

INNOVATIONS

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Automotive Aftermarket Industry Week



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2006

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International Autobody
Congress & Exposition

NACE
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The World's Collision Repair Event

NACE Booth #W1841

GLOBAL SOLUTIONS NETWORK

SEMA / NACE

PREPARATION COUNTS

EVOLUTION OF KUSTOM PAINTING

ARTOOL TEMPLATES

ASET AND THE 2006 AIR AFFAIR


ANEST IWATA



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INNOVATIONS

IN THIS ISSUE

In this third installment of INNOVATIONS, ANEST IWATA describes its extended global network.

Craig Fraser covers the evolution of kustom painting.

Artool's Gabe McCubbin reflects on his journey and discusses the future of the industry.

ASET and the 2006 Air Affair with many of the worlds greatest kustom painters participating.

Rounding out the issue we spotlight several new products and offer tech tips to keep your ANEST IWATA products in top shape.



GLOBAL SOLUTIONS NETWORK:

ANEST IWATA Corporation

Since 1926 ANEST IWATA has offered new technology in the form of practical, innovative products. Because of this focus, the company has seen tremendous growth in international markets, leading to its current global outlook.

ANEST IWATA's world headquarters is located in Yokohama, Japan, with three domestic manufacturing sites in Japan and many sales and support offices in Asia, Europe, Australia and North America (ANEST IWATA USA, Inc., Iwata Medea Inc. and Powerex-Iwata Air Technology, Inc.). The company is currently enhancing its overseas network to prepare for further globalization.



Europe or Asia, has its own specific characteristics."

In operating under the idea that there is no unified world market, ANEST IWATA builds its goals around the idea that international business needs to work under a single unified policy—a shared business vision.

President Kiyoshi Morimoto believes that a global company must remain locally focused in order to achieve success. "This way of thinking applies not only to market development, but also when it comes to procuring supplies from world markets. With the aim of becoming a global corporation, I hope to garner the wisdom of all our employees,"

Morimoto says.

"I feel we are finally transforming ourselves into a truly global organization," says ANEST IWATA Corporation president Kiyoshi Morimoto. "But my definition of global includes specific connotations of local as well. In other words, I don't mean to say that there is a single world market, but rather each market, whether America,

ANEST IWATA understands that its current global presence is the result of meeting the needs of local markets. The company contributes at the corporate level and as individual members of the ANEST IWATA family by paying attention to the diversified needs of global customers, improving safety and reliability, and actively serving local communities.



The SEMA Show is the world's premier automotive specialty products trade event. It draws the industry's brightest minds and hottest products to one place: the Las Vegas Convention Center. As part of AAIW, the SEMA Show attracts more than 100,000 industry leaders from over 100 countries.

LAS VEGAS CONVENTION CENTER
Las Vegas, Nevada

Tuesday, October 31 through Saturday, November 3, 2006

Visit us at booth #23697



The World's Collision Repair Event! Convenient, one-on-one access to the manufacturers, suppliers and industry specialists who can provide valuable information, answer your questions and help you grow your business.

MANDALAY BAY CONVENTION CENTER
Las Vegas, Nevada

Thursday, November 2 through Saturday, November 4, 2006

Visit us at booth #W1841

PREPARATION COUNTS:

Primers and Sealers

An important part of preparation is choosing a primer that is compatible with the substrate about to be refinished, whether it's steel, aluminum, e-coat, plastic, fiberglass, cured OEM, or the dreaded repaint. The surface must be clean and dry before you begin no matter which substrate you're working with. This means prior to doing any repair work, the surface should be cleaned with soap and water followed by a surface cleaner that's compatible with the substrate.

Preparation counts. Be ready for the thief of time by stopping it before it stops you. Use the right piece of spray equipment for the job at hand. Primer is the first building block of successful refinish work. With that in mind, ANEST IWATA has designed and engineered the LPH440 Primer Gun.

