

Dietz Supply Company Presents

The Perfect Finish

Issue #11



Photo Courtesy of Graco

A letter from the team:

In this issue we take an inside look at our Global Finishing Solutions project at Fox Valley Sandblasting & Powder Coating, details of Ransburg's IntelliFlow RM2, useful wood finishing tips from Graco, Gema app information, and much more!

We love to see all the amazing things our customers are doing in the industrial finishing industry; please continue to tag us in your social media posts!

Don't forget to stay cool this summer with Bullard products, featured in this issue as well. Your Dietz representative is happy to answer any questions you may have about the products featured and more! Please visit www.dietzsupply.com for manuals, brochures, and more product and technical information!

Sincerely,

Team Dietz



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Authorized Distributor



FOX VALLEY SANDBLASTING & POWDER COATING

Yorkville, IL

When Fox Valley Sandblasting & Powder Coating expanded to a 37,000-square-foot facility in 2020, Mike Schwebke and family wanted equipment that could handle any products that came to their door. A 40-foot-long Batch Powder Oven from Global Finishing Solutions (GFS) has been big enough to outsize their competition and help boost their bottom line.

Please tell us your story and introduce your business.

"We are an in-house abrasive blasting and powder coating contractor that was founded by my father, Jim, in 1987. We have always targeted quality, customer satisfaction and expediency. We are big believers that variety is the spice of life. We do a ton of retail work – patio furniture, car parts, motorcycle parts. We also do large-scale production pieces – pump work, large weldments, ornamental iron pieces, structural steel, agricultural equipment. We have manufacturers that send us products as far away as Tennessee, Texas and Colorado. However, most of our work comes from within a 100-mile radius of our shop."

How did you decide on GFS equipment?

"We have been a customer of Dietz Supply (GFS distributor) for a long time. A lot of our painting equipment we have purchased from them, for almost 30 years. We like that GFS is regional to us, and they have American-made products. All of GFS' component parts are also more readily available than some of the competition."

What do you like most about your GFS equipment?

"Compared to a lot of the other equipment we have seen over the years and equipment at our colleagues' facilities, all of GFS' stuff is just stout, very well-built. The substructure in both the oven and the booths is significant. A lot of other manufacturers rely too much on sheet metal for strength. Having structural beams, our two Powder Recovery Booths and Open Face Paint Booth are strong on their own."



How has your GFS equipment benefited your business?

"Our 40-foot-long GFS oven is the second- or third-largest oven in Illinois that is owned by a job shop. We take advantage of the volume of the oven to have things in pre-process or even baked before sandblasting from time to time, while we're still running other products in the front half of the oven. The temperature and convection inside the oven are also very efficient and consistent."



What is the plan for the future of your business?

"We haven't maximized what we can do here yet. When we do, I'm sure we will be looking at more equipment and more space, perhaps satellite locations. We've got a little more room to grow. We might put in another oven or another paint booth in this facility before we get to that point. For now, we're going to try to get as many happy customers in and out of here as possible."

IntelliFlow RM2

*Entry-Level Electronic
Plural Component
Proportioner*



IntelliFlow: The next generation of intuitive, accurate, connected proportioning solutions

The IntelliFlow RM2 is designed to minimize waste and maximize consistency for a wide range of hand spray applications.

- Low pressure, medium pressure, and acid-catalyst configurations available
- Up to 7 colors and 2 catalysts; mix ratios up to 100:1
- Easy operation and seamless installation
- Generates a proven ROI for your business
- Touchup or full production
- Two hand gun capability standard

IntelliFlow products deliver advanced automation and ease of use to drive efficiency, uptime, and process optimization.

- Large, color touchscreens with automated processes reduce training time and operator error
- Cloud-based connectivity allows remote monitoring and real-time diagnostics

FEATURES

BEST-IN-CLASS FLUID PERFORMANCE

- Precision 1:1 to 100:1 material ratio control
- Up to 7 colors and 2 catalysts, with customizable flush sequences per color
- Dynamic mixing reduces paint and solvent waste
- No Integrator needed, reducing maintenance and waste
- Standard air-solvent cop reduces solvent use up to 65% (Low pressure configurations)
- Critical components designed for reliability and serviceability

CLOUD-BASED CONNECTIVITY

- Remote monitoring for secure operation and diagnosis in real time
- Connect via Ethernet, Wi-Fi, cellular, or USB
- Track and export data for process improvement and VOC reporting

The Art of Wood Finishing



Today's finishers are knowledgeable, with a vast array of tools and technologies to deliver coatings that enhance the look and feel of wood, while adding critical protection to preserve furniture for decades. It has taken a commitment to the craft to bring the repeatable finish quality we see today – and the industry is always on a quest for more, better and even easier ways to finish.

