



## Working together for a healthier environment.

IN THE COLLISION REPAIR INDUSTRY, preserving the environment for generations to come and creating a healthier work environment are goals that everyone shares. We're concerned about the effects of hazardous emissions and protecting our professionals. The benefits of environmentally friendly practices include cost savings from productivity and efficiency gains, lower materials costs, and improved workplace safety.

AS A COMPANY, Akzo Nobel believes strongly in its responsibility to help preserve the environment and reduce its ecological footprint, while at the same time helping our customers to find practical, sustainable solutions to their business challenges. Every day, our chemists are at work developing innovating product solutions that meet market needs, and field technicians are visiting collision repair shops and helping implement best practices for a safe, healthy workplace.

BY WORKING COLLABORATIVELY with the many facets of the collision industry, from the shop owners to trainers and educators to the government agencies responsible for creating guidelines and legislation, we're confident that we'll arrive at practical, workable solutions.

### Inside this issue...

- Customer Celebrates Conversion to Waterborne
- Is Your Spray Booth Ready?
- Tech Tip
- Countdown Calendar

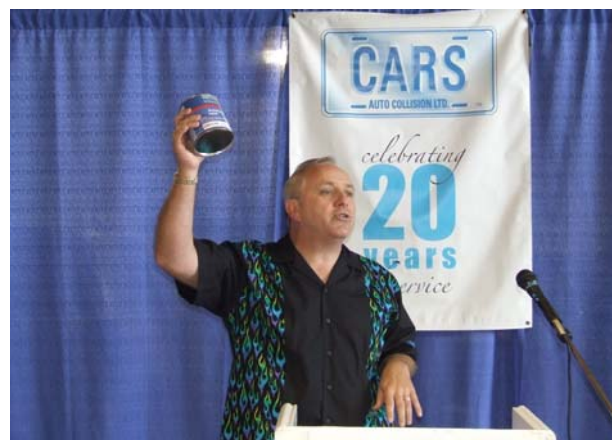
## CARS Collision Goes Green

**CARS Collision Centre/CSN, Burlington, ON**, held an *open house* June 7<sup>th</sup> to herald their shop's transition to waterborne coatings and celebrate their 20th year in business. Owner/President Nick DiLuca and his staff opened up the facility and hosted customers, suppliers, Chamber of Commerce members, politicians, insurance partners, and collision solution network partners. Nick took the opportunity to thank everyone for helping to build his business over the years and to discuss the shop's conversion to a waterborne system.

Nick feels that following his paint suppliers' advice to make a clean break from solvent-based to 100% waterborne was the best approach. Recognizing that the conversion was not optional and would have to be done sooner or later, he decided to beat the rush and get into stride with Sikkens Autowave right away. He added that his painters love their waterborne system and have no desire to continue using the old solvent-based products. "It took some training and a little adjustment, but it's been well worth it," Nick said. "The color match and appearance with Sikkens Autowave are superior to



**Nick DiLuca**  
Owner & President  
CARS Collision  
Center  
Burlington, ON



Distributor Don Treschak holds a can of Sikkens AutoBase Plus as he explains the difference between waterborne and solvent-based paints.

solvent-borne basecoat and once you get used to it, there's nothing difficult about using the new products and processes."

Nick suggests to other shop owners that they contact their paint suppliers and ask for help with the initial assessment to determine what equipment, if any, is required, and the steps they should follow for the conversion. The paint companies are well prepared and eager to help; but remember, they don't have infinite resources and will need to schedule product conversion and training in advance so that all of their customers receive the support they need.

## CONVERTING TO WATERBORNE... IS YOUR SPRAYBOOTH READY?

by Rick Farnan, Facility Planning Manager,  
Akzo Nobel Coatings, Inc.

### Before Buying or Moving In New Equipment...

basic preparation is key. Now more than ever, a down draft paint booth must be set up and operating properly in order to achieve the cleanest finish possible. No matter how new, elaborate, or high-tech your equipment might be, if the preparatory groundwork has not first been laid, your operation's success will be compromised. There are three preliminary building blocks that are fundamental to a successful down draft spray booth:

### BALANCE — BALANCE — BALANCE

**1. BALANCE in cabin pressure during the spray cycle.** (Air in = Air out) The air entering the cabin must be equal to the air being removed. Most manufacturers provide a booth balance gauge and an automatic or manual balancing device that can be visually monitored to control this cabin pressure.



**TIP:** Keeping the paint booth at a slightly negative or balanced condition will provide the best air flow during the spray process. An over-pressurized cabin will only increase the chances of contaminating the finish.

**TIP:** Make sure the booth balance gauge is calibrated quarterly. (Refer to your booth manufacturer for this process.)

### 2. BALANCE of airflow through the grating.

**SUCCESS BEGINS BELOW THE GRATES!** Maintaining a "Shield" of clean air around the vehicle starts with the balanced air flow throughout the grated area, irrespective of floor grating pattern (e.g., single, three-row, or full floor grated area). This is accomplished by air diffusion via baffles located directly below the floor filters. When set up properly, the measure of air flow through each exhaust section of grating should be equal.



Three-Row Pit

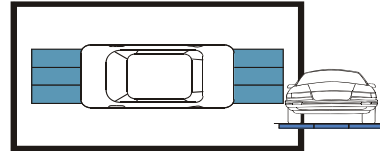
**TIP:** Once in place, mark or record the location of each baffle. Otherwise, during routine maintenance, they could be replaced incorrectly.

**TIP:** Always select a non surface-loading exhaust filter. This will assure constant filter loading, extended filter life, and uniform air flow across each grated section.



