

# CONTRACTORMAG

HALF-YEARLY PUBLICATION FOR THE PROFESSIONAL PAINTER AND PLASTERER

GRACO | JANUARY 2018

14

## THE IMPORTANCE OF THE RIGHT **ACCESSORIES** **AND PARTS**



 **INSTAFAMOUS  
SIMON DEAKIN,  
AVID GRACO FAN**

# CONTENT



Graco is a world leader in systems and components for fluid handling. Since 1926 we have been offering products that move, measure, control, dispense and apply a wide range of fluids and viscous materials. Graco owes its success to its unwavering commitment to technical excellence, the high quality of its manufacturing and its customer service. The company works exclusively with qualified distributors to provide equipment for spray finishing, protective coating, paint circulation, lubrication, and dispensing sealants and adhesives, along with power application equipment.

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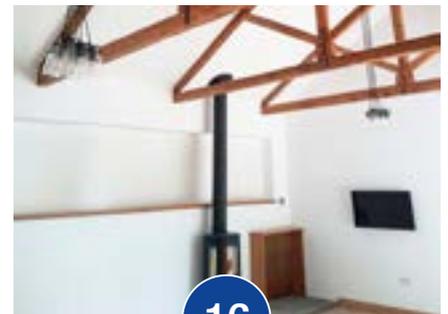
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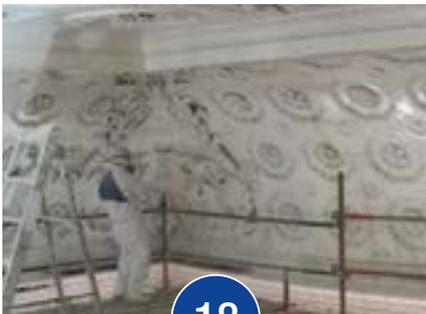
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# NEVER UNDERESTIMATE THE IMPORTANCE OF PROPER ACCESSORIES AND SPARE PARTS

Dear reader,

You may have noticed something different about the Graco logo on the cover of this ContractorMag? For this edition, the logo was exceptionally 'engraved' into it.

Such an engraved Graco logo can also be found on authentic Graco parts. In this edition, we would like to shine a light on this. After all, replacement parts are often purchased purely and solely on the basis of price. And this is not risk-free. You can read about this from page 8 onwards.

In fact, it is not only with original parts that your equipment performs at its best. Graco offers accessories that make the work faster, more efficient and are of a higher quality for any project, however outlandish it may be. On page 4, we explain some of these situations.

Enjoy.

Jan Jansegers  
Trade Marketing Manager

“

*Graco offers accessories that make the work faster, more efficient and are of a higher quality for any project, however outlandish it may be.*

”



## ACCESSORIES

# GETTING THE MOST OUT OF YOUR APPLIANCE: NOT WITHOUT ACCESSORIES



**“With a paint job, not only do you want to achieve a perfect result, you also want to do it as efficiently as possible.**

**Painters don't always realise the role that accessories can play in this,” says Mark Andersen, Graco's Global Marketing Manager for Accessories. He explains the importance of accessories in more detail to you.**

**A**lthough Graco's appliances are all about efficiency, the right accessories are crucial.

“In fact, they make or break your paint job,” says Mark.

### **One unit, many applications**

Accessories should not be missing from the arsenal of the professional painter”, Mark continues. From applying a fine lacquer coating to

painting high walls, thanks to the right accessories, you can do it all just as efficiently with the same equipment. By adapting your appliance to the situation as best as you can, the end result will not only be impeccable, you'll work a lot faster.

### **Complete jobs more efficiently**

Accessories can make the difference between a profitable and a loss-making job. Mark gives an example: “Suppose you need to spray paint a high ceiling. With the right spray tip, you will save on the number of litres of paint you spray and on your working hours. Extensions make sure that there's no need to lug ladders around. And an extra-long paint hose ensures that you don't have to constantly move your appliance carry your buckets shorter distances. In short, thanks to three accessories, your project will be completed much more efficiently than without.”

