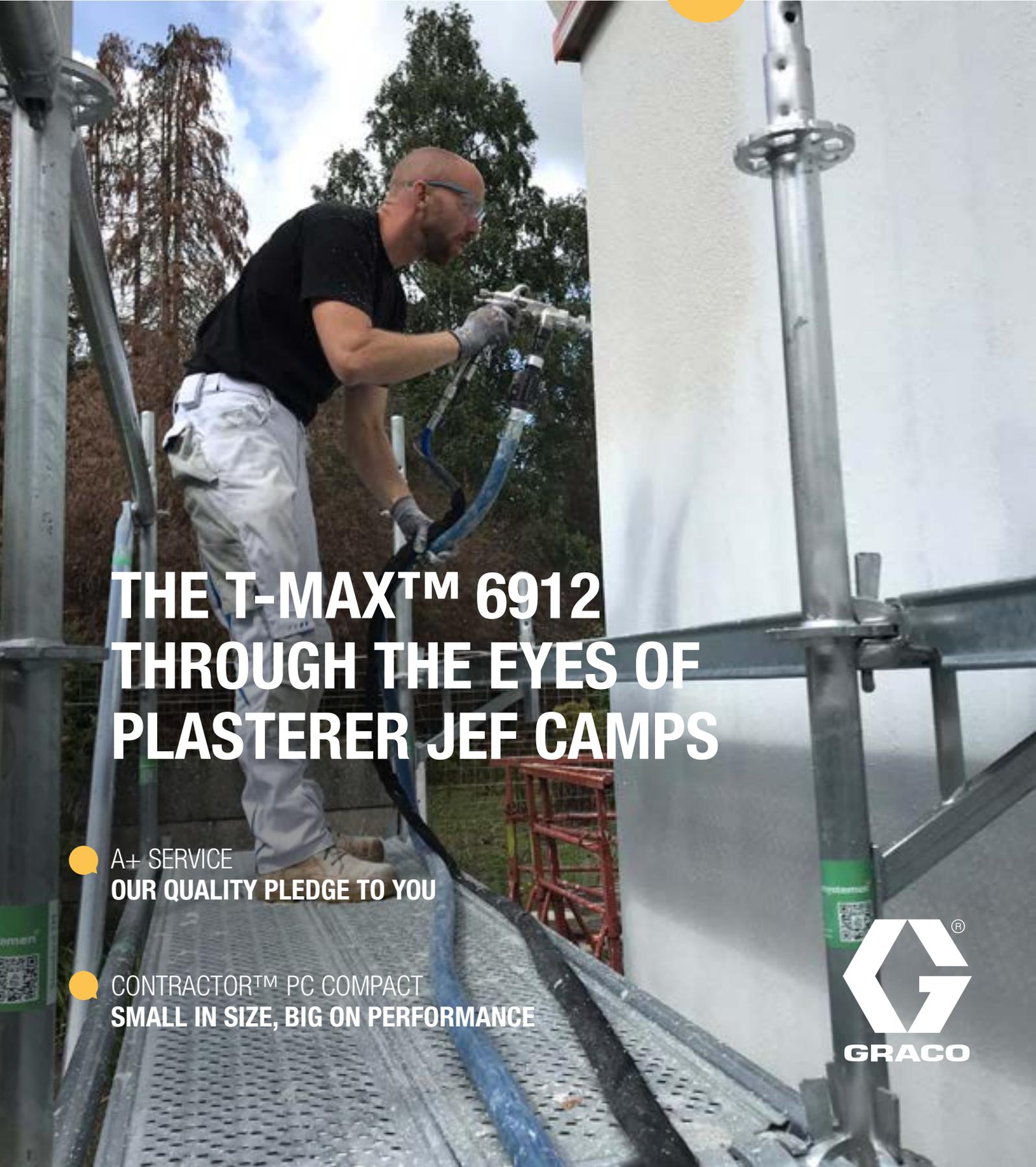


# CONTRACTORMAG

ANNUAL MAGAZINE FOR THE PROFESSIONAL PAINTER AND PLASTERER

16

GRACO | MARCH 2020



## THE T-MAX™ 6912 THROUGH THE EYES OF PLASTERER JEF CAMPS

**A+ SERVICE  
OUR QUALITY PLEDGE TO YOU**

**CONTRACTOR™ PC COMPACT  
SMALL IN SIZE, BIG ON PERFORMANCE**



**GRACO**

# CONTENT



Graco is a global leader in material treatment systems and components. Since its foundation in 1926, the company has been offering products for moving, measuring, dispensing and applying a wide range of fluids and viscous materials. Graco owes its success to its relentless commitment to technical excellence and the remarkable quality of its production process and customer service. The company works with recognised dealers exclusively in providing equipment for paint spraying, protective coatings, paint circulation, lubrication, dispensing of adhesives and sealing agents and heavy applications.

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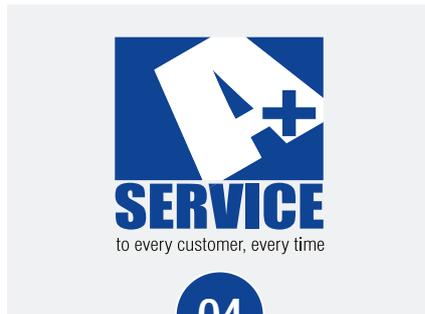


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**A+ SERVICE**

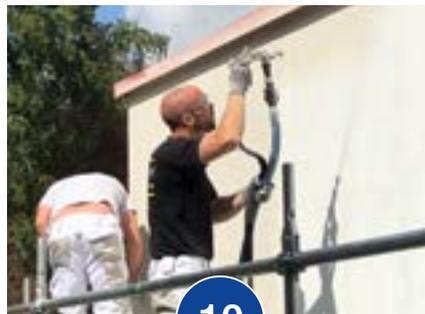


**A+ SERVICE:  
OUR QUALITY PLEDGE  
TO YOU**



**A+ SERVICE:  
CUSTOMERS & DISTRIBUTORS  