Traditionally, the old color gun that's no longer good enough for color or the \$39.99 knockoff becomes a primer gun. That's a get-by at best, and not good enough for today's high-solids primer, surfacers or filler.

The first rule is to follow each paint company's recommended mixing ratios and fluid nozzle sizes for the product being sprayed. Fluid nozzle sizes for the LPH440 are 1.4, 1.6, 1.8, 2.0, and 2.5. Keep in mind as the primer goes, so goes the top coat.

The spray pattern on the LPH440 is very well-defined with a sharp edge, which creates very little if any peripheral overspray, eliminating the need to bag or block mask, and it does all this on only 8.9 CFM at 20 PSI.

**SHARP EDGE
SPRAY PATTERN**

For questions about ANEST IWATA spray equipment, visit Hub's message board at www.asetusa.com



Waterborne materials are a reality and the LPH440 is waterborne-ready. It has stainless steel fluid passages, nozzle and needle.

The LPH440, with engineered atomization at low pressures, will result in these time-saving benefits:

- High transfer efficiency = dollars saved*
- Fewer coats to achieve desired film build = less spray time*
- Better solvent escape = faster through dry*
- Less overspray = save on cleanup time*
- Improved adhesion = reduced chance of peeling*
- Self leveling = less texture to sand*
- Faster cure time = reduced sandpaper clog*
- Easier sanding = save on sanding time*
- Better color hold out = fewer come backs*

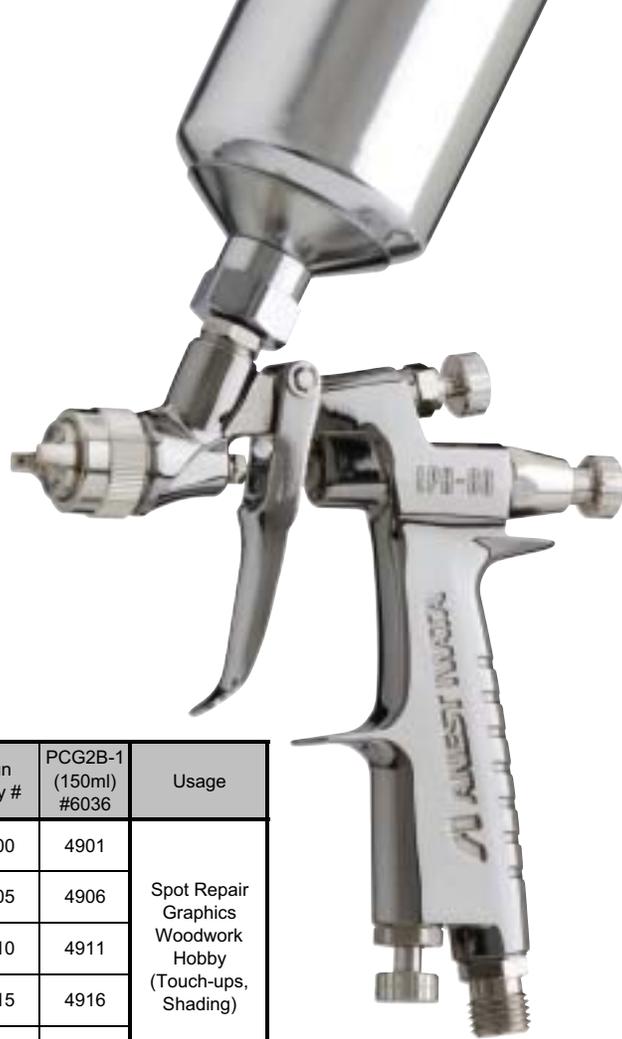
Preparation counts. At 75 percent or more transfer efficiency, it won't take long for the ANEST IWATA LPH440 to pay for itself. You do the math. It's a great investment!



LPH80

NEW Miniature HVLP

LPH80 HVLP miniature center-post spray gun is the true complement to our full-size spray guns. The LPH80 is ideal for large backgrounds, spot repair, blending, shading and touch-up. Spray patterns ranging from 1.6 inch round pattern to a full 5.5 inch fan pattern. Low operating air pressure and low 1.8 CFM allow the LPH80 to be run with a small air compressor, making it perfect for mobile repair operations.



