totalfinishingsolutions)



TFS Feature YouTube Video



Imagine this: a machine with perfect part loading, unloading, gapping and racking that saves you time and money. Too good to be true? Not anymore!

Introducing the TFS series of Auto Stacking, Racking, and Rotating Solutions!

Most automated flatline finishing systems take 2-4 operators to load and unload parts. Our auto loading and unloading systems drastically reduce your labor! We can provide these systems to any brand of flatline on the market!

Option 1 - Belt loader for in-feed and auto racking system on out-feed

Option 2 - Belt loader for in-feed, rack down-stacker for in-feed, and auto racking system on out-feed

Option 3 - Belt loader for in-feed, rack down-stacker for in-feed, part inversion system, and auto racking system on out-feed

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

For more information visit TotalFinishingSolutions.com.

The Fun Stuff



The Total Finishing Family

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Total Finishing Solutions, LLC.

On standby to help (844) 898-1082
sales@totalfinishingsolutions.com

CONTACT US

Total Finishing Solutions | 11660 Sterling Ave., Riverside, CA 92503

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