SHARE THEIR STORIES**

**TESTED FOR YOU**



**THE T-MAX 6912 THROUGH  
THE EYES OF PLASTERER  
JEF CAMPS**

**BLUELINK**



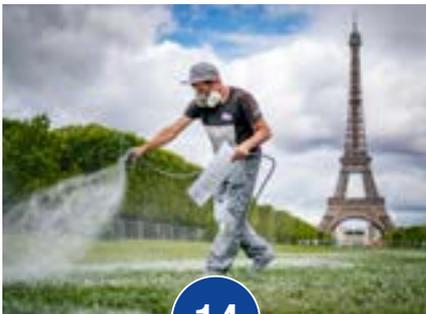
**FIVE STATEMENTS THAT  
WILL SOON BE A THING  
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CONTRACTOR™ PC COMPACT



**SMALL IN SIZE,  
BIG ON PERFORMANCE**

IN THE MIX



**GRACO AND SAYPE  
JOIN FORCES FOR  
BEYOND WALLS**

# GET THE MOST OUT OF YOUR MACHINE

At Graco, we have been striving for an A+ service for years. We believe every customer has the right to the very best Graco experience. Time and time again. That's why we set the bar high for our products, our employees and our partners, who all guarantee our standards are met.

Training plays a key role in this. Sometimes we see end users give up because they can't get the hang of the basics of spray-painting. We definitely need to try to avoid that.

In 2019 we launched a lot of new products. In 2020 we want to focus on training and education. The success of our Open Training Days in Maasmechelen has inspired the other regions where our company is active. Therefore, we hope to expand this initiative as much as possible to the entire EMEA region.

See you soon?