Model	Nozzle size mm	psi	cfm	Pattern width inch	Air cap model	Weight lbs	Gun Only #	PCG2B-1 (150ml) #6036	Usage
LPH80-042G	0.4	13	1.8	1.6	E2	0.45	4900	4901	Spot Repair Graphics Woodwork Hobby (Touch-ups, Shading)
LPH80-062G	0.6			2.4			4905	4906	
LPH80-082G	0.8			3.2			4910	4911	
LPH80-102G	1.0			3.9			4915	4916	
LPH80-122G	1.2			4.7			4920	4921	
LPH80-104G	1.0	14	2.1	5.1	E4	0.45	4925	4926	Spot Repair Woodwork (Touch-ups, Shading)
LPH80-124G	1.2			5.5			4930	4931	



KUSTOM TH

NEW Fan Pattern Airbrush

The first airbrush to create a fan-patterned spray, the TH stands alone. Triggering the imagination of auto-body touch-up and Kustom painting, the Kustom TH delivers unprecedented control of a fan pattern with a minimum of overspray, giving it a unique advantage over mini touch-up guns. This tool is great for small areas such as chip repair, fender welds, doorjamb and other hard-to-reach areas.

For more information on the latest airbrush innovations, visit Iwata-Medea at www.iwata-medea.com.



EVOLUTION OF KUSTOM PAINTING

Craig Fraser

One of the questions I get the most in the kustom paint industry is, “What will be the next popular trend, or the next hottest technique?” In reality, there is no way to truly predict the next big thing. The real trick is to recognize it when it already gets here, and then to take advantage of it. That is pretty much kustom painting in a nutshell. In kustom painting there are three primary influences that govern change:

1. Artistic innovations brought about by the individual artists.
2. Styles and preferences demanded by the clients in the industry.
3. Technological innovations in materials and equipment.

The kewl thing about this industry is whenever one of these influences gets a little stale, the other two continue to push the industry forward.

The more the kustom industry grows in size and the more painters get involved, the more diversified styles and techniques become available to all. The term evolution is actually not applicable when talking about styles and techniques. In evolution, the subject in question evolves until there is a completely new subject, or a number of diverse new ones, that replace the old. In the Kustom Kulture, the older styles and tricks never really go away. They may change and become hybrids, but often the good ol’ fashion way of doing a kewl kustom effect never changes. I like to think that the industry is in a constant state of Revolution instead. Sounds better, too.

The biggest revolution that Kustom Painting has undergone in the last decade is in materials. In less than six years we have gone from having two to three

specialized kustom paint manufacturers to having well over a dozen represented at the SEMA/NACE shows. This increase in the availability and diverse color palettes of these new companies gives the artist even more opportunities to create. With the paints being more durable and lightfast, these paintjobs now have a much longer lifespan, and the concept of the kustom paintjob as an archival piece of artwork becomes much more plausible. Information is also a new commodity in the kustom industry. While once considered top-secret, now information is traded openly, and the entrance of DVD technology can bring a hands-on workshop right into your front room. Sometimes these changes and advances are viewed with suspicion. Many painters tend to look back with nostalgia at the 60’s and 70’s as the “Golden Age” of kustom painting. In reality, the Golden Age is right now. As kustom painters we have more opportunities now than ever – not just with the materials and equipment available, but also with the rising acceptance of kustom painting and its new mainstream profile on TV Build Shows. There are more kustom painters working today in the industry than in any other time in history. While it has always been kewl to be a kustom painter, now you can pay the bills, too!



