INNOVATIONS

ISSUE 6, FALL 2007

SEMA SHOW 2007

International Autobody Congress & Exposition
NACE®
Sponsored by ASA
2007
The World's Collision Repair Event

ARTIST APPROVED

COMMENTARY BY CRAIG FRASER: A DIFFERENT VIEW ON WATERBORNE

RYAN "RYNO" TEMPLETON OF HIT SERIES "TRICK MY TRUCK" TO APPEAR AT NACE

LV TECHNOLOGY REVISITED

2007 ULTIMATE AIR AFFAIR

ANEST IWATA

INNOVATIONS

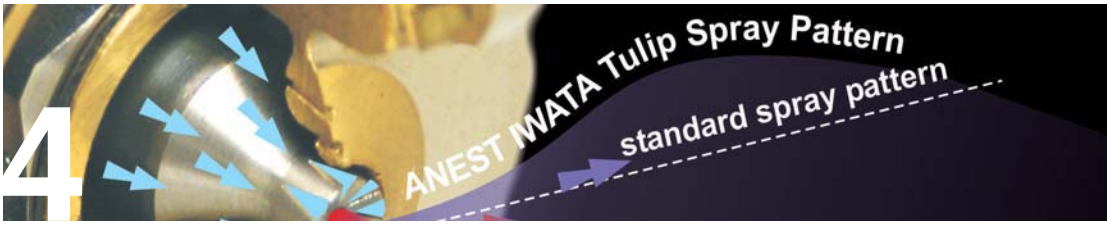
ANEST IWATA USA, Inc.
9920 Windisch Road
West Chester, OH 45069
Tel: 513.755.3100
Fax: 513.755.0888
www.anestiwata.com

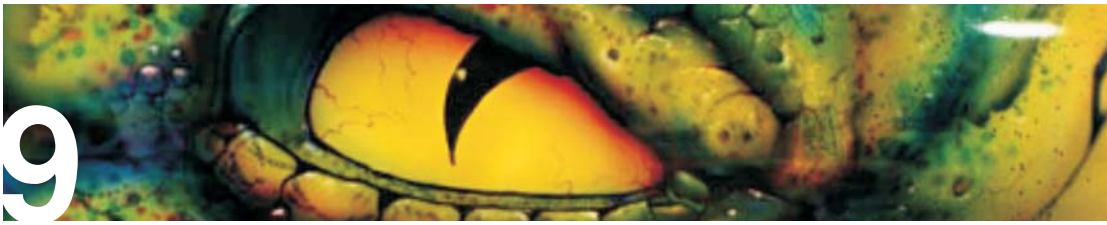
INNOVATIONS
is published quarterly by
ANEST IWATA USA, Inc.

IN THIS ISSUE

In this sixth installment of *INNOVATIONS*, we will detail Anest Iwata Corporation's environmental statement, and describe what Anest Iwata is doing to answer the waterborne call. We will also present:

- A second look at our patented **LV Technology**, and how it works.
- A commentary by Craig Fraser, and his view on waterborne conversion.
- Anest Iwata's solutions for Chemical Agent Resistant Coatings.
- A wrap-up of the AWFS® 2007 show in Las Vegas, Nevada.
- More creativity from Iwata-Medea and Artool.
- A recap of the 2007 Ultimate Air Affair in Salt Lake City, Utah.





TELL US WHAT YOU THINK!

We're open to suggestions for article ideas and photo opportunities.

Call 513-755-3100 or e-mail inquiry@anestiwata.com

ENVIRONMENTAL STATEMENT

from ANEST IWATA Corporation

Anest Iwata Corporation's slogan, "Future Environment = Our Responsibility" was created in 1998. To give substance to this slogan, Anest Iwata Corporation unveiled HVLP spray guns, electrostatic spray guns, oil free scroll compressors, oil free vacuum pumps, etc. The "Anest Iwata Environmental Statement" demonstrates our commitment towards our environmental responsibilities.

"As a responsible member of society, Anest Iwata will make every effort to contribute to the preservation of the global environment. Anest Iwata will conserve energy, resources, and time at every stage of its corporate activities to produce environmentally friendly products which share the values with our customers."

