

**Refinishers Warehouse Newsletter**  
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**HOW MUCH COATING IS NEEDED?**

The amount of Superglass 2000, 7000 or 9000 needed to cover a surface can vary depending on the size of the bath tub, sink, stove, refrigerator or countertop you are refinishing. On average, the following amounts of mixed coating and catalyst are required to color the following surfaces and provide a lasting finish:

BATH TUBS	24 oz of coating and activator, thin 30%
BATH SINKS	4 -6 oz of coating and activator, thin 30%
REFRIGERATORS	14 to 20 oz of coating and activator, thin 30%
DISHWASHER DOOR	4 oz of coating and activator, thin 30%
SINGLE KITCHEN SINK	8 to 10 oz of coating and activator, thin 30%
COUNTERTOP	1 oz per linear foot of coating and activator, thin 20%

**CREDIT CARD SALES**

Please make sure when using your debit card that you are not exceeding your limit. It sometimes takes 20 to 30 minutes to find out that the card limit has been exceeded and we can't get authorization. When your card doesn't process, we have to start the process all over again. That delays getting orders out the same day. Thanks for your help!

**BONDING AGENT - WHY OURS IS THE BEST**

Because chemicals have a shelf life (expiration date), the chemicals in our bonding agent are more reactive, providing the strongest bond available. When you combine chemicals, the reaction causes some of the chemicals to lose the properties that make them good. Over a period of time they become less effective.

For example: A new can of paint when first opened is smooth and liquid. After it sits around, the paint becomes thicker because the solvents are evaporating. It eventually becomes hard and dried out. That's what happens to most chemicals, either alone or when mixed. Evaporation or change takes place.

So with our Glaz-weld Bonding Agent, it is always at it's optimum bonding power. You can confidently continue to give your five to 10 year warranties on your tubs. We have been copied over and over again but no one has been able to duplicate our formula. It is still the best, by far!!

## **APPLIANCES**

Do you refinish appliances? Independent surveys of refinishers across the country have shown that between 40% and 60% don't. That's a lot of money you could make. Many refinishers don't have a good reason for not doing appliances. Some say the stove top discolors around the burners. Well, then, don't buy a new car because the tires will start to go bad after awhile.

When you add up the dishwasher door (\$45), the dishwasher door bottom panel (\$10-\$15), the range hood (\$35), a built-in stove oven door (\$65-70) , a stove top (\$55-65), a free-standing stove (\$110), a refrigerator (\$125 for two door or \$140 for a side by side, plus an extra \$15 for a water/ice maker on the outside of the door), you can see that you just made \$300 to \$400 where you might have only done the counter top.

When you do a stove top, it can discolor after a period of time. Depending on how the user cooks, that could be six month or 2 years. Tell the customer up front that it can discolor in time. No one has a coating that will withstand extreme heat AND every day use. Ours comes pretty close. The stove top makes up about 20% of a free standing stove, so the part that discolors can always be re-sprayed (the stove top) for \$50 or so. It may be good for another two years, especially in the apartment market. I found in the private residences, the homeowner will sometimes opt for a new stove but will have everything else refinished.

## **COLORS**

Speaking of appliances... don't be afraid to suggest different colors. When I was refinishing, I sprayed several black appliances. They looked awesome. I also did a candy apple red stove for a professional chef and several in different shades of gray. If you can talk to an interior decorator, they will tell you what the hot colors are going to be for the next couple of years. In 2002 I've been told you will see bright yellows and Cobalt Blue appliances. Add it up! In one eight or nine hour day you can easily do all the appliances and the kitchen counter top and walk away with a lot of income for your effort. If you let yourself get in the mind set that "I'm going to specialize in counter tops or bath tubs, you are going to miss out on a lot of income. Expand your market and increase your profits..... guaranteed.

## **ANTI-GRAFFITI PAINT**

Are you interested? There are a number of anti-graffiti paints, coatings, and graffiti removal products available on the market today, all of them with varying degrees of success. Most are formulated with some form of silicone, wax, or other form of repellent. The challenge for paint manufacturers has been in finding

the right balance and performance to block the penetration of whatever medium a "tagger" may choose to use, and keep it from destroying the underlying coating or substrate.

There are two basic types of coatings:

**Sacrificial:** Most sacrificial coatings are a single component silicone water borne emulsion. This coating is rather simple in the fact that when they have been tagged you may remove the violation with a high pressure washer, removing the graffiti and the coating at the same time. This requires that the protective coating be reapplied. The cost, initially, can be lower, but its outside applications will generally have a shorter life span. Accessibility for clean up must be taken into consideration.

**Permanent:** A permanent coating may be an epoxy, a two component polyurethane or a single component moisture cure. Of course, the advantage with a permanent coating is that you apply the coating once. They are far more durable to cleaning and weatherability.

Both types of coatings may be applied with an air-less sprayer, paint roller, brush, conventional spray equipment or HVLP. The permanent types are more apt to be available in a wide range of colors.

Since anti-graffiti coatings contain silicones or waxes, it is usually recommended that a second spray gun be used specifically for that use, as you might not clean all the residue from your system and contaminate your other coatings.

There is a large market for the anti graffiti coatings. Restaurant rest rooms, public rest rooms, club houses, rec rooms in apartment complex, lockers in schools, furniture in schools, bus stops, and mail boxes. Where ever you have seen graffiti, that's a market for the product.

We have a product!! Once you have applied the anti-graffiti coating, all that's needed to remove permanent marker is rubbing alcohol: Spray paint and other marks are also easily removed. If interested, call for more information.

## **NEXT NEWSLETTER**

- Non-Isocyanates-What is the hype?
- Putting together a portfolio
- New Web Site Information