

to the vehicle with extremely finer atomization (it's like putting your HVLG on steroids), and that means better coverage using far less material and thereby faster cycle times. How much less?

Bobby Glaize has reduced his wet materials cost by 28 percent, which is astounding. However, even a conservative 10 – 15 percent reduction is substantial if your shop is spending \$10,000 or more per month. That's \$1,000 to \$1,500 less in wet material bills at the end of the month. You do the math! And this applies to all wet materials... primer/sealer, color and clear.

Mike Bachiochi commented, *This is a game changer.* He and his head painter Wyatt said they could see a significant material reduction immediately. Wyatt performed an "in shop" reality test. He painted one side of an overall with compressed air and the other with nitrogen. You could clearly see a sharper, deeper "light line" on the nitrogen side. The compressed air side was more "muted," "mottled" and defused. Not as crisp...not as sharp.

We have discussed the nitrogen, so let's move on to the second component: **HEAT.** The air discharged from the machine is also heated, which allows better "Post Flow" (how the paint flows out once it reaches the panel), again accelerating coverage and shorting cycle time. Ever heard of "slow as molasses?" Well, warm up the syrup and see how fast molasses can *really* flow. This system allows delivery temperatures upwards of 160 degrees (depending on the paint product being applied). Heat has always been the painter's friend. (You may be too young, but some may remember Hot Plates.)

So let's review. More paint transferred to the vehicle equates to better coverage, shorter cycle times, less overspray, cleaner paint work, less filter change outs and lower paint bills...which equates to higher profits, and so on, and so on...

In conclusion, this new technology is not for the "faint of heart." A cost of \$30,000 per booth is not uncommon. That being said, ask any of the users and they will tell you the ROI on a system is an impressive 12 to 15 months. Even more impressive: The paint shop's "*operational cost reduction*" is **immediate!**

Tom Beck is the owner of Future Cure Paint Booths and can be reached via info@futurecure.com. Visit Future Cure at Booths 100 – 105 at NORTH-EAST™ 2013.

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