Eva Falcomer  
Senior Trade Marketing Specialist



“  
*Every customer deserves the  
very best Graco experience.  
Time and time again.*

”



to every customer, every time

# A+ SERVICE: OUR QUALITY PLEDGE TO YOU

**Our A+ Service promises every client the best possible experience, over and over again.**

**Every Graco product, employee and partner is committed to giving you the very best. That's our quality pledge to you.**



## High-quality, reliable products

When buying Graco products, you are guaranteed high-quality products that will last for years. All Graco parts are designed according to set standards. They are thoroughly tested and subsequently manufactured according to the highest quality specifications. Our automated production process guarantees that every part you buy meets the highest of quality standards.



## Always a distributor nearby

For sales and after-sales services, you can count on our network of distributors. As Graco representatives, they are carefully selected. They must commit to offering a high-quality service and ensure they have a minimum stock of Graco products. You can find them all across Europe, meaning there is always a local distributor nearby.



## Problems? Graco to the rescue in a snap!

Having problems with your equipment? Most of our distributors are also Service Partners, meaning they have a large range of replacement parts at their disposal and they have been trained to repair and maintain Graco equipment. If repairs or maintenance take long, most of them will offer you rental or replacement equipment allowing you to continue your work.



## The right information at the right time

We want you to find the equipment or accessory that suits you best, and we want you to get started with it quickly. Brochures, manuals, websites, apps, events, training sessions... We have all the tools for you, our distributors and our Service Partners, to have access to all the necessary information for everyone to do their job smoothly and efficiently.



## A customer service that's always ready to help

Where can I find that manual? How do I register for that training course? If you have any questions or problems, don't hesitate to contact our expert customer service team, who can help you in seven different languages. Every week, they answer about 6,500 e-mails and 1,200 phone calls. 80% of them are answered within 24 hours.



## Training and tools: something for everyone



### Open Training Days

Our training centre in Maasmechelen (Belgium) opened its doors to train Graco distributors, but professional painters and plasterers are also more than welcome at our Open Training Days. That is the perfect opportunity to learn how to use virtually all of our sprayers. All participants take home a certificate after the training session.

Can't make it to Maasmechelen? No worries, our distributors also organise regular training events. There are Graco training events all over Europe, giving everyone an opportunity to attend a local session in their own language.



Check our calendar on [www.graco.com/trainingdays](http://www.graco.com/trainingdays)



*Our painters who completed the training are now real 'airless ambassadors'!*

ISMAEL AYDOGDU, SIKKENS GELDERSE POORT (NIJMEGEN, THE NETHERLANDS)



*The training session was so interesting. Truly a day to remember.*

GLENN HUYGELIER, HET KLEURENPARADIJS (LAUWE, BELGIUM)



### Graco University and webinars

If you can't attend our training sessions, we also offer training courses online. Go to our e-learning platform Graco University to learn at your own pace, whenever and wherever you like. It's also the place to be for webinars, with a Graco expert explaining specific topics, for example how to maintain your spray gun.



Register on [www.gracouniversity.com](http://www.gracouniversity.com)

### Graco apps and websites

Our training sessions teach you the tricks of the trade, while our apps (Graco CED EMEA, BlueLink...) and online tools (Graco Partsbook...) help you carry out your job more efficiently day in, day out. Whether you are looking for an accessory or a part, or you want to boost your productivity, a solution is literally just a few clicks away.



Find our apps in the App Store or via Google Play



CUSTOMER: **GRAFFITISTHLM** | DISTRIBUTOR: **ANTI-CORROSION**

## “The advice Anders gave us was simply... priceless!”

The company Graffitisthlm, owned by Carl Klive Winblad and Lars Kaos Hjertstedt, has given many Swedish houses and businesses a great makeover, inside and out. Particularly their large murals are wonderful eye-catchers. For their latest project, the Clarion Hotel in Stockholm, the duo first sought advice from Graco distributor Anders von Kraemer of Anti-Corrosion.

