

DECEMBER 2012

DEVILBISS[®] TIMES



DeVilbiss CLEAN[™]

Winter is just around the corner! Inevitably, this means increased static electricity on surfaces. Have you found that dirt tends to stick to paint jobs more during winter months? Are you struggling with metallic orientation caused by static? We can help! DeVilbiss offers three great products that help resolve static issues including an Anti-Static Wiper, DeWipe-Outs[™] Pre-saturated Prep Wipes, and Dirt Control Floor Coat, all included in the DeVilbiss CLEAN line.

The DeVilbiss Anti-Static Wiper is a dry wiper that creates a neutral surface. It reduces issues caused by airborne particles, and allows for better metallic orientation. This wiper can be used before sealer, basecoats, and clearcoats.



803553

The DeWipe-Outs[™] pre-saturated wiper formula reduces static-related dirt and is used before applying paint to the surface.



803045
803046
803418

The DeVilbiss Dirt Control Floor Coat will help lock airborne particles and dirt to the paint booth floor, keeping them away from your paint job.



803491/803492

STARTINGLINE[®]
by DeVilbiss

**HVLP PRIMER
PACK**



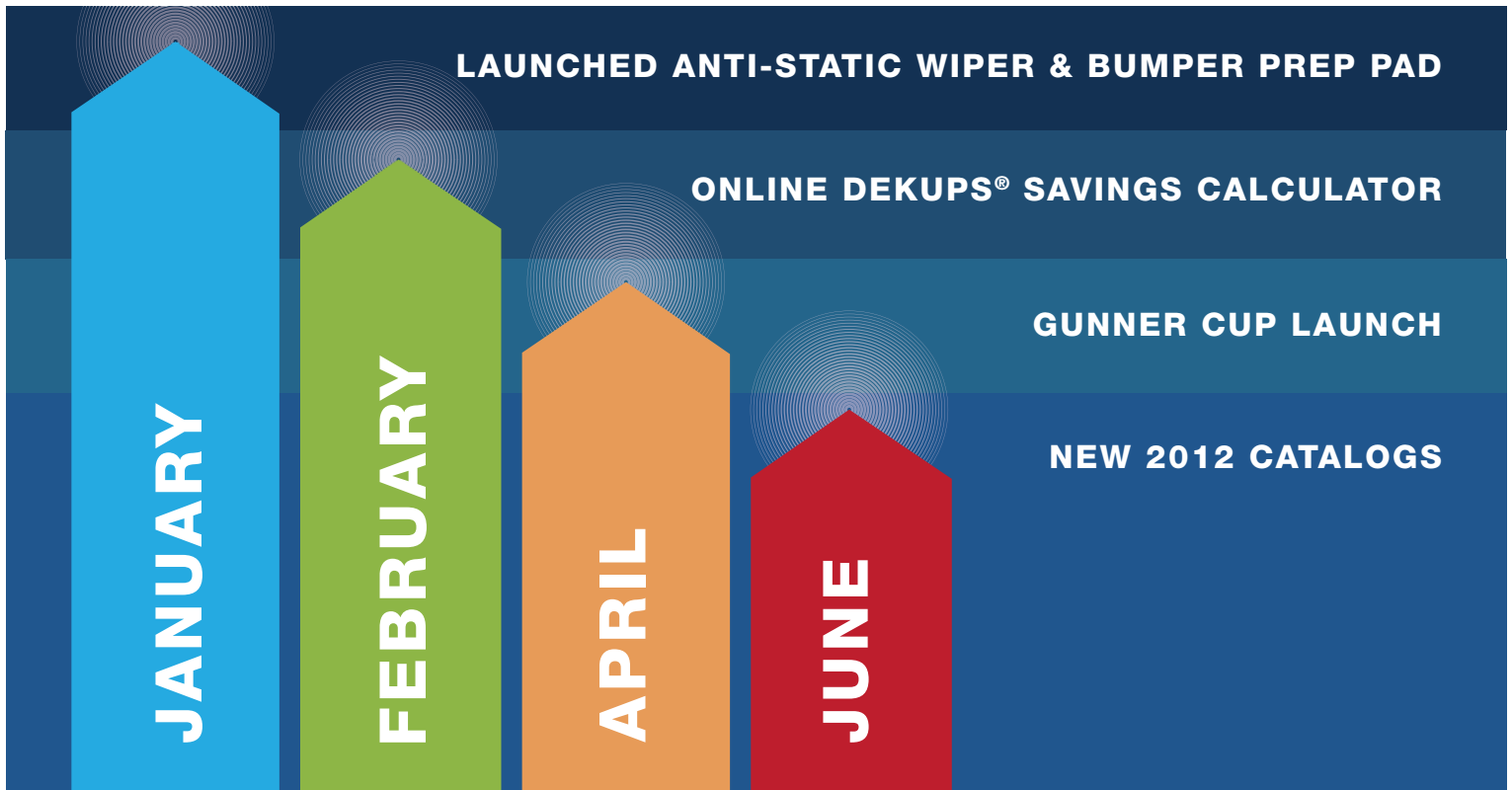
DEVILBISS
AUTOMOTIVE REFINISHING

SEND US A PIC TO WIN!^{*} FREE STARTINGLINE[®] PRIMER PACK

*TO ENTER SUBMIT A PHOTO OF YOU WITH YOUR FAVORITE DEVILBISS PRODUCT & A QUOTE ABOUT WHY YOU LIKE THE PRODUCT TO SOCIALMEDIA@DEVILBISSAR.COM. NO PURCHASE NECESSARY. VALID IN THE UNITED STATES AND CANADA ONLY. ONE WINNER RANDOMLY CHOSEN ON FEBRUARY 1, 2013 TO WIN A 803485 SL PRIMER PACK.