We have been working with great determination to preserve the environment in accordance with this statement and its guidelines as follows.

1. *ANEST IWATA has implemented the following action plans and will continue to develop new plans to prevent environmental problems.*
   - **A.** *Prevention of environmental pollutants*
   - **B.** *Energy conservation*
   - **C.** *Reduction of industrial waste*
   - **D.** *Purchase of "Greener" products*
2. *Social responsibility is carried out in accordance with environmental law and industry standards.*
3. *The company sets and maintains the goal of activity by reviewing periodically, and endeavors to establish the system which can preserve the environment.*
4. *Anest Iwata strengthens its internal environmental audit, striving to continually improve its environmental preservation activities.*
5. *Concerning environmental policy and environmental preservation activity, all people working for Anest Iwata assure the communication with communities to have understanding and cooperation for the activities.*

Anest Iwata Corporation will continue its tradition of approaching evolving environmental issues faced by society with our principles and *INNOVATIONS*. The company publishes the execution of environmental pollution control activity outside and inside the company, and requests understanding and the cooperation for the activity.

International Autobody Congress & Exposition
NACE
Sponsored by ASA
2007
The World's Collision Repair Event

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. This year "Ryno" from Country Music Television's "Trick My Truck" will be appearing in our booth on Friday, November 2.

Mandalay Bay Convention Center – Las Vegas, Nevada
November 1-3, 2007 – Thursday-Saturday
Visit us at booth #W3295

SEMA SHOW 2007

The SEMA Show is the premier automotive specialty products trade event in the world. 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
October 30 - November 2, 2007 – Tuesday-Friday
Visit us at booth #12360

ANSWERING THE WATERBORNE CALL

Waterborne coatings are making their way into various shops across North America. The application and acceptance has been very good so far, with resistance not being as significant as originally thought. Advantages that waterborne basecoat has over solvent include:

- Excellent color match, in most cases better than solvent for newer cars.
- Easier blending; the base color seems to blend easier than solvent, and the metallic control seems to be better, including pearls.
- Better appearance and gloss.
- Waterborne coatings can act as somewhat of a barrier coat, so any solvent-related problems from underneath the base seem to be minimized with the use of water.

PBE experts expect the conversion to water to occur nationwide by the year 2012. Car manufacturers and other OEM's will continue to drive the conversion to water. Some colors and pigments work differently in water than in solvent, and the best repair technically will be achieved with water. This pressure, along with environmental pressures, will push water into repair shops sooner than later.

Rest assured that all Anest Iwata Century series spray guns (LPH, W, W-LV, 400, 300, 440, 200, 100, 50, and 80) have stainless steel fluid passages and are chrome-plated, making them waterborne-ready (as they have been for over ten years).

The W400-LV is the best gun for application of waterborne coatings. It has excellent atomization and offers exceptional blending capability. Our **LV Technology** (pre-atomization) allows the waterborne coating to dry and perform similar to solvent basecoat. This air acceleration allows for a faster process time than solvent. We have also found, through field application and work with various paint people, that our NEW LPH400 LVX eXtreme gun is the best choice for application of water when the ambient temperature is over 90°F with low humidity. The LPH400 LVX has a slightly coarser atomization, and the spray pattern is more center-heavy. This is the formula that waterborne needs, especially in hot, dry climates.