“

*From applying a fine lacquer coating to painting high walls, thanks to the right accessories, you can do it all just as efficiently with the same appliance.”*

MARK ANDERSEN, GLOBAL MARKETING MANAGER FOR ACCESSORIES



# 6 examples from real-life situations

## The added value of accessories demonstrated

We reflect on a number of 'problem situations' that may sound familiar to you.

Fortunately, we also explain which accessory offers the solution in which situations.

1

### Difficult places to reach

Anyone who has to spray paint high walls and ceilings will probably think automatically of ladders and scaffolding. However, it doesn't have to be that difficult. Thanks to our tip extensions, you no longer have to move ladders, or go up and down scaffolding. Simply attach the tip extension to your gun and you can get the job done in one go.

“

*I can't do without my tip extensions now. Because I don't need a ladder anymore, I can work faster and more safely.”*

JOHN COATS, OWNER OF LIBERTON DECOR (UNITED KINGDOM)



#### THE SOLUTION: TIP EXTENSIONS

- Lugging ladders or scaffolding around is a thing of the past
- Easy to attach to any airless gun
- Extensions from 25 cm to 2 m, connectable up to 6 m



#### THE SOLUTION: RAC X™ LP TIPS

- Longer life span of your tip and pump
- Less spray mist and a superior finish
- More controlled spraying: saving on your equipment by up to 30%

2

### Wear and tear of tip and pump

When some 750 litres of paint pass through your nozzle tip, its spray quality deteriorates. To extend the lifespan of our tips, we recently launched the RAC X™ LP Tips. The big difference with the old tips? You now spray with 30 to 50% less pressure. And less pressure means less pressure on your appliance. Your spray tip and pump wear out less quickly, making them last longer. Moreover, after a project of 30 litres of wall paint, you will have earned back the purchase of the tip.

3

### Downtime on the building site

In each airless appliance, there is a powerful pump that draws in the paint. If it fails after many working hours, your equipment will be idle. You often work with tight deadlines, so you can really do without downtime. Thanks to the unique ProConnect™ system, you can easily replace your pump yourself. You'll be up and running again within a matter of minutes. The system is available for almost all Graco airless units.



#### THE SOLUTION: PROCONNECT™ SYSTEM

- No more downtime: with a back-up pump, you can work at any time
- Replace the pump within minutes; no tools required
- Your appliance does not need to be taken to your Service Partner for repair, just the pump



#### THE SOLUTION: JETROLLER™

- Combines rolling and spraying in one movement
- Ergonomic: lugging buckets and dips is a thing of the past
- Suitable for any roller on the market (18 cm, 25 cm and 45 cm)

4

### When rolling is the only option

As a professional painter, you know that rolling is the only option for some surfaces. That's where the JetRoller™ comes in. The JetRoller™ combines rolling and spraying in one convenient accessory. There is minimum spray mist and the accessory neatly combines a roll finish with the speed, flexibility and comfort of airless spraying.

“

*Besides the degree of finish, the speed is a big advantage. Compared to conventional rolling, we save half the time with the JetRoller.”*

ARKADIUSZ DROZD, PAINTER AT APS SERVICE (POLAND)

5

### Spray width too small

If you need to spray large smooth surfaces, you want to do so in as few movements as possible. And with the widest possible spray range, therefore. Our WideRac™ Tip produces a spray width of up to 60 cm. Its atomisation is not only superior, it will also save you a lot of time. In short, it's the absolute must-have for high-production applications.



#### THE SOLUTION: WIDERAC™ TIP

- 60 cm spray width in one movement
- Sprays twice as much in half the time
- Lock lip keeps the tip firmly in the tip holder

6

### Spitting and dripping from the tip

A potential problem when using an extension piece is that paint spits or drips from the spray tip. By placing a CleanShot™ valve at the end of the extension piece, you can easily solve that problem. Thanks to the built-in needle of the valve, the tip never spits or leaks again, no matter in what direction you hold the extension.



*I do everything I can to achieve a perfect end result. With the CleanShot valve, I'm certain that there are no drops left on the wall.*

CYRIL JULIEN, OWNER OF PAINTING COMPANY JULIEN (FRANCE)



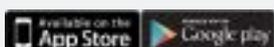
#### THE SOLUTION: CLEANSHOT™ VALVE

- Eliminates spits and drips from the tip
- Can be attached to any Graco tip extension
- Can be rotated 360° to guarantee a vertical spray

# Find the right accessory for your appliance and job without any problems

Do you want to find out quickly how to run your projects more smoothly and effectively? In the free Graco App, you can instantly see which accessories fit your appliances. So you can use your units for even more applications and get the most out of them!