2012 TIMELINE



A Word From Our General Manager...

This issue of DeVilbiss Times marks the end of what we hope has been a very good year for all of you. We appreciate all the comments we have received from you over the course of 2012 and look forward to continuing this dialogue in 2013.

In this issue, our team presents the DeVilbiss Clean product line; a grouping designed to help painters and shops minimize the effects of dirt on finish quality. We think you will find this information useful.

All of us at DeVilbiss Automotive Refinishing hope that 2013 brings you much success and fulfillment. Thank you for your continued support and enjoy the Holidays.

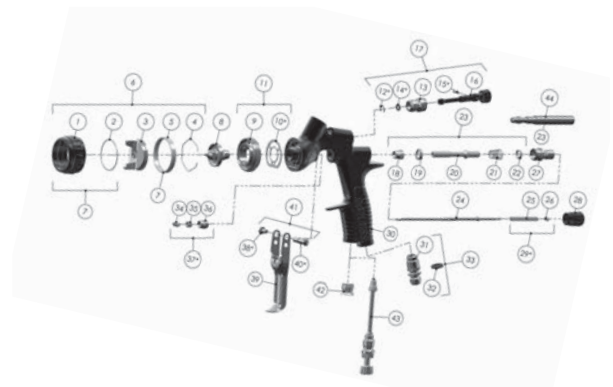
TOP QUALITY SPRAY PERFORMANCE STARTS WITH A PROPERLY BUILT GUN

A spray gun's performance is greatly affected by the quality and frequency of maintenance it receives. Often, too little time is available for proper disassembly, cleaning, and re-assembly of the gun. This can lead to mistakes such as parts being left out, incorrect parts being installed, or even duplicate parts being installed. Any of these factors greatly harm the performance of your gun.

It's important to follow proper assembly procedures. Refer to the service instructions supplied with the replacement parts, or to the original spray gun owner's manual, or to service instructions listed on our website. Particular attention should be given to the required quantity and orientation of seals. Also, proper tightening of the fluid tip is crucial for peak performance.