**G**raffitisthlm is not new to spray-painting. “In previous projects, it had already saved us a lot of time,” Carl explains. “We had always rented equipment from Anti-Corrosion. In preparation for our project at the Clarion Hotel, where we would work on a wall measuring 27 by 15 metres, we thought it was high time that we invested in our own equipment.” So the duo once again contacted Anti-Corrosion. “I immediately recommended the Graco GX FF, a small, light and affordable sprayer that can be used for many different applications, both for large surfaces and more detailed work. The machine is equipped with a hopper and the ProXchange pump replacement system, ideal for Carl and Lars' projects,” Anders van Kraemer of Anti-Corrosion explains.

Carl continues, “When we told Anders which paint we would use, he also gave us tips on how to use the machine to obtain the best results. In the end, the entire artwork was completed in just four days. Without the GX FF, not to mention the precious advice we got from Anders, that wouldn't have been possible. His advice was simply... priceless!”



“

*The entire artwork was completed in just four days. Without the GX FF, not to mention the precious advice we got from Anders, that wouldn't have been possible.*

CARL KLIVE WINBLAD, GRAFFITISTHLM

”



CUSTOMER: **MAZALIC CO.** | DISTRIBUTOR: **GFP**

**“This type of service makes a major difference in our daily work.”**

**GFP is the largest Graco distributor in Serbia. Their head office in Belgrade includes a showroom and office, as well as an extensive stock of machines and spare parts. Painting company Mazalic Co. is a regular customer.**

### **The best price-quality ratio**

When Dusan Kusic, owner of Mazalic Co., went to GFP, he instantly fell in love with the Graco products. “When we got the demo, we were immediately sold. Meanwhile, we have 10 Graco machines. Graco has the best price-quality ratio by far!”

### **Stronger and more innovative**

Darko Sovran, manager at GFP, explains why he is a Graco distributor: “Graco products are much sturdier than those of its competitors. The technology is also more innovative. By participating in the Graco webinars and training sessions, we can easily keep our product knowledge up to date.”

### **Service guaranteed**

That product knowledge in particular allows GFP to guarantee its customers a great service. Dusan is also a satisfied customer. “The equipment is always delivered quickly and we are always given basic training on how to use it, the safety instructions and so on.”

Mazalic Co. can also always rely on GFP for repairs. “Our engineers usually manage to solve the problem quickly. When they encounter difficulties, they can always rely on the technical support provided by Graco,” Darko explains. “This service makes a big difference in our daily work,” Dusan concludes.

“

*The equipment is always delivered quickly and we are always given basic training on how to use it, the safety instructions and so on.*

DUSAN KUSIC, MAZALIC CO

”

**Your  
opinion  
counts!**

**Every year, more than 2,500 customers like yourself complete our ‘Voice of Customer’ survey. It is thanks to this feedback that we can improve our products and support even further. A big thank you for your support!**

## NEW: CONTRACTOR™ PC COMPACT SPRAY GUN

# SMALL IN SIZE, BIG ON PERFORMANCE

Your spray gun plays a key role in your job. Not only for finishing touches, but also for your comfort. Last year we launched Contractor™ PC, a revolutionary spray gun. Now we have gone one step further: we proudly introduce our Contractor™ PC Compact Smaller and lighter, without compromising on performance.

NEW

Contractor™ PC



Contractor™ PC Compact



25% smaller

25% lighter

50% less  
force required

### Small and light as a feather, yet suitable for any job

The Contractor PC Compact is our smallest and lightest spray gun ever on the market. It gives you more control than ever before, and it's not suitable for small corners and hard-to-reach spots only. The Contractor PC Compact also allows you to effortlessly finish bigger jobs.

### An ergonomic design for greater comfort

Its small format, light weight and ergonomic design guarantee a unique spraying experience. It isn't just more comfortable to hold, but it also requires less force to pull the trigger.

### ProConnect Cartridge, for less downtime

Just like the Contractor PC spray gun, all the parts that are prone to wear and tear are located in a single cartridge, the ProConnect Cartridge. You can replace that cartridge without the need for any accessories in just a few seconds. The result? Less downtime and higher productivity!