- ✔ **Simple and quick** to use
- ✔ Contains all **Graco equipment, accessories and spare parts**
- ✔ Info that is always **up to date**
- ✔ Available for **iOS, Android and online**



Visit [www.contractorclub.com](http://www.contractorclub.com) and download the free Graco App for iOS or Android

## PARTS

# ORIGINAL GRACO PARTS: MORE IMPORTANT THAN YOU REALISE!

Suppose your appliance no longer works, and you know for a fact that a miniscule part is the cause of the problem. Then you may be tempted to quickly buy a cheap spare part online. Our Service Partners explain why it's better not to do so.

Replacements are still too often purchased on the basis of price. However, the few euros that can be saved in this way involve many risks not just for the appliance, but for the project and also for safety.

### Think about your safety

"Each Graco component is designed to meet certain standards and the highest possible quality," says Pascal Besciajian of Locapeint (France). Parts from other manufacturers do not meet Graco's quality requirements. They are not as robust, which can have dramatic consequences for the project. Imagine if a paint hose cannot handle the pressure and explodes. I don't need to go into

*The warranty on your appliance remains valid with original parts only.*

GERDO ALAS, SERVICE PARTNER G-COLOR



detail about the extent of injuries this could cause."

### Think about your equipment

"Although safety comes first, there are other key factors", adds Gerdo Alas from G-Color (Estonia). "The warranty conditions remain valid only with original Graco parts. Graco's warranty doesn't cover any

defect or damage caused by parts not manufactured by Graco. In the event of a breach, the appliance loses its warranty - which is based on the serial number - and repairs are no longer covered."

### Think about your time and money

Finally, Gerdo Alas also pays attention to the efficiency of your jobs: "Original parts ensure that your equipment retains its impeccable condition. This is the only way to ensure optimal performance and avoid downtime. Cheaper parts will, in fact, cost you more time and money in the long run: extra repair costs, extra working hours, you name it. And we'll leave it up to you to explain that to your customers..."

*Just imagine that a paint hose cannot handle the pressure and bursts.*

PASCAL BESCIAJIAN, SERVICE PARTNER LOCAPEINT

## Original or not? That way you know for sure!

Need a replacement? Pay attention to these details to make sure you buy an authentic Graco part.



### Engraved Graco logo

Most of our piston rods, cylinders and sleeves have the Graco logo engraved. In addition, our components feel much stronger and more robust than those of other manufacturers.



### Holographic label

Repair kits that are almost identical to those of Graco are available online. How do you notice the difference? A holographic sticker is attached to the packaging of an original Graco repair kit.



## The cylinder endurance test

By way of example, we compared our cylinder with that of two other manufacturers.

What turned out? The other cylinders quickly failed, so that the pump could no longer build up sufficient pressure.

If you use a cylinder from another manufacturer, you will need to change the gaskets and cylinder 4 to 5 times more often.



### MANUFACTURER X

Defect  
after 779 litres



### MANUFACTURER Y

Defect  
after 1003 litres



### GRACO

No defect  
Test stopped after 3122 litres



### Go to authorized Graco Distributors and Service Partners

Do not take any risk and buy your parts from an authorized Graco distributor or have them replaced by an authorized Service Partner. You can find them on [www.graco.com](http://www.graco.com) under the tab 'Where for sale'.

## PARTS

# THOROUGH MAINTENANCE EXTENDS THE SERVICE LIFE OF YOUR APPLIANCE

**Graco appliances can easily last years. Some painters even use the same equipment for decades. There is one condition, though: it's all down to maintenance. With the help of a Service Partner, you can sleep soundly at night for many years, who knows, even decades ...**

**D**oes your machine refuse to prime, or does your tip repeatedly block? From research, we know that in no less than 72% of cases, the cause is due to lack of maintenance.

### The role of Service Partners

Good maintenance starts with yourself, but you are not alone. A Service Partner will not only give you advice, he can also check your spraying equipment and detect minor problems in good time. That way, you avoid major defects that cost a lot of money. So the message here is to have your appliance checked on a regular basis.