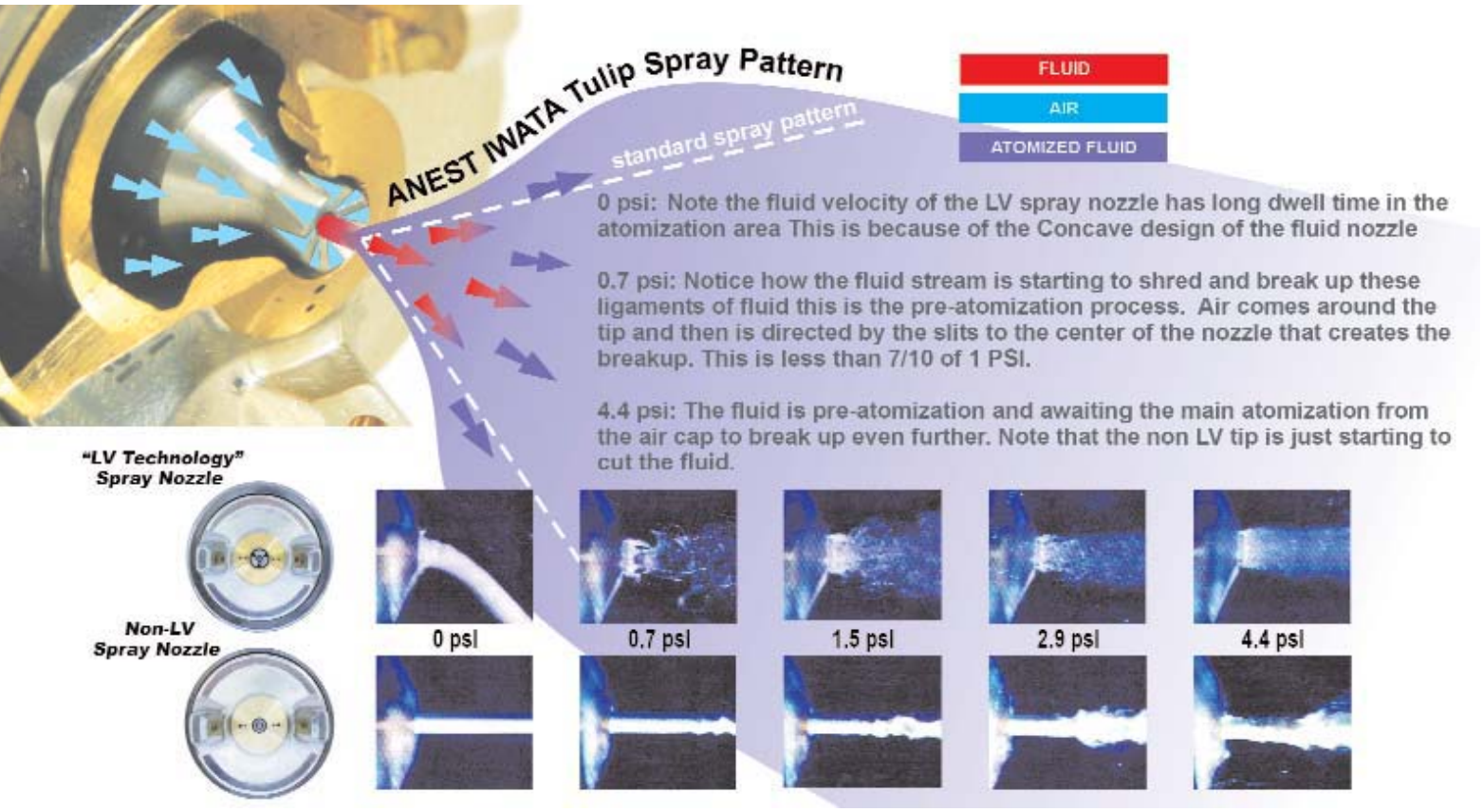
Many paint companies are now recommending that the waterborne basecoat be thoroughly strained prior to being sprayed. The filter that is provided in most cups may create some excess resistance that will starve the flow rates to the gun. Most aluminum cup configurations are not necessarily recommended for long term use with waterborne coatings due to the staining that occurs. Plastic cups, or our Mix & Spray System, are usually recommended. Check with your paint company representative to verify the recommendations. For your convenience, we also offer a complete Conversion Solution System for waterborne that includes our ADG-1 Aquadry guns, complete with dryer stand.

WHAT IS LV TECHNOLOGY?

ANEST IWATA's patented **LV Technology** is setting the standard by which all other spray guns are measured. This exciting new technology is a natural evolution in ANEST IWATA's continuing commitment to providing the best spray solutions for our customers.

