



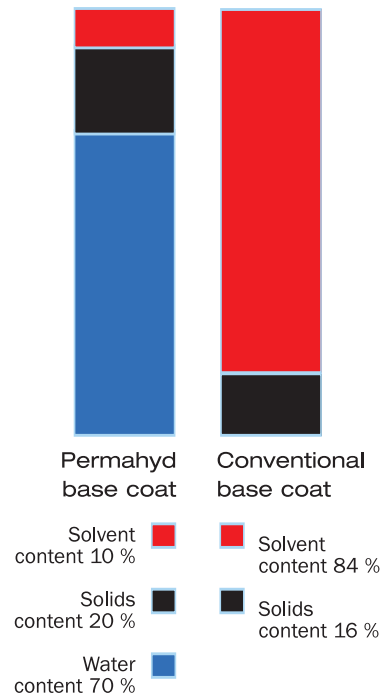
News Nr. 1/2008

Competence in waterborne technology.

What's special about waterborne technology is that the organic solvents normally contained in paint are almost entirely replaced by water.

Waterborne technology reduces solvent emissions by 90%*. That's good for the environment – and good for you! Why? While complying with the toughest environmental standard, you demonstrate your environmental responsibility to your customers.

*When compared to conventional solventborne base coat systems.



Spies Hecker L2 Technician Certification VOC Course.

The key to a successful waterborne conversion is application training. That's why we've developed an intense, three-day application course that blends waterborne theory and hands-on application so your painter returns energized, educated and ready to make waterborne a success in your operation.

The three-day course is offered on the below dates:

- October 27 - 29, Plymouth, MI
- October 29 - 30, Anaheim, CA
- November 3 - 5, Plymouth, MI
- November 11 - 13, Anaheim, CA
- December 8 - 9, Anaheim, CA

To register, contact the Spies Hecker Training Administrator at 800-338-7668 prompt 6, prompt 4, or visit eCareerTrack™ at www.SpiesHeckerUSA.com.

Spies Hecker – simply closer.



*Latuff Brothers, St. Paul, Minnesota
Succeeds with Spies Hecker*

Three Keys to Success: Longevity, Family, and Green Processes



Not only is Latuff Brothers in Minnesota to train painters, but the shop also focuses on Pollution Prevention.

Latuff Brothers is a family-owned auto body shop founded in 1933 by Joe Latuff and his two brothers Mike and John. Joe and Mike's sons, Pete and Mike, joined the business in 1971 and by 1973 began to buy out one uncle. These two cousins have run the business ever since. A fourth generation is also involved in the business as Pete's two sons, William and Robert, now work as estimators and his wife, Lola Latuff, is the bookkeeper.

The shop started out in one modest 4,000 sq. ft. building, growing to 16,000 sq. ft. with several add-ons over the years. The facility is spread over two buildings and the Latuffs continue to add nearby property as it becomes

available. Enterprise Rent-A-Car has an office on site.

These days the state-of-the-art shop is staffed with 22 employees, including production manager Steve Pederson and parts manager Terry Walkosz, a veteran at Latuff Brothers with 38 years under his belt. Most of Latuff's employees have been with the shop ten plus years.

"Having experienced technicians adds to the success of our business," said Latuff. "We don't have to retrain employees about the procedures within the shop. From that standpoint we are on autopilot."

Switching paint in the frozen north

Spraying Spies Hecker waterborne, Latuff Brothers was the first shop in the upper Midwest to convert to waterborne paint. The changeover was spurred on by Latuff's participation in his...20 group. One member had already converted with great success and after observing him for a year and visiting his shop, Latuff's decided to implement the waterborne system.

In further preparation for the conversion, Latuff participated in shop tours conducted by the EPA. "I learned all about water-based paints when I sat

in on an EPA panel. We had a lot of support from Spies Hecker. Our painters went to their training center in Detroit for instruction. Finishmaster provided assistance locally to help us on our journey to waterborne..."