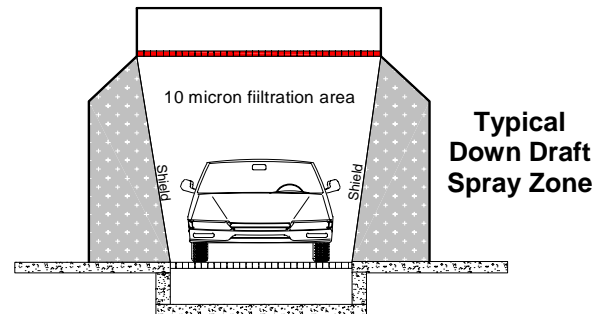
Sample Diffuser

**3. BALANCE when placing the vehicle over the floor grates.** Location over the grated surface will ensure that the air flow is uniform around the vehicle and that the "Shield" is protecting the surface from contamination outside the spray zone.



**TIP:** Center the vehicle front to back and right to left over the floor grating.

**When these three principles are applied, a ten-micron perimeter of clean air will provide a Shield within the Spray Zone.**



**All three balance procedures must be in effect for everyday operation.** If one falters, they will all crash and the "Shield" will be destroyed. What impact does this have on waterborne drying devices? Regardless of which device you decide to place in your cabin, if the "Shield" is not protecting the vehicle, the chances of contamination to your new finish increase dramatically.

**TIP:** Allow three minutes for the cabin to remove overspray before activating any waterborne curing device.

**In the next issue of Ecological, we will address waterborne curing devices: the three basic types, locations, and support equipment.**

**Rick Farnan** joined Akzo Nobel in 2002 as Facility Planning Manager for Car Refinishes NA. Rick has a varied and multi-disciplined background that spans 33 years in the automotive/paint industry. He began his career as a production engineer for DeVilbiss Co. and later managed the national training center of Team BlowTherm in Atlanta. Rick was instrumental in the design and development of several major advancements in the car refinishes industry including the U.S. Patented "Advance Cure®," a device used for rapid drying of waterborne coatings. In his current role, Rick manages Layout & Design Services as well as "Equipment Procurement Service" — a program he developed to provide customers with equipment/installation and pricing comparisons of capital equipment for their facilities.



## Tech Tip

### Achieving a Successful Conversion to Autowave

by Gerry Grenier, National Technical Manager, Canada

**Planning, Planning, Planning.** The majority of shops that are pro-active and not waiting until the last minute to embark on their conversion can see the advantage to early preparation. The equipment installation was easy to schedule and so was training and shop support. As we get closer to the government's proposed date for conversion, there is a concern that equipment suppliers will not have enough sufficiently trained personnel for installations, thereby creating an increasing backlog. Our field support schedule will also be increased so that the time spent with each account in some cases may be minimized.

Waterborne technology is very user-friendly. But as with anything new, it requires an adjustment in our working process to be able to maintain or increase existing throughput.

**Make a Checklist!** This is essential to ensuring a successful conversion to Autowave and must be completed prior to the conversion test market. A suggested list is shown to the right.



## COUNTDOWN

**Months remaining before  
Rule changes go into effect:**

**California  
SCAQMD— 11 months**

**San Joaquin Valley: 17 months**

**Canada—17 months (est.)**

CHECKLIST	Person(s) Responsible	Due Date	Completed
<b>1. PRODUCTS:</b>			✓
All Autowave MM toners & backup			✓
Activator WB			✓
Autowave Additive LP			✓
Autowave Gun Cleaner			✓
Autowave Separator HS+LV or Superior 250 w/ hardener & activators			✓
<b>2. ANCILLARIES:</b>			✓
Autoclean pump bottle (for gun cleaner)			✓
Measuring sticks			✓
Plastic mixing cans			✓
Pack/metal spray cards			✓
Cleaning bottle for solvent & waterborne cleaner			✓
PPS/RPS system			✓
3M Green Tape #233+ & masking paper or Akzo Plastic Mask			✓
<b>3. EQUIPMENT:</b>			✓
Recommend separate spray gun for Autowave use. ◇ Sata RP (1.3/1.4), SATA HVLP (1.4/1.5), DeVilbiss GTI (1.5/115), Iwata 400 1.4			✓
Paint strainers 125-micron ◇ Gerson or Sata RPS or 3M PPS system with correct filter system			✓
Waterborne basecoat tack rag			✓
Rack/shelf for storing all Autowave MMs			✓
Drying equipment: ◇ Installed Garmat, Airwave or other system ◇ Hand-held/Air Jets on stand			✓
Gun cleaning equipment, e.g., Drester 1000			✓
Waste container for Autowave paint residue			✓
Waste disposal setup			✓
<b>4. IT/MM Colors</b>			✓
CD with formulas installed & correct product for Addit			✓
Toner wall chart			✓
Mixing machine stickers			✓



**Autoclear Superior**  
The first and only clearcoat designed for waterborne basecoat... Dive In!



**Our Focus - your success**

The first and only clearcoat specifically designed for waterborne use, Autoclear® Superior clearcoat from Sikkens is the clear choice. To find out more, Contact your local Sikkens representative, visit [akzonobelcarrefinishes.net](http://akzonobelcarrefinishes.net) or call 1-877-FOR-AKZO to receive a FREE copy of "The Future is Water" DVD with instructional information from people just like you.

Sikkens — people best at enabling bodyshop profitability.

Akzo Nobel Coatings Inc.  
5555 Spalding Drive  
Norcross, GA 30092



Printed on recycled paper