You're facing intense pressures to improve. Margins are slimmer. Homeowners are more demanding. And unpredictable lumber prices have changed the types of wood used. Any perceptual flaws compromise the entire project, leading to costly rework, discarded lumber and customer dissatisfaction.

4 EASY WAYS TO IMPROVE FINISH QUALITY

Fortunately, there are a few simple, easy-to-implement ways to improve the complex, challenging finishing process:

1. Choose the right type of applicator.
2. Automate with the right capabilities.
3. Optimize uptime.
4. Keep your painters happy.

1. CHOOSE THE RIGHT TYPE OF APPLICATOR

A skilled, talented finisher may be your shop's greatest asset. Most projects require fine finishing or touch-up work. Often, an object's unique shape or size makes automated finishing impossible. But even the best craftsmen need the right tools.

There is a wide range of available applicator technologies – each offering distinct advantages, depending on desired finish quality, transfer efficiency, speed of application, type of paint used and more – that can help your crews deliver higher quality finish and differentiate you from the competition.

Air Spray

A low-pressure stream mixes with compressed air at the air cap to atomize material. Choose air spray applicators for low to medium viscosity fluids and Class A or decorative finishes, such as stains and toners. Many types are available for compliance with ever-changing environmental regulations.

- Conventional air spray guns use more air to deliver the highest finish quality, but transfer efficiency is lower.
- High Volume, High Pressure (HVLP) spray guns use less air to meet strict Environmental Protection Agency (EPA) regulations. Transfer efficiency is higher, but it sprays with less air atomization, so finish quality may not match conventional applicators.
- Low Volume, Medium Pressure (LVMP) spray guns balance air pressure to offer a solid mix of transfer efficiency and finish quality.



Airless + Air-Assisted Airless

Choose airless or air-assisted airless spray guns when speed and convenience are top priorities. Using only fluid pressure, airless sprayers deliver a slightly lower finish quickly than air spray, but with excellent transfer efficiency. The tip size and pressure determine material flow rate.

Air-assisted spray guns use a pneumatic pump to pressurize paint, making them ideal for high viscosity, high solids coatings and waterborne materials. They can create a finer finish than airless sprayers.

Don't Forget about the Air Cap!

Choosing the right type of applicator is simply the first step. Every surface offers unique challenges that may influence the type of gun – and type of air cap used.

Material-specific air caps deliver consistent atomization and uniform spray patterns over almost any type of product. Imagine swapping an air cap designed to optimize high viscosity, thick materials with one for a top coat or wood lacquer – within seconds.

The ability to choose from a range of air caps and spray tips allows wood shops to meet requirements with speed, precision and consistency.

2. AUTOMATE WITH THE RIGHT CAPABILITIES

Fine finishers remain critical to the wood industry, but quality is easier to replicate with automated spraying systems capable of continuous, near-flawless finishing. That's why most shops rely on both manual and automated spraying.

With a seemingly endless amount of colors, shades and finishes, automated finishing has become the only financially viable way to manage high volume production for many shops. More cabinets, doors, trim and furniture can be completed in less time using fewer resources.

Automated finishing systems don't require a lot of complicated gimmicks or complexities, they simply need the *right* capabilities:

Color Change Valves Close to the Applicator and Mix Point

With less material to flush, there's less waste and, more importantly, less downtime.

Tools that Help Set and Repeat the Exact Angle

It's important to match the spray pattern height with the product you are spraying. Often, it comes down to the angle or orientation of an applicator's air cap. Although this is critical, most operators have to "eyeball" the exact angle needed to optimize spray – and reset it every time air caps are cleaned or guns are serviced.

To expedite maintenance, optimize uptime, and reduce rework, look for automatic applicators with these features:

- Air cap angle indicators etched into the applicator itself
- Tools that further help technicians set and repeat exact angles, while covering air cap orifices and preventing injection injuries



3. OPTIMIZE UPTIME

Every wood shop owner knows that downtime means lost revenue opportunities. That's why you have a steady supply of extra applicators, spray tips, air caps, materials and more at your disposal. Unfortunately, your crews have to stop finishing to search for those extra parts – and possibly spend even more time to swap them out.