This unique technology creates a double atomization process within the sprayed coating. **LV Technology** works by focusing air down the special slits in the fluid nozzle that direct air toward the center of the nozzle orifice. This change in direction also causes the air stream to speed up, meeting the fluid in the center of the tip where a powerful pulverization of the fluid occurs. This pulverization is the pre-atomizing step, which expands the paint stream four to five times that of the fluid opening, and it is now a mixture of air and paint rather than fluid only. This air and paint mixture is much easier for the main atomization to break up, resulting in lower gun operating pressures. The secondary air cap piercings then complete the main atomization.

The many benefits of **LV Technology** include better appearance, better through dry and better transfer of the material to the surface. Solvents that do not escape the film before drying or curing cause many common paint defects. Solvent pop, die back, shrinking, loss of gloss, softness of film, etc., are all defects caused by solvents remaining in the paint film. The ANEST IWATA **LV Technology** pre-atomization theory minimizes these problems because the in-flight loss of solvent is greater than with other technologies. Painters who have made the switch to **LV Technology** notice a significant reduction in product consumption and better appearance. Our patented **LV Technology** is available in HVLP and compliant high-transfer efficiency spray equipment. Pressure, gravity and siphon spray guns are available with this technology.



THE SKY IS FALLING...

A COMMENTARY BY CRAIG FRASER ON THE AUTOMOTIVE PAINT INDUSTRY WATERBORNE CONVERSION

I figured that the title would get your attention! Heh. The rant for today is concerning the paint industry, and the upcoming shift to waterborne, water-based, heck…potato-based paint. (Yes, I'm joking, but I would not be surprised as to what the next paint will be!) All joking aside, this is a serious subject, because the future elimination and replacement of solvent-based paints in the automotive industry is threatening to mess with our livelihood. Any time you do that, you are going to get some heated debates, as well as a bunch of tabloid-level rumors. Many painters believe that nothing will happen, and it is all a conspiracy. Many believe that the sky is falling, and are screaming their heads off. Both are extreme viewpoints, and both are dead wrong. The important thing is not to figure out who is right, and who is wrong, but how much of each argument is truth, and how much is…well, for lack of a better word, VOC!

The first thing we need to get out of the way are a couple of acronyms for the new guys: AQMD, EPA, VOC, FUBAR, SNAFU, etc. Who the heck are these guys, and why can't they use English? If I was a true conspiracy theorist, I would suspect the government. They like using acronyms. First, there is the AQMD, which stands for Air Quality Management District. They love paperwork, and if you ever find yourself in need of reading material, you can download to your heart's content from their Web site. Everyone knows EPA, the Environmental Protection Agency (the grandaddy of them all). And, of course, my personal favorite, VOC. All of us painters know it stands for Volatile Organic Compounds. But how many people really know what those are? They range between nasty chemical compounds that don't readily break down in the environment, and cow farts. (Plenty of literature on both is available online.) If you want to check out the true definition, you will read some serious doublespeak, and will need to know calculus to figure out where your paints are rated. (Hence, it is better to just read the MSDS specs. Ack! More acronyms!) For you bookworms, check out www.americansolventscouncil.org. I warn you, reading from any of these sites may result in you coming away with knowing less then when you started. It is one of those damn Socrates moments. "The more you learn, the more you realize how little you know."

This article is not about the science behind the reason, but about our livelihood, and what, as painters, are we are going to do to prevent the change? You want the truth? Nothing! There is absolutely nothing as painters we can do to stop, influence, or change the industry from the manufacturing of new paints, or the legislation of new restrictions. The only thing we can do is adapt. Personally speaking, as a kustom painter, I feel that I am in a better position then a refinish or factory painter, since "adaptation" is a regular occurrence in our shop. As painters, we all know about the laws coming down in California in the summer of 2008 concerning the new VOC requirements of solvent-based paints, and the mandatory introduction of water-based/borne paints in the automotive industry. Does this mean that all our favorite paints are gone, and we will have to go water-based cold turkey? Does anybody remember the early 90's and the lacquer/basecoat urethane transition? I remember being told that lacs would be illegal, gone, kaput, and that we all needed to figure out basecoat urethanes, or be relegated to the ashbin of history. Funny thing, I can still get lacs if I really have to. Heck, I know how to get nitro-cellulose if I need it for work on guitars. I guess it is all relative. Like I said, if I was a refinisher, or I owned an insurance-driven or production body shop, then the availability of paint is more of an issue, and the regulations concerning me and my shop are much more viable. Our industry regulating itself into bankruptcy is about as probable as the Y2K scenarios were. (Lots of Chicken Littles back then, too!)