## TESTED FOR YOU

## “It is unbelievable how little force you need to pull the trigger!”

**Don't just take our word for it... Let's hear what a user has to say. Bente used the Contractor PC spray gun for two very different jobs and totally agrees with us.**

“One job involved spraying radiators, while the other was spraying walls,” Bente explains. “For the radiators, I connected the gun to my GX FF, for the walls I connected it to my ST Max II 495 PC Pro. In both cases, I was really impressed. It is unbelievable how little force you need to pull the trigger! I managed to spray all day, with no effort whatsoever.”

Bente also used the Contractor PC Compact combined with the BlueMax II whip hose. “It's the perfect accessory,” she says, “especially for radiators, since I had to spray them from different angles. I was using fairly thick paint, but that posed no problem at all for the gun or for the hose. I'm a fan!”



### BlueMax™ II whip hose and EasyGlide swivel

The unparalleled flexibility and control of the Contractor PC Compact are even more evident once used with the ultra thin 1/8" x 1.4 m BlueMax II whip hose. Connect the hose using the EasyGlide swivel and experience an unseen manoeuvrability!

 For more information go to [www.graco.com/contractorpcgun](http://www.graco.com/contractorpcgun)



## T-MAX 6912

# THE T-MAX™ 6912 THROUGH THE EYES OF PLASTERER JEF CAMPS

Up to 69 bar and 12 litres per minute, aggregates up to 2 mm, a 90-l hopper... The new The T-Max™ 6912 has it all. But how does the electric texture sprayer perform in practice? Freelance plasterer Jef Camps used it for the first time.



### JEF CAMPS

- Professional plasterer since 2006
- Indoor & outdoor plastering and dry construction
- More info on [www.meesterstukadoor.be](http://www.meesterstukadoor.be)

**W**hen we asked him what his expectations were before he started, Jef was clear, "I expect a solid machine, with the necessary power to smoothly pump and spray heavy materials. I also want it to be ergonomic and easy to move around." Keen to find out whether the T-Max 6912 meets his expectations? Let's see what Jef has to say.

### Mobility

"The sprayer is very well balanced and easy to lift. I like the fact that the material hopper is separate from the pump section. That makes it easy to carry it around and move it while on the job."

### Use

"I am not used to these types of sprayers, but the T-Max was very easy to configure and use. It makes very little noise and I didn't notice any annoying vibrations."

### Materials

"I used Knauf Noblo, a fine mineral clear coat with marble aggregates up to 1.5 mm. With some minor calibration, the T-Max sprayed this heavy structured material without any problems."



“  
Eventually, I worked  
half the time and I used  
about 25% less material  
than expected.”

JEF CAMPS, PLASTERER,  
LEOPOLDSDURG (BELGIUM)



### Flow

“The flow control was also very easy to understand. Initially, too much material touched the wall, making it bounce off. That means the flow was too high. Once I had reduced it, things went smoothly.”

### Material use

“It was clear from the very start that I would use less material than if I had done the job manually. Eventually, I used about 25% less material than expected.”

### Speed

“Normally I would have planned a whole day for this job, but I managed in just half a day. And on top of that, the sprayer was easy and quick to clean.”

### Finish

“In order to achieve the perfect spray pattern, I used the new STX gun and the FineFinish Disc system. That made sure the job went so well and required very few touch-ups afterwards.”

## Jef's verdict

“The T-Max 6912 offers interesting opportunities for various spray finishings. It makes it less tiring to manually apply a textured coat and it saves you time and materials. I truly recommend it!”



## Other texture sprayers in the spotlight



### T-Max™ 506 and 657

The baby brothers of the T-Max 6912. Versatile and perfectly suited to both airless materials and decorative finishes. For aggregates up to 1 mm.



### RTX™ 5500 PI (Pro Interior) and PX (Pro Exterior)

Compact but powerful texture sprayers for use with aggregates up to 3 mm. Ideal for larger residential projects.