Keep Spray Guns Running with Cartridge-based Components

There's risk every time you stop production. Replacing several parts can take a lot of time. Just as importantly, it leaves room for mistakes. If one part is swapped out incorrectly, sprayer performance is compromised.

With cartridge-style equipment, you can remove and replace one piece, instead of multiple parts, all at once. This makes maintenance less risky and time consuming, allowing spraying to resume within moments.

Pick Suppliers that Streamline Inventory Management

Sometimes, parts must be ordered overseas. Meanwhile, finishers wait. And wait. Or, they use backup spray guns.

Without their best tools operating at peak efficiency, finishers may be less confident in their work, and it may adversely affect the finished product.

A dedicated parts manager can help maintain an adequate supply of replacement parts. But for those inevitable times when you need expedited parts, it's important to partner with proven manufacturers and distributors with localized inventory – as well as a history of fast, responsive service – to reduce lead times.

4. KEEP YOUR PAINTERS HAPPY

As experienced finishers retire, it's become increasingly difficult to find and retain quality replacements. Often, finishers opt to move to another position in your shop. Others may leave for more pay, more flexibility, or decide to pursue other interests. Fortunately, the same steps you'd take to improve their work environment also can incentivize talent to stay:

Make Sure your Shop is Adequately Ventilated

Like everybody else, painters want an easier, more comfortable work day. But some reluctantly wear proper PPE (personal protective equipment), especially in hot, humid weather. Unfortunately, chemical exposure has long-lasting implications.

A properly ventilated room helps circulate the air and remove some of the toxins from their work space. It's important to monitor it every day, especially as the weather changes.

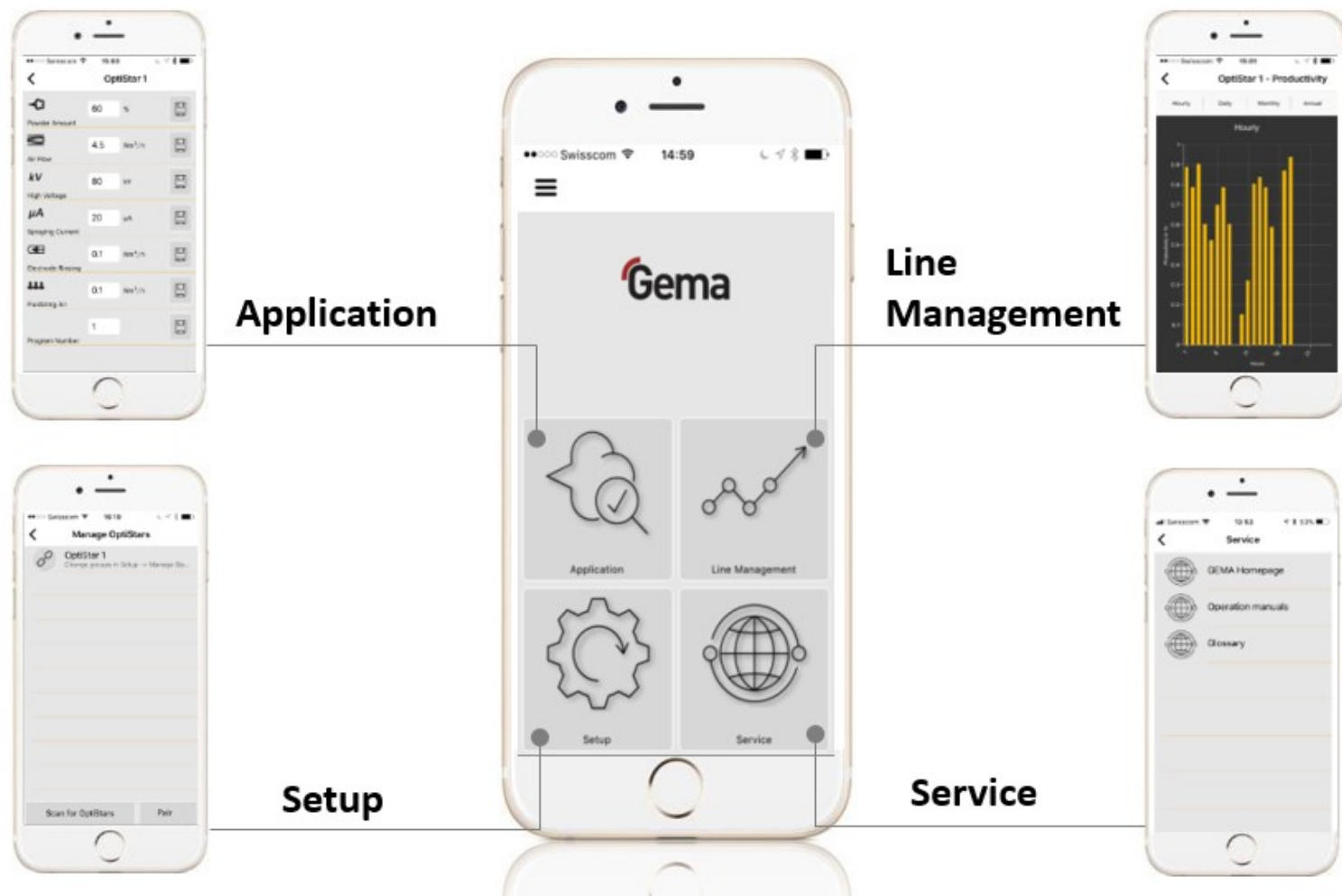
Make Purchasing Decisions with Ease of Use in Mind