...THE SKY IS FALLING!!!

The funny thing is, I have talked with a number of manufacturers, suits, chemists, and other painters, and the only thing I have learned is that things are going to change. Nobody really knows what the end result will be. Remember back in the day when they had those huge laserdisc players that were going to replace VHS and Betamax? They were kewl at first; the sound quality and image were better. But in the long run, they sucked, and went under. More then a decade later, the DVD has successfully replaced the VHS, but not in the way it was forecast back in the 80's. Sound familiar? I will not deny that the current basecoat/clearcoat industry is going to change. It has to, in order to meet the current VOC requirements (which will probably change again once this issue goes to press). The problem is the logic jump from a VOC requirement to "everything must be water-based." For instance, House of Kolor had a choice of going water-based, but opted to use alternative solvents with their current line in order to meet VOC requirements. They figure that they will be able to do this for quite a few years before having to abandon their current technology. Personally, I never buy a car when it first hits the market; I want to wait until the bugs are worked out. With water-based anoline dyes just now being made available, I view paint the same way. The new water-based paints are being made available today, and I enjoy trying them. The more of them that are out there, the more of a choice I will have. Choice is king in any creative or kustom industry.

In our shop, we have tried a number of different water-based and waterborne paints. Not out of fear, but out of curiosity, keeping an eye out for the next best thing to hit the market. Last year, we combined House of Kolor primer/sealers and clear with AutoAir water-based paints on a feature vehicle for the Ford Motor company. The thing was a hit at the SEMA show, and proved that you can do just about everything with water-based as you can with urethane. Does that mean that we now use water-based for everything? Heck, no! I like the fact that it will work if I need to use it, but at this point in time, I personally like my basecoat urethanes. Here in Cali, we are #2 in the world behind Germany for the strictest EPA regulations in the world. Some of you may view that as a disadvantage, due to things being illegal here first. True 'nuff. But it also means we get the newest goodies to play with first, giving California painters the biggest advantage in the USA for adaptation. So bring on the new paints, and bring on the new guns. Give 'em all a try, and choose what fits best. Just like always.

As kustom painters, we have always lived by adapting the standards to our own needs. We don't need to fear the future; we just need to adapt to it, like we always have. I have a funny faith in capitalism...or, for lack of a better word, greed. There are many more people besides myself, and much bigger companies out there, that want to stay in business. This desire for self-preservation by the automotive manufacturers and refinishers will be just enough of an umbrella to keep the kustom industry dry for many years to come. Remember how much we hated the urethanes when they first replaced the lacs? Today, there is no argument that urethanes are better then the old acrylic lacs. We currently live in the most regulated time of our lives, yet there are also more automotive and kustom paint systems available now than ever before in history. So don't fear change...deal with it, and make your artwork better for it. Remember, in life, or in the paint industry, the only constant is change. Chicken Little didn't freak out because the sky was falling. He freaked out because it changed.

Paint to live, live to paint!

Craig Fraser has been involved in airbrushing for over 20 years. Specializing in automotive airbrush work, pinstiping, and the fine art of the Kustom Kulture, Craig has been the in-house airbrush artist for Kal Koncepts since '92. With over 20 videos on the market in kustom painting, and a number of books and magazine articles focusing on the kustom kulture, Craig splits his time between kustom painting, teaching, and designing products. When he is not on the road with Anest Iwata or the Airbrush Action Getaway workshops, you can find him at his studio, Air Syndicate Inc. in Bakersfield, CA. Check out Kal Koncepts/Air Syndicate at www.gotpaint.com or (661)-836-3084, or log onto their Q&A forum at www.kustomkulturelounge.com.

CHEMICAL AGENT RESISTANT COATING

A lot of people cringe when they hear the words "Chemical Agent Resistant Coating." CARC can test the patience and skill of anyone, be it the painter or the equipment manufacturer.