So how do we control this new industry? How do we predict trends and steer it where we, as painters, want it to go? We can't. We never could. I like using surfing as an analogy. Think of the next industry trend as a wave. You can never fully predict when the next one will hit or how it will hit – you can just go on past experience and current conditions. When you see one coming, you paddle up to speed and drop in. Whether it is a good ride or bad one is due to the wave and surrounding conditions, to your own ability and sometimes even the board you chose that day. Even the best wave will not last forever and the best surfers know when to kick out and go look for another set. If you ride the wave all the way into the beach, it takes all that longer to get back out to where the real waves are.

Kustom painting is very similar. The same way that surfers will go by historic storm cycles (Big Wednesday), Kustom painters can go off previous trends in kustomizing. It is possible to find patterns in cover vehicles when comparing magazines over a long period of time. Of course, just like predicting stock market trends, they are never 100 percent correct. The key is not to find the one trick that will make you a successful kustom painter; it is to learn as many tricks as possible. Try as many paints as possible. Experiment and master as many different airbrushes and sprayguns as possible.

A good example of one of these revolutionary waves is the “realistic fire” trend that has been doing quite well for the past few years. While realistic fire has exhibited itself in fine art and kustom painting for numerous years, it took Mike Lavalee to really bring the technique into its own with the advent of his “Tru Fire” technique. Mike not only showed that the effect was strong enough to exist on its own as a graphic, but also broke it down into understandable steps for education. Mike didn't create the wave – he was just the first that rode it well. Realistic fire has been a big enough wave that there are a number of artists (myself included) who have developed their own styles and expanded the market instead of saturating it, meaning the clients are sick of something yet the painters keep shoving it down their throats. Has this happened before? Can you remember the van industry? Scary, huh? Is our favorite fire technique in danger of this? Everything is. As



kustom painters, it is our duty to kick out of the wave before we all end up on the shore. So far the wave is holding its own and there have been enough changes and modifications to the realistic fire technique to keep it interesting. Still, it is important to note that while the majority of kustom painters will naturally kick out and prevent trends from turning into fads, there will always be a few painters that will run it into the ground and turn a popular effect into the graphic equivalent of the “Macarena.”

While the industry will continue to evolve and revolutionize on its own, we as painters must do so as well. The term “Jack of all trades, but master of none” is not negative in the kustom industry – it is the name of the game. While no one can truly ever master anything, we can all become proficient and diversify. The best kustom painters have always been the innovators. No one remembers the fastest, the richest or the best flame painter. But they always remember the kustom painters that pulled rabbits out of their hats – the ones that revolutionized the industry.

Paint to live, live to paint.

Craig Fraser has been involved in airbrushing for more than 20 years. Specializing in automotive airbrush work, pinstriping and the fine art of the Kustom Culture, Craig has been the in-house airbrush artist for Kal Concepts since '92. With more than 20 videos, a number of books and many magazine articles focusing on the kustom culture, Craig splits his time between kustom painting, teaching and designing products. When he is not on the road with Iwata or the Airbrush Action Getaway workshops, you can find him at his studio, "Air Syndicate Inc.," in Bakersfield, Calif. Call (661)-836-3084 for more information or check out the Kal Concepts/Air Syndicate Web site at gotpaint.com. Log onto their Q&A forum at kustomkulturelounge.com.



ARTOOL TEMPLATES

Setting Industry Standards



Dennis Mathewson

Gabe McCubbin has been busy. For more than 30 years the fine art guru turned airbrushing entrepreneur has been making his way in the world of atomized paint, and his company, Artool Products Company, Inc., is hitting the scene in a big way with space-age, laser-cut polymers.



Craig Fraser

It was during the early 90's when an idea and an entrepreneurial drive hit Gabe, and he came up with his first products, the Multirail and the Cuttingrail. Charles White III was Artool's very first endorsement. "Charlie loved these new tools," and the tools are still sought out today by fine artists, muralists, calligraphers and illustrators. After a full-page product review for the Multirail in Airbrush Action Magazine, Artool was officially on the art materials map. Products started pouring out of Gabe's new company.