### Everything starts with advice

According to Jonas Makuuskas of UAB Silda (Lithuania), maintenance starts at the time of sale: "When we give customers instructions on how to use and clean their appliance, we find that they have fewer problems. They use the equipment with confidence and avoid problems caused by ignorance."

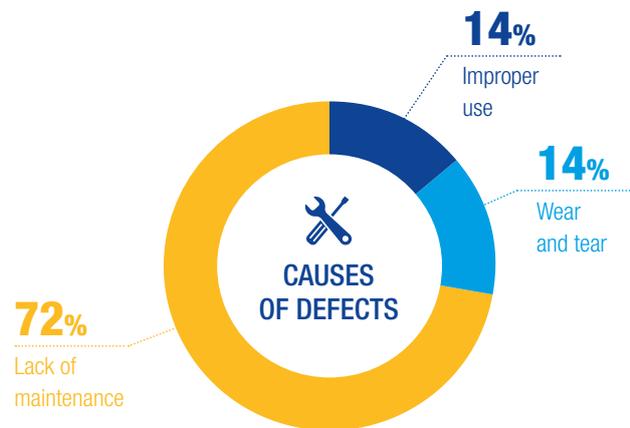
### Cleaning is essential

Pascal Besciajian of Locapeint tells us the same story: "When we sell an appliance, we explain how it works on site. We emphasise the importance of proper cleaning.

Ten minutes is enough to clean your equipment properly. But if we don't tell them that, the customers won't do it."

### 'Hard Monday'

Finally, Jonas has a specific tip. One phenomenon that comes up on a regular basis is that customers want to start the weekend as soon as possible and neglect the cleaning job on Friday afternoon. The Monday after, the equipment fails to start - the paint ball is stuck - and they end up with us. We call this as 'Hard Monday', he laughs.



*Even though the weekend is about to start, clean your device on Friday. In that way, you avoid start-up problems the following Monday.*

JONAS MAKUUSKAS, SERVICE PARTNER UAB SILDA



## 6 tips for an appliance in top condition

1

Clean your equipment **after each use** to rinse away any residues.

2

If the application allows for it, use **RAC X™ LP Tips**.

3

Occasionally lubricate the pump with **TSL™** for a smooth functioning.

4

Use **Pump Armor™** after cleaning or when you intend not to use the equipment for a while.

5

Have your equipment **checked regularly** by a Service Partner.

6

And last but not least, only use original **Graco spare parts**.



**RAC X™ LP TIPS**

With the RAC X LP Tips, you can spray with 30 to 50% less pressure. This results in a better finish, less spray mist, higher reliability and a longer service life. The tips are available for all Graco appliances, from the smallest handhelds to the largest airless sprayers. We also continue to systematically expand the range of LP Tips.



**TSL™ (THROAT SEAL LIQUID)**

TSL is a special fluid that prevents paint from drying out in the pump of your appliance. The unique product is composed in such a way that it blends with the paint and keeps it liquid. Moreover, TSL does not affect the colour your finish, unlike other products.



**PUMP ARMOR™**

If your appliance will be idle for a few days, do not forget to use Pump Armor after cleaning. This keeps the pump in good condition, protects against frost and corrosion and prevents the paint ball from getting stuck. Place the siphon directly into the (diluted) Pump Armor and the FastFlush mode will do the rest.

PREVENTION IS BETTER THAN CURE

# HAVE YOUR APPLIANCE CHECKED DURING OUR SERVICE DAYS



To help you keep your appliance in perfect condition, we regularly organise 'Service' days. Together with local Service Partners, Graco experts touch down in your neighbourhood for one day and happily check your equipment.

During the service days, you can have your equipment thoroughly checked by an experienced specialist. Not only will you get a clear diagnosis of the condition of your equipment, if necessary, the Service Partner will also replace parts. We also give you a lot of useful tips to keep your equipment in top condition.