The bulk of CARC paints are used by the military to protect their vehicles from not only chemical agents, but also Mother Nature, the ravages of time, and the day-to-day hardships of forward deployment.

In order to fulfill these requirements, a very robust coating is needed. CARC coatings pose some unique challenges for the makers of spray equipment. Not only is the coating durable in the field, but it is also very hard on equipment, and very finicky in its application.

During the 1990's, in an attempt to lower the VOC's in current solvent-borne CARC paints, the Army Research Laboratory Coatings Research Team set about developing a Water Dispersible Chemical Agent Resistant Coating (WD CARC). Testing of the WD CARC was conducted at Fort Sill, OK. In early 2002, MIL-DTL-64159 was issued to define *Water Dispersible, Aliphatic Polyurethane Chemical Agent Resistant*.

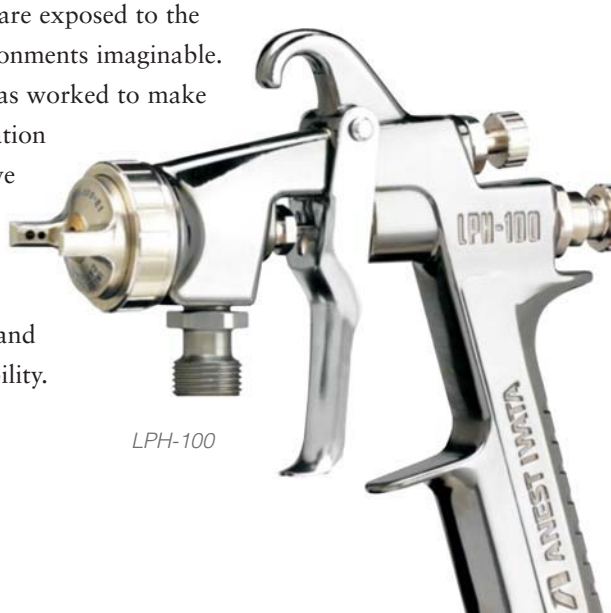
Anest Iwata has worked with our distributors and the Star4D program to develop a version of our LPH-100 that utilizes a hardened needle nozzle made from 420J stainless steel. This combination is a cost-effective way to apply CARC in hand spray situations. The small size of the LPH-100, coupled with the hardened needle nozzle, provides long life and reduces user fatigue. The high performance of our LVLP design also reduces coating consumption and waste.

Anest Iwata has also worked closely with CARC manufacturers on a robotic air-assisted airless solution.

Our MSA-200 automatic air-assisted spray gun has been upgraded with new O-ring materials, anodized housings, and a new air cap construction to provide optimum performance with as little maintenance as possible. This gun was designed from the ground up to work with the high pressures associated with air-assisted spraying. The anodized coating and the aircap design not only provide corrosion resistance, they also minimize clean up. Need a handheld solution? The MSG-200 provides most of the benefits of the MSA-200 in a convenient handheld package, great for touch-up or smaller applications.

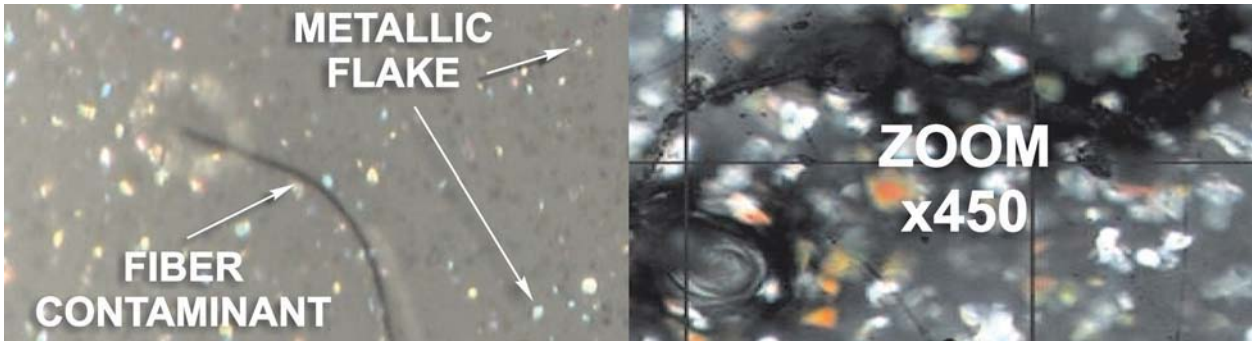
Working with a water dispersed CARC? (See sidebar.) The good news is that most WD CARC's are downward compatible with the application equipment used with their high VOC predecessors. WD CARC's work with all the above mentioned Anest Iwata equipment with, some would argue, even better finish results and easier cleanup, and with less impact on the environment.