### FastFinish hopper gun

Along with the Fast-Finish air compressor, this is the best solution for smaller jobs. Sprays acoustic plaster, gypsum mortar, fireproofing paint, topcoat and much more.





WORK SMARTER WITH THE BLUELINK APP

# FIVE STATEMENTS THAT WILL SOON BE A THING OF THE PAST



Planning jobs efficiently, drawing up correct quotes, taking the right amount of paint to every site, ordering paint on time... Your job is so much more than just painting and spray-painting. The BlueLink app helps you tackle every aspect of your job more efficiently and will make the following statements a thing of the past.

## 1 "I thought that machine was here?!"

Ready to leave for the site, but can't find your machine? Maybe a colleague took it to work? Or maybe you left it at another site? Connect your machines with the app to find them instantly.

## 2 "That's more work than I had anticipated"

From the number of working days to the paint you need... Check your previous jobs in the app to better plan your next jobs and to draw up correct quotes.

## 3 "What do you mean, we're out of paint?!"

The app keeps track of your paint consumption. That way, you know exactly how much paint you should take to each site every day and when it's time to order new paint.

## 4 "Oops, have I skipped a maintenance service?"

A thorough maintenance service extends the lifespan of your equipment. In the app you can enter when each machine needs maintenance. The app will remind you well ahead of time.

## 5 "Where's the closest distributor?"

Working on a job, but not familiar with the neighbourhood, right when you need a spare part? The app will display the nearest Graco distributors based on your location.



*The BlueLink app allows you not only to check the pressure, it has so much more to offer! I can check the paint consumption for each site any time, anywhere, which is really helpful when drawing up quotes for potential clients. I would love to use this app for all my Graco machines.*

DMITRY KLIMOV, REPAIRSCO, RUSSIA



## Overview of all the machines supported by the BlueLink app

- **FinishPro™ II 595** (PC Series)
- **ST Max™ II 395** (PC Pro Stand & PC Pro Hi Boy)
- **ST Max™ II 495** (PC Pro Stand & PC Pro Hi Boy)
- **ST Max™ II 595** (PC Pro Hi Boy)
- **Ultra Max™ II 695**  
(Standard Series & ProContractor Series)
- **Ultra Max™ II 795**  
(Standard Series & ProContractor Series)
- **Ultra Max™ II 1095**  
(Standard Series, ProContractor Series & IronMan Series)
- **Mark Max™ IV**  
(Standard Series & ProContractor Series)
- **Mark Max™ V**  
(Standard Series, ProContractor Series & IronMan Series)
- **Mark Max™ VII**  
(Standard Series & ProContractor Series)
- **Mark Max™ X**  
(Standard Series & ProContractor Series)

## How does it work?



**Download** the BlueLink-app for iOS or Android

**Connect** your Graco machine(s) via Bluetooth

**Register** to unlock all the features



## Register your machine for a chance to win an iPhone 11

Become a member of the Contractor Club and register your Graco sprayer. Then you're in for a chance to win an iPhone 11. There's no better way to enjoy all the benefits of the BlueLink app!

1. Go to [www.contractorclub.com/win](http://www.contractorclub.com/win)
2. Enter your **details** and those of your machine(s)
3. Download **the BlueLink app** for iOS or Android
4. Create **an account** in the BlueLink app
5. **Every month** we select one lucky winner