## Why should you attend Graco's Service days?

- ✓ **Preventive inspection** of your appliance with a clear diagnosis
- ✓ **Promotions** on spare parts and accessories
- ✓ **Useful advice** to make the best use of your equipment
- ✓ Excellent opportunity to ask **Graco-experts** questions



In 2018, a new service tour through Europe is planned. Curious to know when we touch down near you? Then be sure to keep an eye on the events page on [www.graco.com](http://www.graco.com)!



A local Service Partner gives your equipment a thorough check.



Graco experts answer all your questions.

## New from Graco

### The Graco service booklet

Much like your maintenance booklet of your car, our booklet keeps track of the maintenance of your appliance. It is not mandatory, but the booklet is a useful tool to have your equipment checked regularly. And if you ever want to sell your appliance, you can easily prove with the booklet that it is in perfect condition. As such, it will also guarantee you the best selling price.

**Your Service Partner completes the booklet with each check-up:**

The date on which the check-up took place

How many litres had you sprayed up to that time?

- What tests were carried out?
- Any remarks about your equipment or use
- When you need to come back for a check-up



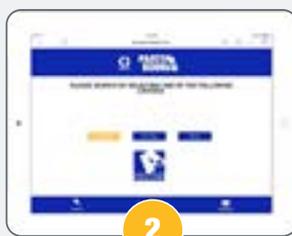
### The Graco Parts Book

Do you need to order a replacement part and are looking for the correct part number? Are you looking for the manual of your equipment? Thanks to the Graco Parts Book, you will find such information in no time. Just surf online and you have the technical knowledge of a Graco expert!

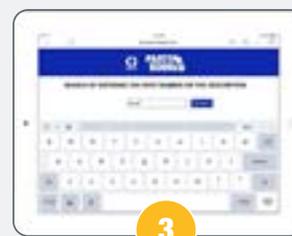
**In five steps to the info you are looking for:**



1 Visit [www.gracopartsbook.com](http://www.gracopartsbook.com)



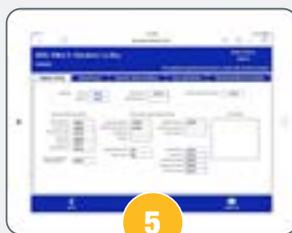
2 Select what you want to search for



3 Enter an item number or description



4 Choose your appliance or component



5 You will get all info: article numbers, manuals, ...



**The technical info is not only available from [www.gracopartsbook.com](http://www.gracopartsbook.com), you can also consult it via the Graco App.**

**AVID GRACO FAN**

# THRIVING BUSINESS, THANKS TO GRACO



*Simon with his FinishPro HVL 9.5, which he named 'The Beast'*

**A FinishPro HVL™ 9.5, an HVLP TurboForce™ 9.5, a 390 ProStep™, an Ultra® Airless Handheld, an EasyMax WPII Cordless™, and that's not even including all of Simon Deakin's appliances! For those in doubt: Simon is a painter/decorator, not a distributor. The owner of Deakin Decor / Sprayaholic from Cornwall (United Kingdom) explains why he is a Graco fan.**

**S**imon got to know HVLP years ago through friends who sprayed cars and wood using this technique. Three years ago, he also switched to airless spray painting. "I found the transition from HVLP to airless exciting. Meanwhile I've pretty much mastered both techniques," he says.

**Build up and expand a business**

Simon's order book contains mainly private projects. "New build or renovation, with my equipment, I can handle all jobs and conditions. HVLP for a fine finish and airless if time is of the essence. Spray painting has really helped me build my business and expand it."

**TIP**



**"Give your customer the opportunity to spray paint"**

Sometimes, customers are there when Simon starts to work in their homes. "When I notice that they're interested, I ask them if they want to have a go themselves. I teach them the basics and then they can spray paint a small surface. This will only benefit your relationship with your customer!" According to Simon, customers are all too happy to show off their spraying work. Whether their partner and friends actually believe them is another matter", Simon laughs.



Completely ready to get started!

### Price-quality the best

With more than five appliances, Simon swears by Graco: "The equipment is solidly built and you can easily replace the parts. Moreover, Graco equipment is extremely well priced compared to the competition. Take the 390, for example. For the price you pay, you get an incredibly versatile piece of equipment. I can recommend it to anyone." If there may be any other factors helping him in his decision to opt for Graco? Yes, OK ... blue is one

of my favourite colours", he admits laughingly.