CARC is designed to get optimum performance out of products that are exposed to the harshest environments imaginable. Anest Iwata has worked to make CARC application as cost-effective as possible without comprising finish quality and product durability.



TECHNICAL DISCUSSION with "MITZ"

Most customers say that they carefully clean their work pieces, use paint filters and keep their spray booth clean in order to reduce, if not eliminate, painting defects. Although all of these measures are effective and very important, they are not enough to eliminate painting defects. Dust contaminants, particularly fabric dust, can enter the spray booth. These dust contaminants can be everywhere and are barely visible, even when right in front of your eyes. Unfortunately, these dust contaminants frequently attach themselves to painted surfaces. In an effort to prevent this from happening, many customers use a clean air supply unit. This type of equipment supplies filtered clean air around the work pieces, and redirects the air flow from the clean air supply unit to the inlet of the spray booth. The use of this type of unit enables the painter to keep the environment clean and eliminate flying fabric dust. When using the clean air supply unit, close attention must be paid to certain points.



The first point that calls for attention is the balance between the air supply and the exhaust of the spray booth. If the air supply volume is significantly smaller that the exhaust of the spray booth, dust will collect. In the opposite case where the air supply volume is significantly larger than the exhaust of the spray booth, paint mist will spread all over. It is also very important to perform frequent maintenance of the air filters as their balance will change over time. The second point relates to where the clean air enters and exits the spray booth. In the case of an automotive refinishing spray booth, clean air enters from the ceiling and exits through the floor. This layout is extremely effective in eliminating dust contaminants because as dust enters the spray booth, they are vacuumed down before they can even touch the painted surface. The third point and the most important factor is to have the painters always wear clean paint suits. Except for automated industrial painting, most painting is done by hand held spray equipment. Because of this, painters can be the cause of the dust contaminants if paint suits are not worn. It is also recommended that each person entering the spray cabin be thoroughly free of residual dust; an air shower unit can be used prior to entering the spray booth. Flying dust can adhere to the painter and be carried into the spray booth even if paint suits are used, causing excess time and money.

AWFS® 2007 WRAP-UP

As a first-time exhibitor at the AWFS® 2007 Fair, we thought we would spice things up a bit by inviting kustom artist Dennis Mathewson to demonstrate some his kustom carving and painting techniques. Dennis carved and airbrushed this killer TIKI during the show. Carving a TIKI of this nature usually takes up to two weeks, but Dennis turned it out in just four days. WOW!

Visitors to our booth saw the latest in INNOVATIVE spray and fluid supply equipment. One particular spray gun of note was our new 3:1 air-assisted airless pump.

Look for us at IWF 2008 in Atlanta!

AWFS VEGAS

ULTIMATE KUSTOM AIRBRUSH KIT

You asked for it: the **Ultimate Kustom Airbrush Kit** by Iwata-Medea. Truly for and by professionals, the complete set of five Kustom Series airbrushes is now available in a single case!

This portable and compact aluminum attaché will make even the most fervent airbrush enthusiast green with envy. Nothing says airbrush royalty like this set! Imagine the impression you will create during your next project when you arrive with the **ultimate** set of tools. Let there be no doubt that you mean business. Fame and fortune await!

The **Ultimate Kustom Airbrush Kit** includes:

- 1 – Kustom TH
- 1 – Kustom TR
- 1 – Kustom CM
- 1 – Kustom CH
- 1 – Kustom CS
- 5 – Pistol Grip Filters
- 5 – QD Male Fittings
- 1 – QD Female Fitting
- 1 – Braided Air Hose
- Kewl Kustom Case

iwata MEDEA

BOB SOROKA INSTRUCTIONAL DVD

PRODUCTS ARTOOL® COMPANY, INC.