Look for finishing equipment designed to alleviate common paint line problems.

- Lightweight spray guns with ergonomic features like hand rests and easy triggers, offer comfort and convenience.
- Applicators with cartridge-based components can be serviced or repaired quickly - without much downtime.

GemaConnect® Electrostatic App

Take advantage of the benefits of the new app! Monitor your application and your coating cost in real time and improve the efficiency of your application.

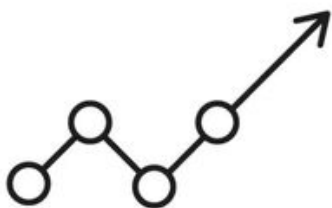


FUNCTIONS & CUSTOMER BENEFITS



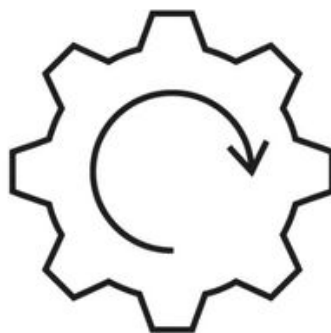
Application

Have all important application parameters completely under control via your mobile device! Parameter settings can be directly adjusted with the Electrostatic App and transferred simply and directly to the OptiStar gun control.



Line Management

The Electrostatic App allows you to monitor the coating process. Productivity statistics and cost calculations are automatically generated for each job, whilst upcoming maintenance can be scheduled directly from the App.



Setup

Configuration of the OptiStar gun control is adjustable via the App with control individually or as part of a group. System and diagnostic data is directly accessible for forwarding by e-mail.



Service

Long searches for user manuals are a thing of the past! The App offers direct access to the technical documentation of the system components. Additional information and news are accessible through the link to the Gema Website.

Triton



TRITON SPRAY PACKAGES

Triton is an air-operated diaphragm spray package that applies a high quality, decorative finish to wood and metal parts. Triton is a more effective alternative to traditional pressure pots and standard diaphragm pumps.

Features

HIGH QUALITY FINISH

Low pulsation output and smooth pump changeover deliver a consistent spray pattern.

EASY-TO-USE

Quick color changes and fast material refills save time and money.

RUGGED CONSTRUCTION

Stainless steel or aluminum pump handles a wide variety of fluids.

Key Applications

Triton is designed for all types of metal and wood applications:

Applying primers, basecoats and topcoats for:

- General Metal Fabrication
- Farm and Construction
- Truck and Bus
- Automotive Components and Touch-up



Spraying stains, sealers, lacquers and topcoats for:

- Wood Furniture and Cabinetry
- Wood Windows and Doors
- Customized Wood



Using a wide range of technologies:

- Conventional
- HVLP
- Compliant
- Electrostatic Air Spray



Easy Cleaning and Maintenance

RansFlex applicators are designed to reduce maintenance while increasing productivity

Proven performance

RansFlex Applicators - field tested to be the best finishing applicators available delivering the highest transfer efficiencies of any electrostatic guns in the industry.