There was an element trial and error, but, said Latuff, "If you can shoot waterborne in Minnesota, with extreme conditions winter and summer, the paint will work anywhere."

The process began by purchasing a computer mixing program to reduce paint waste. The company next

replaced the metal cups on its paint spray guns with 3M's Paint Preparation System (PPS) cup with a plastic liner. The new system allows all of the paint in the cup to be sprayed, which reduces the amount that needs to be mixed. The new cups detach from the gun, so less cleanup is required between paint

no different than switching brands of paint," said Latuff.

Latuff Brothers now finishes 11% more cars, using 33% less energy—a savings of 1.25 million kWh of electricity. The company has also reduced waste by 38% (over 1,000 pounds of hazardous waste per year) and VOC

the future," explained Latuff. "One of the changes will be in ownership of the business as the next generation, Will and Robert, take over the business from Peter and Michael.

Latuff Brothers will see an increase in annual budget and allocate funds to ongoing employee training and capital

Latuff Brothers the first autobody repair shop in transition from solvent-based paints to water-based paint. The shop received the prestigious Governor's Award for Pollution Prevention for its efforts.

jobs, which has drastically reduced the amount of thinner used at the facility.

The switch to water-based paint required special drying equipment, so Latuff Brothers invested in the JunAIR QADs system with variable-frequency-drive controllers. The system creates turbulence in the booth and strong air movement. With the water-based paint and the new dryer system in place, paint-booth cycle time was reduced by 30 minutes. These changes allowed the shop to remove their third paint booth resulting in more cars serviced annually with one less paint booth.

After switching cold turkey, the car count went down for a couple of weeks, but once the painters adjusted to the procedures it went back up and increased. "It was really

emissions by 43% (3,000 pounds per year). By reducing waste and preventing pollution, Latuff Brothers saves approximately \$17,000 annually, a definite win-win.

This achievement brought with it the the Governor's Award for Pollution Prevention as the shop reduced VOCs by 50% and hazardous air pollution were reduced by 95% on basecoat (see sidebar).

On converting to waterborne, "owners and painters need to realize that the success of the transition can't be based on a few cars. This is not an indicative sample. One investment that we have to consider is enough time to adapt to the new techniques," continued Latuff.

The future

"Our business will see different types of changes in

investments in equipment to remain of the cutting edge for repairing ever more complex vehicles. The supply chain will become more transparent to all partners as technology catches up with the industry and repetitive data entry and the necessity for the use of multiple software products for different functions, i.e. estimating, ordering, documentation, accounting, communication, become interfaced with each other."

In conclusion

With four generations of family-owned experience, Latuff Brothers is the choice customers trust to restore the integrity of their vehicles. "Our company believes in providing consumers with complete care, a lifetime warranty on all repairs, and protecting the environment for generations to come," Latuff concluded.

Governor's Award for Pollution Prevention

Latuff Brothers received the Governor's Award for Pollution Prevention for its efforts and investments in pollution prevention through the use of waterborne finishes and curing equipment in auto body repair.

The company was recognized during the Minnesota air, water and waste environmental conference in February which was attended by over 1,500 people, including Belinda Jensen from KARE 11 and Minnesota Governor Tim Pawlenty, who delivered a captivating speech about environmental conservation and the future of energy and resources in America, as well as, commended all award recipients for their efforts.

Latuff Brothers was the smallest business to receive this award, which contested very large Minnesota companies such as Northwest Airlines and Medtronics.



It's good for the environment,
but is it good for me?

Will being green
affect my work quality?
My profitability?

How do I get started?

Am I asking
the right
questions?

Waterborne. The right answers for the right time. The environmental benefits of reducing VOCs are obvious, but Spies Hecker can show you how to create the right conditions in your body shop to improve cycle times using waterborne technology. We can answer your questions about potential equipment, training and procedure needs. Contact us at 888-371-3313 or spieshecker.answers@usa.dupont.com. Spies Hecker – productive refinish systems, innovative ideas.

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