In this Artool® Instructional DVD, Bob Soroka walks you through his creation (at left) using Artool's Signature Series Essential Seven Templates, designed by Eddie Young, Richard Montoya, Andrea Mistretta, and Gabe McCubbin. He also uses "The Angle Master," designed by Gary Padilla, "MatchMakers" by Michael Cacy, and the MASTER SERIES, which include "The Bird" and "The Pharaoh," by legendary illustrator Radu Vero.

Bob Soroka, Senior Designer for Daimler-Chrysler, has had the creative honor to design many vehicles, from powertrains, bodies and interiors to kustom automotive airbrushing. He has covered it all! His clients have included Tiger Woods, Olivia Newton-John, Kid Rock, Dodge, Mopar, Sony Pictures, Cingular Wireless, JBL, Infinity, Owens Corning, and many others. He has won the 2006 House of Kolor "Prestigious Painter of the Year" award. Bob's work has been featured in such national publications as *Airbrush Action*, *Mopar Now*, *Viper Quarterly*, *Lowrider*, *Auto and Sound*, and many more.

Armed with these Ol' School Artool® Freehand® Airbrush Templates and your airbrush, you can follow along to learn the tips and tricks of creating new and exciting kustom artwork! Artool® Freehand® Airbrush Templates are the ultimate weapons for your airbrush arsenal!

JUST ASK THE INDUSTRY'S TOP PROFESSIONALS!

For years, the industry's top professionals have relied on ANEST IWATA spray equipment to insure that every job is of the highest quality. They insist on only the best when it comes to how they make their money. Shouldn't you?

2007 ULTIMATE AIR AFFAIR RECAP

From August 29 to September 1, 2007, ASET hosted their fourth annual open house/kustom paint workshop at their state-of-the-art training facility in Salt Lake City, Utah. Called the **Ultimate Air Affair**, this is not your average open house. They boasted a hands-on kustom paint workshop that rivals any currently in the industry. To open the event, the artists started working on their respective display pieces during the workshops. As each instructor rotated through the roster of workshops, the remaining instructors would either help out as roaming assistants in the workshop area, or work on their display projects. This year hosted a record number of artist/instructors, including Steve Vandemon, Steve Driscoll, Deborah Mahan, Bob Soroka, Dennnis Mathewson, Dean Loucks, Jason Doll, Ryan "Ryno" Templeton, Fonzy, Paul Quinn, Gerald Mendez, Bones, Ron Gibbs, Mike Lavalle, and Craig Fraser. New artists in attendance were Pamela Shanteau, Kendig, and Flea.

A 2008 Chrysler minivan was delivered to the ASET facility on day three for airbrushing by all of the instructing artists. The van will be displayed at the SEMA show in Las Vegas in Mopar Alley from October 30 to November 2, 2007. A filmstrip layout was applied by the crews of Dean Loucks and ASET. Each cell of the filmstrip was airbrushed with a classic movie scene of each artist's choice. The subjects ranged from *Gone with the Wind* to *Godzilla*. Check out the sneak peek!

Be sure to schedule next year's event on your calendar! To see more cool photos from the **2007 Ultimate Air Affair**, visit www.airbrushtour.com or Craig Fraser's site, www.gotpaint.com.

...check out our latest INNOVATION!

eXTREME LV BASECOAT

The NEW LPH400-LVX

Teaming up with our LPH400 LVB the LPH400 LVX eXtreme basecoat technology was developed for use with 90-95% of basecoat colors and engineered to provide increased productivity in application for solvent or waterborne basecoats. While the LPH400 LVB remains the set-up for the most difficult or complex colors the LPH400 LVX handles all the middle range colors where productivity and speed is a must.

Just look for the ORANGE cap!

LPH400 LVB

ANEST IWATA

ANEST IWATA USA, Inc.
West Chester, Ohio 45069
(800) 440-0282
www.anestiwata.com

make Your Paint LOOK great!