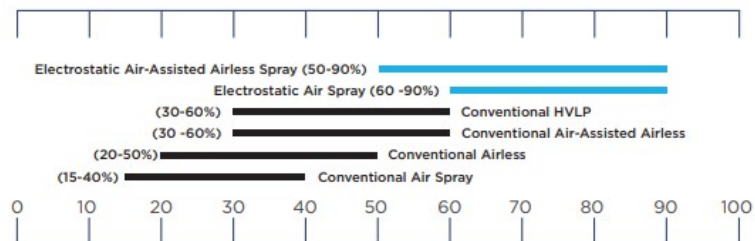
FEATURES

- There are NO exposed threads on either the fan valve or turbine valve cartridge effectively eliminating a favorite place for paint to collect
- Sub-assemblies are easily removed for cleaning and maintenance
- The overall number of assembled parts have been significantly reduced for easy maintenance

RansFlex delivers:

- Lower air pressure required to run turbine, saving air and associated costs
- Superior air cap performance available in air spray or TransTech technology in various pattern sizes. Based on DeVilbiss spray technology
- Excellent balance in the hand is combined with exceptionally lightweight characteristics
- Confidently sold with 5-year limited warranty

Transfer efficiency



This chart represents typical direct charge equipment transfer efficiencies, but not every installation. Conditions may vary due to material and application.

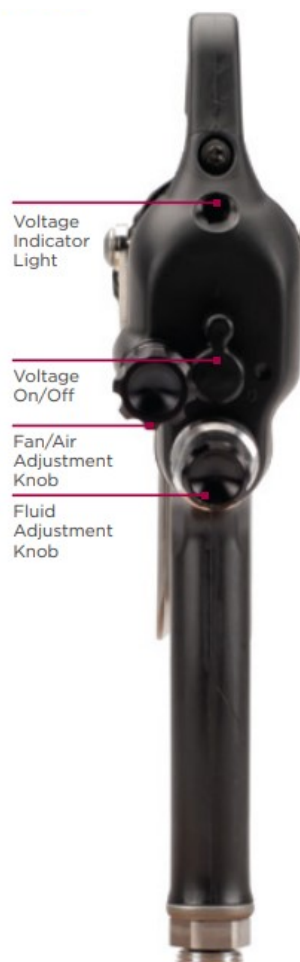
Flexibility that feels better in your hand

RansFlex guns provide painters with a more streamlined, lightweight and ergonomic experience. Less stress on joints and muscles lowers the risks of carpal tunnel and the impact of physical strain.

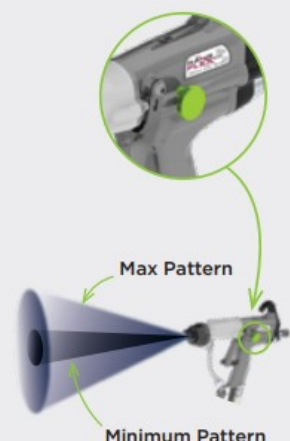
- Extended and rounded rear section - supports the weight of the applicator across the top of the hand
- Air inlet fitting positioned close to bracket, reducing the "treeing" effect of connectors while increasing maneuverability which decreases fatigue for the painters
- No special fittings required
- Contoured area on handle for added stability
- Stylized design rests comfortably in a painter's hand



Lighter.
Balanced.
Streamlined.



Quick Fan model features an adjustable spray pattern with a click of the button for increased productivity.



Keep it cooler with a Supplied Air Respirator (SAR)

Breathing Air Filtration: High Performance Air Filtering and Monitoring

Air Quality Boxes can help employers comply with OSHA regulations by providing high-performance filtration and continuous Carbon Monoxide (CO) monitoring. *

Advantages of SAR over APR:

- No fit testing
- No need to be clean shaven
- Full dermal coverage – covers entire head, reduces skin exposure, less worker clean up
- Less respiratory stress
- Higher levels of respiratory protection
- Body temperature management – reduces heat stress, increases greater worker comfort and productivity

AirGuard Air Quality Box

- Compressed air, breathing air, filtration and monitoring
- Portable or fixed system



WELDERS

BLASTERS

PAINTERS

SPRAY-FOAMERS

The Trifecta of Cooling Assemblies: pick your winner



AC1000 Cool Tube

- Get personalized comfort!
- Up to 30° from ambient air.
- Ideal for inside jobs and coatings.



HC2400 Hot/Cold Tube

- Be happy as you can be with vortex cooling!
- Hot and cold in one system!
- Ideal all year-long for evergreen outdoor jobs.



Dual-Cool Tube & Vest

- Have your own personal AC unit!
- Cools your head and your body.
- Ideal for inside jobs and coatings.

Call your local Bullard regional sales manager
for special respiratory solution packages!
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*not to be used in an IDLH environment

Ordering Gema OptiFlex Pro, OptiFlex 2, and Gema Automatic Parts is Easier Than Ever

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member!



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