



Newsletter August 2009

Be aware of the safety regulations in your area: As you know the coatings that we use are hazardous if not used properly, and we suggest that you use certain safety equipment and take certain safety precautions when you are spraying and mixing and preparing the surfaces for refinishing. You must be aware of your local laws and regulations, WHETHER OR NOT you have employees.

One of my customers just got an unexpected visit by his state Labor and Industry department. They were with him for several days, going out on the job site and watching his employees do their jobs. They wanted copies of this and copies of that, they took pictures of what the employees did and the equipment they used. The state monitored the air to make sure the threshold limits of the coatings were not above what the state says is safe, or what the federal regulations require. Now the state gets to go back to their air conditioned office and figure out how much they are going to fine my customer, even though he thought he was doing everything right.

One of the employees was wearing a half mask respirator, when cleaning the tubs, the state required he use a full face respirator. One employee was not wearing gloves when cleaning and the state required that he wear chemical resistant gloves, they were using a positive air supplied respirator when spraying and the state said that was great, they used 2 exhaust fans and the state said that was great.

Most states have similar regulations, some, you must have a city, state and county business license, some you don't need anything, some, you need a license if the amount charged is over a certain amount, just check YOUR local state and area regulations **before** you get visited.

When we suggest that you use a positive air supplied respirator, it's because it's a safety thing and not just a sale ploy. When we suggest that you have an exhaust fan, it's a safety thing and not a sale ploy. When we suggest that you carry a complete set of MSDS with you onto the job site (in your truck) it's because most states require it. When we suggest that you wear coveralls or long sleeve shirts and pants and a spray hood or spray sock, it's a safety thing, not a sale ploy. A lot of these things are common sense, but a lot of them are required by your local state, city or county regulations. You have to **KNOW** the rules and regulations, you can't just think you know or you can't just say I thought I read this or read that, you have to be sure. A perfect example: I thought I was sending Dissolve-X to you guys the proper and correct way, but guess what, when DOT made a surprise 4 ½ hour visit, I learned that I cannot send DX in gallon sizes, and because that's what my shipping records showed, I got a nice little \$2100 fine, if I wanted to protest the



findings I could request a hearing a face a possible \$4500 fine. DX must be shipped in quart sizes, but not gallon sizes. Oh yeah I also did not have in the file cabinet a recent training certificate to show that I had been trained in shipping our coatings and supplies, this has to be updated every two years. **SO MY POINT IS THIS:** Just take an hour or so and make sure you are current with all your local and state regulations concerning our particular industry. Then if you are visited by the city, county or state or even the Feds you will walk away with an attaboy instead of an “ ahsh..”

ECONOMY UPDATE: Several of you state that you are busier than you have ever been. Some of you have told me that things are really slow, and a lot of you say things have been about normal. The important thing is, regardless of how your business is doing, the important thing to remember is to keep your name in front of your customers. Make personal contact, or send them letters or post cards, or even call, just keep in touch, make the cold calls and keep knocking on doors and the doors will open.

Specials: I have one Accuspray 23KAS (3 stage turbine) in stock (it was a special order for a customer) it sales for \$835, complete (list is around \$1100). I only have one, the first one to buy it will also get 2 gallons of SuperGlass 9000 or 9200 white, for free, this offer good till Sept 29, 2009.

Message from Don:

Don't forget about the Marketing CD, Marbling Compound, Stone Coat granules, and the Non-Skid granules. Look at your price list once in awhile, we really are your one stop shop for all your needs, colors we got colors, there really is more than just white and almond!!!!

This and that:

We are currently testing some very low VOC coatings, as Fed regulations will dictate that we change one of these days, and our research department is also working on waterbased formulas that will withstand our requirements and wear and tear. We are not a one trick pony and we try to stay ahead of your and our needs and we will keep you abreast of new developments in our industry .

VACATION TIME AGAIN: The warehouse will be closed Wed, Oct 7th and will reopen on Mon, Oct 19th, 2009. Orders received by Oct 5th will go out, orders received before 10am Oct 6th should go out, but don't wait till the last days, get your orders in early so you don't get caught short. Again, Thank you for allowing us to close the warehouse during this time.