Only authentic DeVilbiss parts should be used. Authorized service centers are available to provide proper maintenance for DeVilbiss spray guns.

Please visit our website www.autorefinishdevilbiss.com for information on authorized service center locations and service instructions.



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Top 10 Safest Driving Cities

Source: 8th Annual Allstate America's Best Drivers Report™
www.allstatenewsroom.com

JUST SOME TRIVIA

City & Overall Ranking

1. Sioux Falls, SD
2. Boise, ID
3. Fort Collins, CO
4. Madison, WI
5. Lincoln, NE
6. Huntsville, AL
7. Chandler, AZ
8. Reno, NV
9. Knoxville, TN
10. Springfield, MO

Average Years Between Collisions

- 13.8
- 13.8
- 13.6
- 13.0
- 12.4
- 12.4
- 12.3
- 12.3
- 12.2
- 12.1

HOW MUCH IS YOUR REGENERATIVE DRYER COSTING YOU?

Regenerative dryers sound like a great idea: no maintenance over a three year period. Who wouldn't want to skip all that? What you may not know is that regenerative units have hidden costs, like electrical use. Because the regenerative units bleed air, they may waste electricity. That cost is calculated using a national average of \$0.07 per kWh, and the manufacturer's specification of 5 CFM air bleed. Below is a breakdown of the costs based on a 3 year period.

	Regenerative	Cam-Air Desiccant Dryer
List Price	\$2,640.00	\$670.00
Maintenance Cost	\$160.00	\$1,089.00*
Cost of Bleeding Air	\$450.00	\$0.00
Total Cost	\$3,250.00	\$1,759.00
3 yr Cost Difference	+\$1,491.00	

The Cam-Air Desiccant dryer system allows for a 3 year minimum cost savings of \$1,491.00. It's quick and easy to change out desiccant, it takes 15 minutes! This alternative is more economical in the long run than regenerative units.



*Desiccant changes @3x/year

130522

The DeKups® System is covered by U.S. Patent Nos. 6,820,824 and 7,374,111, owned by 3M Innovative Properties Co., and U.S. Patent Nos. 7,380,680; 7,354,074; 7,353,964; 7,350,418; 7,344,040; 7,263,893; 7,166,732; 7,086,549; owned by Illinois Tool Works Inc.

Did you know?

DeVilbiss engineers use the same design tools used to develop NASA combustion systems for the space shuttle.



FROM PAINTER TO PAINTER...



"More gun than I paid for" - Bobby D. of Grabke's



"TEKNA – my 'Go To' gun for use with PPG waterborne paint!" - Tom D. of LaFontaine Collision Center

Q: Why should I use DeVilbiss 3 oz. cups?

A: It's always better to use the right tool for the job! DeVilbiss has specifically designed a 3 oz. cup and lid to meet the needs of the spot repair, touch-up, and mobile refinishing markets. These cups are disposable (= no cleaning!), extremely lightweight, easily refillable, and compatible with both solvent and waterborne coatings. The vented top design eliminates the flow variations and restrictions typically seen when using very small disposable liners in non-vented cup systems. Depending on your local regulations, using a DeVilbiss 3 oz. cup may allow you to spray outside of the booth and still remain compliant. Always check local rules before spraying. As an added convenience, the DeVilbiss 3 oz. cups are fully compatible with your existing DPC adapters.



The DeVilbiss 3 oz. cup is the right tool for small jobs! Save time and money. Order your 24-pack today – DeVilbiss part number DPC-503-K24.

TEKNA PROLITE 1.5 TIP IS NOW AVAILABLE.



PRO-200-15-K

GOT QUESTIONS? WE HAVE ANSWERS!

Customer Service & Technical Support:

1-800-445-3988

Monday-Friday • 8am to 5:30pm EST

E-mail us at: askus@devilbissar.com

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