Mike Lavallee

Eddie Young created the first Artool Signature Series Freehand Airbrush Templates, FH 1 & 2. Artool then began working with accomplished artists Richard Montoya, Andrea Mistretta, Radu Vero, Mark Rush, Edward Reed, Julian "Mr. J" Braet, Michael Cacy, Gary Padilla, Craig Fraser (the Skullmaster), Deborah Mahan, Dennis Mathewson (the Tiki Master), Mike Lavallee (Mr. True Fire) and Steve Vandemon (the Tribal Master). The Artool Freehand Airbrush Templates are now a staple in the kustom airbrush painting industry. The Artool templates can be seen today on TV programs like Overhaulin, Rides, Monster Garage and Trick My Truck, and more shows are on the horizon. Craig Fraser's skulls can be seen everywhere and Mike Lavallee's True Fire realistic flames continue to grow insanely popular throughout the airbrushing world.



Craig Fraser



Deborah Mahan

One of the best business collaborations for Artool is working alongside Will Naemura and Iwata Medea Inc. in Portland, Ore. The ANEST IWATA spray guns, the Iwata Airbrushes and the Artool Products are perfectly suited to satisfy the most discerning artists on the planet. Look for more new products and designs by your favorite artists to show up during the year—and for years to come.

ASET

2006 Air Affair



ASET (Automotive Spraying Equipment Technologies) will be hosting the 2006 Air Affair. The kustom painters in attendance give both paint demos and hands-on clinics. The 2005 Air Affair kustom painters' participation was as follows: Steve Vandemon, Steve Driscoll, Deborah Mahan, Bob Soroka, Dennis Mathewson, Ryan Templeton, Dean Loucks, Jason Doll and Craig Fraser. The three newest artists to attend in 2005 and give demos were Abel, Fonzy and Mike Lavallee.



This event will continue to attract new talent, and next year's list is already filling up. For more information contact ASET at 800-628-5449 or visit their Web site at www.asetusa.com.

ADG-1

Aquadry Paint Dryer Gun and Stand

This indispensable kit for the acceleration of flash off for waterborne coatings features:

- Stand (height: 70 in) and arm (width: 32 in) supporting two Aquadry guns
- Guns provided with quick couplings that allow for fast disassembly
- Guns are easily orientable
- Venturi air entrainment increases air flow by 6:1
- Each gun can be used independently
- Slide-and-lock height adjustment on stand
- Gun brackets can be moved along the length of the arm and positioned to suit
- Variable airflow
- Max. pressure: 100 psi
- Max. air consumption: 2 x 21 cfm



W400-LV

“Compliant Spray Gun”

ANEST IWATA W400-LV spray gun complies with regulations for the application of coatings within specific areas and approval is subject to the conditions of your regional air quality agency.

ANEST IWATA W400-LV spray gun sold and distributed within the jurisdiction of regional air quality district is subject to the local rule, includes the following conditions:

- ANEST IWATA AK-1B airflow control valve with air pressure gauge (Item #8130) shall be supplied with each W400-LV spray gun, and be properly attached to the spray gun and in good working condition.
- Air inlet pressure supplied to the W400-LV spray gun shall be equal to or less than 20 psi.

Information about these approvals is available at the ANEST IWATA USA Web site: www.anestiwata.com.



ANEST IWATA AK-1B airflow control valve with air pressure gauge (Item #8130) with color coded face plate showing the maximum W400-LV inlet pressure reading of 20psi.

INNOVATIONS IN AUTOMATIC SPRAYING

Dale Stitt

ANEST IWATA has continued to make advances in the automatic/robotic spray market.

Our LV technology is now available on our LPA200 series spray guns, providing all the benefits seen with our LPH100/200-LVP guns. This is especially beneficial to cabinet and furniture manufacturers interested in using robotic or flat line spray equipment with NGR stains and other troublesome finishes. Reduced mottling and more complete atomization are just some of the benefits.