### One big Graco family

Simon not only likes the equipment (and their colour) but also the customer service. Graco's after-sales service is second to none. They are really interested in their customers, have endless expertise and are always ready to help. They make you feel that you are part of the Graco family. And that is simply priceless."



*The customer service is fantastic. They make you feel that you are part of the Graco family. Priceless!"*

SIMON DEAKIN, OWNER OF DEAKIN DECOR / SPRAYAHOLIC



### Simon's tips for working more efficiently

- ✓ Take care of your appliances and they will take care of you.
- ✓ Proper taping is half the battle. It takes much longer to remove spray mist.
- ✓ Start with low pressure and build it up until you have the perfect spray fan.
- ✓ Choose the most productive tip: don't spray a wall with a 412 tip if you have a 618 tip.
- ✓ Maintain a constant speed and spraying distance for the best end result.



On the following pages, we turn the spotlight to a project by Simon Deakin. By the way, Simon is in this ContractorMag because he won our Longboard Challenge. More on this on page 19.

## AVID GRACO FAN

# COACH HOUSE UNDERGOES FORMIDABLE METAMORPHOSIS

**Two luxury holiday homes with all mod cons: that was the spec of the large coach house of the Trewan Hall campsite after the renovation. That the paintwork was a challenge is an understatement. This job proved right up Simon Deakin's street.**

If you fancy camping in the heart of Cornwall, then head to Trewan Hall campsite. And for those who want a little more luxury than a tent or caravan, Trewan Hall has something special: the coach house, which was recently turned into two unique holiday homes.

## Every confidence in Simon

Matthew Hill, director of the Trewan Hall campsite: "Simon came round and immediately suggested to spray paint. I was only familiar with the traditional paint methods and was initially rather sceptical. But he was very convincing and strongly recommended this technique to us, so we agreed."

## Full Graco range needed

The walls, vaulted ceilings, beams, the doors and door frames all had to be painted. So Simon's range of Graco appliances came in handy: "The walls and ceilings were painted with airless equipment, directly out of the paint bucket. That was done in no time. For the emulsion, I used the 390



*The result was spectacular! Simon managed to finish everything to perfection in a very short space of time.*

MATTHEW HILL, MANAGER OF THE TREWAN HALL CAMPSITE

BEFORE



AFTER





*Proper taping is half the battle.*



*Simon used 300 litres of emulsion and 30 litres of satin paint.*

ProStep™ technology, I varnished the woodwork with the FinishPro HVLP™ 9.5. Especially the Super-Flex™ hose and Smart Start™ technology, where the unit automatically shuts off when you stop spraying, represented added value.”

**No electricity**

One evening, there was no electricity in one of the houses, recalls Simon. But that did not stop him. “One of the jobs I had to do was to coat the ceilings with a primer, I solved that problem with battery-powered lights and my Ultra® Airless Handheld. I used both the standard and the large paint cup

of the Ultra Airless Handheld. So, despite the fact that there was no electricity, I could just continue working without delay.”

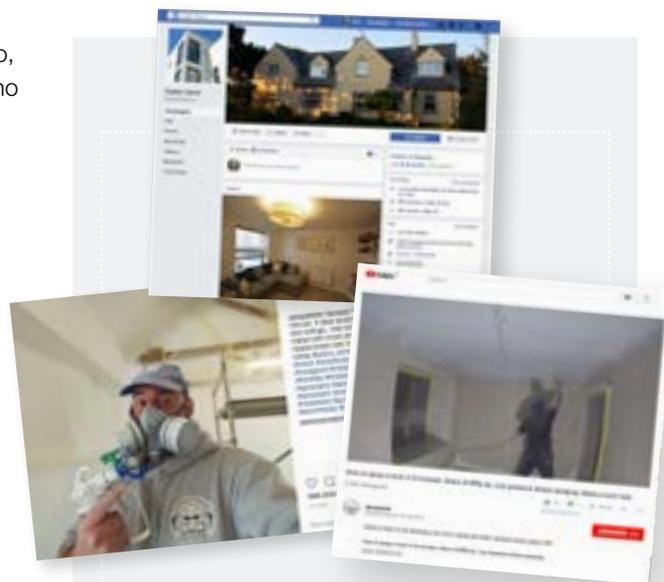
**Perfectly finished**

Matthew concurs: “Simon did indeed work in the evenings and at night. That way, he had the houses to himself and none of the other workers got in the way. And I have to admit, the result was spectacular! Despite some very inaccessible places – the beams of the ceiling – everything was finished to perfection in a very short space of time.”