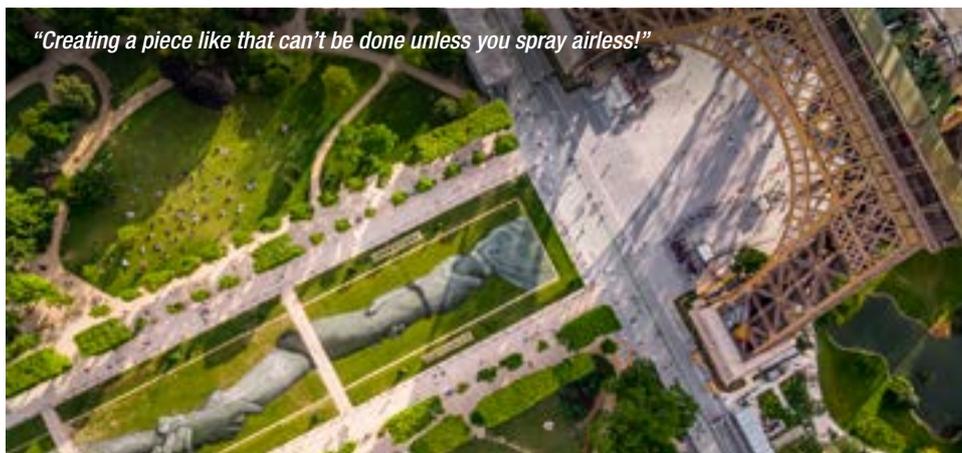
In the spotlight

# GRACO AND SAYPE JOIN FORCES FOR BEYOND WALLS

Last summer, it was not the Eiffel Tower but the lawn below that got all the attention for a few days. Why, you ask? Thanks to the artwork 'Beyond Walls' of the French artist Saype. The link with Graco? Saype created the impressive piece with an Ultra HandHeld™ and an Ultra Max™ II 795. Let's see what he has to say about his project...



*"Graco machines are built to last and easy to use... They have everything I expect from a sprayer."*



*"Creating a piece like that can't be done unless you spray airless!"*



*"The 15,000-m² piece will fade away as the grass grows."*



*"I developed the paint for this project myself. It is 100% biodegradable."*



*"Given the tight deadline, I couldn't afford my equipment breaking down. With Graco, I can sleep soundly."*



ID

**SAYPE**

- Artist name of Guillaume Legros
- Born in 1989 in Belfort (France)
- Started spraying graffiti aged fourteen
- Mainly known for his 'Land Art' (enormous grass paintings)

saype\_artiste

www.saype-artiste.com

Survey

# DO YOU SPRAY OR ROLL?

Do you swear by spray-painting? Or do you sometimes go for a traditional paint brush? And do you use a roller at times? We are very curious to find out how you tackle your projects. Keen to receive an exclusive Graco goodie bag?

**i** Complete the survey on [www.graco.com/survey](http://www.graco.com/survey) and you're in for a chance to win an exclusive Graco goodie bag.



This is your chance to win an exclusive Graco goodie bag



Share your story

## YOUR STORY IN THIS MAGAZINE?

Your experiences with Graco are at the heart of this magazine. Have you just completed a project you're particularly proud of? Or maybe your Graco machine allowed you to finish a job in record speed? Let us know! Your story might just be featured in our next edition and your photo may even grace the cover!

- 1 Go to [www.graco.com/contractorstory](http://www.graco.com/contractorstory)
- 2 Explain your project in a few sentences
- 3 We will contact you to tell you what's next

Social media



### SPOTTED ON INSTAGRAM

There's no better way to convince potential customers than to show them what you do day in, day out. And the best app to do that is Instagram. We often have a look around on Instagram and we love to put our 'ambassadors' in the spotlight in this magazine.

**i** Keen to be featured in our magazine with your photo? Share your projects on Instagram with the hashtag [#gracocontractorclub](#) and [#gracopaintsprayer](#)



# MORE WAYS TO SPRAY

CHOOSE YOUR SIZE. SPRAY ANY JOB.



Contractor PC Gun



**NEW**

Contractor PC Compact Gun

## CONTRACTOR PC COMPACT GUN

ONE OF THE LIGHTEST, MOST COMFORTABLE GUNS EVER BUILT



### COMFORT

Contractor PC Compact Gun, 25% lighter and 25% smaller. Spray all day with less fatigue.



### FLEXIBILITY

New thin BlueMax™ II whip hose for more flexibility and operation control at the gun.



### SPEED

ProConnect™ needle cartridge for complete on-the-job rebuild in seconds.