ANEST IWATA has also introduced polyacetal-tipped needles for the LPA200 series guns. We will soon offer these needles for all automatics and LPH100/200 series guns. These replaceable polyacetal tips provide better sealing with low viscosity finishes and corrosion resistance with waterborne materials. It also provides more even wear and self-sealing properties unavailable in steel

needles. The new tips are threaded onto a reusable needle base and are available separately.

On the horizon ANEST IWATA will be introducing a complete line of manifold automatic guns. These will be available in Air Spray, HVLP and Air-Assisted Airless designs. These new designs feature divorced fluid and air sections, similar to our WA/LPA series automatics, for easier maintenance and troubleshooting. The manifold design allows quicker and easier maintenance and little or no recalibration upon reinstallation.



IWF WRAP-UP

The International Woodworking Machinery & Furniture Supply Fair was held in Atlanta, Ga., Aug. 23–26. ANEST IWATA showcased many new products such as the LPH80 touch-up gun and our new Manifold Automatic Guns. Also on display were our Air-Assisted Airless and Diaphragm Pumping Systems.

In addition to the visitors from around the U.S., many international companies from Canada and the Caribbean visited our booth. In fact, more than 79 countries were represented at the show. ANEST IWATA would like to thank all our customers and other visitors who stopped by our booth.



TECH TIPS

FORGET SOMETHING BEFORE USING YOUR GUN WASHER?

Many busy painters use a gun washer to clean their spray guns automatically. Gun washers are convenient and simple – put spray guns and cups in the gun washer, step on a switch pedal, and leave.

But did you plug or place (depending on the type of gun washer) an air purge tube on the air nipple? A lot of spray guns are manufactured with some internal plastic and rubber parts inside the air passage. Plugging decreases the risk of solvent getting inside the air passage and damaging those parts. Also, paint residue may get into the air passage and clog or leave a residue on the air valve. Damage to these internal parts may cause an air leak or a defective pattern. We also recommend you make sure your gun is blown dry immediately upon removal from the gun washer and that all moving parts and packings are lubricated. This simple effective routine will increase the life of your spray gun and make your paint look great!

- Did you remove your regulator before placing your gun in the gun washer? ANEST IWATA gun regulators (#8130, 8018 and 8005A) are not solvent-proof, and the gauge is especially at risk. If you leave the regulator on the spray gun, gun washer usage may cause malfunctions in the regulator, even if you put a plug on during the cycle.
- Lastly, of course, soaking a spray gun and/or regulator in solvent for cleaning is not recommended. Our guns are chrome plated to make cleaning the gun easy. By simply wiping the outside of the gun with a clean, solvent-soaked rag, you can effectively clean your gun. Soaking a gun can damage the internal working parts and limit the life of your investment.



PERCOLATING INSTEAD OF USING A GUN WASHER

Some people believe using gun washers is the most efficient way to clean a gun; however, gun washers that reuse solvents sometimes cause solvent contamination due to left over sediment. But, there is a solution. You can percolate your gun and save time, save solvent and avoid contamination all at the same time! The fluid passage on a spray gun is very short, so using the percolation method is a great way to clean one of your most important tools – your spray gun. Percolating your spray gun is easy:

1. Remove all unused paint from your spray gun and cup, and then wipe remaining paint with a dry rag followed by a solvent rag.
2. Loosen the air cap set until the tip of the fluid nozzle is behind the air cap and set the inlet air pressure at 10 psi or less.
3. Put one or two ounces of thinner into the cup and percolate the spray gun by pulling the trigger slowly. This will force material from the spray gun head and back into the cup.
4. Repeat until the cleaning solvent runs clear.

Remember to lubricate your gun in the proper places and you are ready for the next job.



LPH80 miniature HVLP

LPH80 HVLP mini gun and the NEW Kustom TH airbrush

The NEW LPH80 HVLP miniature center post spray gun and the NEW Kustom TH airbrush are two more complementary INNOVATIVE products from ANEST IWATA.

Both products are ideal for large backgrounds, spot repair, blending, shading and touch-up.



Kustom TH airbrush

**ANEST
IWATA**

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make
Your Paint
LOOK
great!