*Thanks to my Ultra Airless Handheld, I was able to continue working when there was no electricity.*

SIMON DEAKIN, OWNER OF DEAKIN DECOR / SPRAYAHOLIC



**INSTAFAMOUS**

Simon is an avid social-media user. For more photos and clips of this and other projects, check out one of his channels:

-  **Sprayaholic**
-  **Sprayaholic**
-  **Deakin Decor**



Success story with a silver lining

## 18<sup>TH</sup>-CENTURY CASTLE RESTORED TO ITS FORMER GLORY

**Historical, residential, industrial or commercial premises.... At Nevin of Edinburgh Ltd, they turn their hand to anything. One of their most striking recent projects? Yester House, an 18th-century castle that they restored to its former glory.**

**T**he company of John Nevin and son Mark specialises in all facets of decoration, from advice right through to execution. With residential blocks, offices and supermarkets on their books, the company has completed many major painting projects in the Edinburgh, Glasgow and Perth regions.

### Renovation of historic buildings

"But the projects that stand out most are our renovations of historic buildings," says Mark. There are not many companies that offer such specialist techniques. Painting 18th-century Yester House was right up our street, therefore."

### Prominent role for Graco equipment

Although painting Yester House required sophisticated painting techniques, Graco equipment also played its part. Mark: "We sprayed the primer with our ST Max™ 495 Lo-Boy: a powerful appliance, yet easy to manoeuvre. We moved the appliance from one room to another, up and down scaffolding, without any problems at all. We used the Ultra® Airless Handheld to paint the large cast iron radiators, "Anyone who thought that a Graco appliance is out of place in an 18th-century building stands corrected now!

**If you want to see Mark at work in Yester House, watch the video on Instagram: [@nevin\\_decorators](#)**



*We sprayed the primer with our ST Max 495 Lo-Boy: a powerful piece of equipment, yet easy to move.*

MARK NEVIN, MANAGER OF NEVIN OF EDINBURGH



*Yester House was restored to its original state by Mark Nevin and his team.*

ID

### MARK NEVIN

- Company: Nevin of Edinburgh Ltd
- Location: Edinburgh
- Function: Manager
- Experience with spray painting: 14 years
- [www.nevinofedinburgh.co.uk](http://www.nevinofedinburgh.co.uk)

Longboard Challenge

# ULTRA AIRLESS HANDHELD LAUNCHED IN COMBINATION WITH UNIQUE COMPETITION

To enhance the launch of our Ultra® Airless Handheld, we invited some painters to a social media event in February with a view to getting them involved in a proper competition: the Longboard Challenge.

The brief was simple: create a design for a longboard. The design with most Facebook likes wins. Each participant was given a longboard, stencils of the Graco logo, stencils of the hashtag #GRACOULTRA and an Ultra Airless Handheld. Seven designs were submitted on time. The vote on Facebook ran from 1 to 22 June. Votes were cast 718 times. Of these, 275 votes went to Simon Deakin's design, more than enough to crown him as the winner. Congratulations, Simon!

As a prize, Simon was allowed to put himself and a project in the spotlight in this magazine. If you haven't read his story yet, hurry to page 14.



Graco on social media

## FOLLOW US ON FACEBOOK, TWITTER AND INSTAGRAM

Would you like to stay up to date with Graco? Then follow us on social media and get the news hot off the press!

-  [Graco Contractor Club](#)
-  [GracoContractor](#)
-  [Graco Contractor Club](#)



**Just because it fits  
doesn't mean it does the job**



**Trust only genuine Graco parts**

Why do we care? Non-original and counterfeit parts are not manufactured to our standards. They cause malfunctions, affect quality and lead to warranty issues. In short, they make both your job and ours more difficult.

**[WWW.GRACOPARTSBOOK.COM](http://WWW.GRACOPARTSBOOK.COM)**