

# FINISHING NEWS

[ 2010 fall issue 2 ]

## “Max” Production with the all new MX™ Finishing System from Binks

Announcing a completely redesigned series of Binks MX piston pumps now paired with the new Binks AA™ series of air assist airless manual spray guns.

*For a limited time, purchasers of a MX Finishing System receive an additional Binks AA1600M gun. Complete offer details are available at authorized Binks distributors and online at [www.binks.com](http://www.binks.com).*

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New websites and more!



*Tripod (shown), cart and wall-mount models support one or two spray guns with thin to medium viscosity coatings.*

Binks introduces the all new MX Finishing System. The Binks MX series has redesigned pump technology to deliver maximum efficiency, durability, ease-of-use and versatility.

A key element to the all new MX Finishing System is the new AA1600M from Binks' updated AA series of air assist airless manual spray guns. Increased performance, comfort and durability are the primary components of the redesign in these all-new guns.

The Binks MX Finishing System provides superior atomization and a consistent smooth spray pattern to reduce rejected parts.

The patented pump design ensures smooth changeover at lower fluid pressures to reduce coating costs.

Air costs are reduced with the low pulse design. This enables lower shaping air pressures for better transfer efficiency.

Let's take a closer look at the pumps and spray guns that make up the Binks MX Finishing System.

*continued on page 2*

# Binks MX™ Series Piston Pumps

*Take It To The Max!* Efficiency • Versatility • Durability • Ease of Use

*Supports one or two spray guns with thin to medium viscosity coatings. Ideal for opaques, stains and sealers.*



*Winner of 2010 IWF Challengers Award. Presented at the IWF trade show in Atlanta. Industrial Finishing is the only company with two products named as finalists.*

Using magnetic detent spool valve (patent pending) and quick dump air valve technologies, Binks MX pumps provide a fast acting responsive motor. Coupled with a durable, hard chrome-plated stepped fluid rod section, the MX switches over at low pressures.

This dramatically smoothes pump operation and changeover with no pulse, allowing a “surge-free” paint delivery for the perfect finish. Ideal for one or two gun air-assisted airless spray operation with thin to medium viscosity materials, guns with the MX pump operate with less atomizing air, leading to less overspray, lower coating consumption and maximum transfer efficiency.

Binks MX pumps operate at 12:1 and 32:1 ratio delivering 0.4 GPM at 60 cycles per minute. Panel-mounted control gauges make the Binks MX comfortable to operate.

Stainless steel wetted parts make the MX versatile in coating choices from solvent to water-based materials. Modular construction with dependable quality parts guarantee high performance and easy maintenance.

Available in cart-mount, wall-mount and tripod-mount outfits, Binks MX pumps work with Binks air-assisted airless guns to allow operators to use lower fluid and air pressures to achieve superior finish.

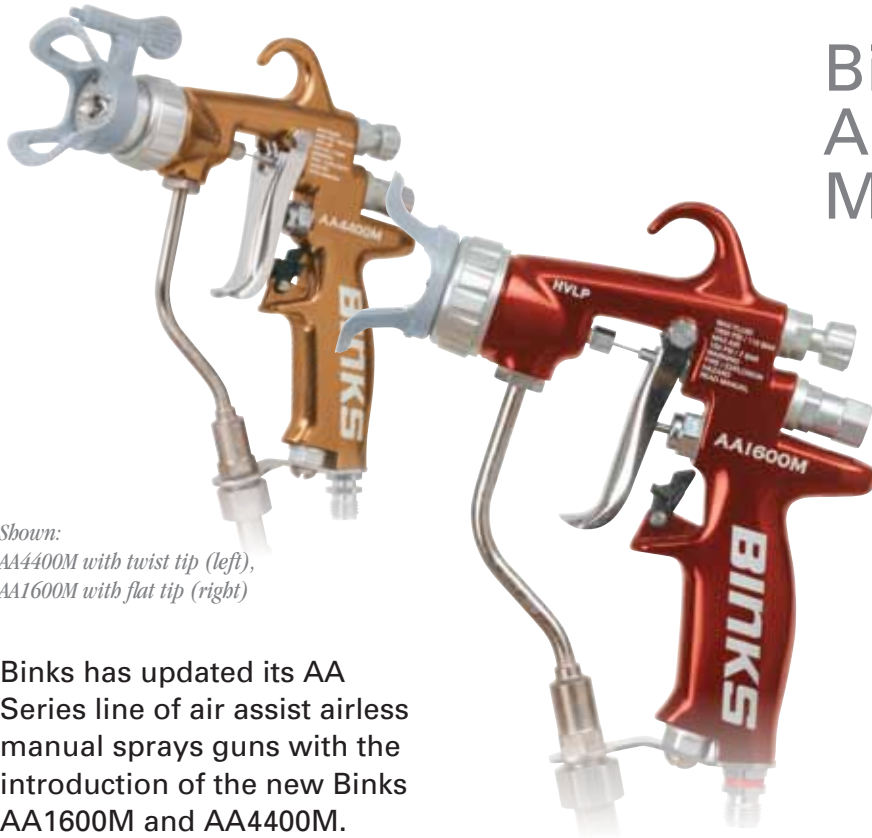
## typical applications:

- Wood Furniture and Cabinets
- Metal Fabrications
- Off Road Vehicles
- Skips and Dumpsters
- Bus and Truck Manufacturing including undercoating applications
- Aviation and Aerospace

## FEATURES & BENEFITS

- Magnetic detented spool valve design (patent pending) for quick stroke change-over with no pulse; uses less energy than traditional spring construction
- Quick dump valve technology exhausts air fast for speedy pump switchover
- Air motor switches over at low pressures with very little “wink”; minimizes gun’s shaping air to apply coating with less overspray
- Stainless steel wetted parts and fluid section
- Stall-resistant non-lubricated spool valve, even with dirty and wet air
- Large sight glass for visual packing inspection
- Self-adjusting spring-loaded packing for lower maintenance and running costs
- Divorced pump design so paint can not enter air motor
- Durable construction for heavy duty long working life
- Suitable for solvent or waterborne coatings
- Typical coatings include: stains, sealers, topcoats, conversion varnishes, and PTSA catalyzed materials

# Binks AA™ Series Air Assist Airless Manual Spray Guns



*Shown:  
AA4400M with twist tip (left),  
AA1600M with flat tip (right)*

Binks has updated its AA Series line of air assist airless manual sprays guns with the introduction of the new Binks AA1600M and AA4400M.

The Binks AA1600M with UHMW seat provides 1600 psi maximum pressure and is ideal for use in wood, metal, truck / bus and aerospace applications. For high viscosity and heavy industrial applications, the Binks AA4400M with tungsten carbide seat, delivering 4400 psi maximum pressure, is recommended.

Binks Air Assist Airless guns have all new anodized aluminum air caps that deliver a softer fine atomization. The variable spray pattern can be adjusted up to 40% to reduce overspray and waste. This allows adapting to different part sizes on the same job without changing the spray tip.

Over 100 different tips are available, including standard flat tips, fine finish tips and unique twist tips.

Fan width choices deliver from 2" to 18" in coverage area with the ability to reduce the spray pattern by up to 40%.

A 25% lower trigger pull combined with the ergonomically contoured grip and a balanced body weight decreases operator RSi risk. Forged aluminum construction resists corrosion and provides durability for a long gun life. Needles, packings and triggers are designed for quick removal and reassembly, minimizing maintenance time.

For a limited time, purchasers of a new Binks AA1600M and AA4400M gun receive free additional tips when they replace an old air assist airless gun. Complete offer details are available at authorized Binks distributors and online at [www.binks.com](http://www.binks.com).

#### typical applications:

- Wood
- Metal
- Truck / Bus
- Aerospace
- Heavy Industrial

#### FEATURES & BENEFITS

- Two redesigned manual guns added to line: AA1600M and AA4400M
- Adjustable spray pattern allows dial adjustment of spray width at up to 40% reduction, to better fit part size and limit overspray
- Three different tip options:
  - Flat Tip: premium tips for a uniform pattern
  - Fine Finish Tip: pre-orifice for best particle distribution
  - Twist Tip: quickly and easily removes clogs, less downtime
- Available in HVLP and LVMP technologies for a wider choice of spray options
- Anodized aluminum air caps resist corrosion and last longer
- Easy to remove "IN-LINE" needle reduces repair time
- One tool trigger removal speeds up assembly and disassembly
- Adjustable packing can be tightened with disassembly



# IWF Recognizes DeVilbiss Compact™ Performance Series Automatic X with Challenger Award Nomination



*Finalist for 2010  
IWF Challengers Award.  
Industrial Finishing  
is the only company  
with two products  
named as finalists.*

Industrial Finishing is the only company to have two products named as finalists for an IWF 2010 Challenger Award — the DeVilbiss Compact Automatic X spray gun and the Binks MX piston pump (*read more about the MX on pages 1-3 in this issue of Finishing News*).

Judged and presented every two years at the International Woodworking Fair (IWF), the Challenger Award recognizes advancements in technology or significant contributions to environmental improvement.

The Compact Automatic X fits both these qualifications. First, it dramatically reduces production downtime. The gun can be detached from its mounting block in just seconds via the easy thumb release mechanism; no tools needed! Second, it is a revolutionary automatic gun with the latest advances in atomization technology.

For more information about the complete Compact Performance Series, visit [www.devilbiss.com](http://www.devilbiss.com). Contact your DeVilbiss distributor for a hands on look.

**Compact**  
by **DEVILBISS**  
[www.devilbiss.com](http://www.devilbiss.com)

Designed for use in extreme environments spraying porcelain enamel and ceramic glaze materials, the Binks Rhino has a new R-CAP-4 air nozzle, producing a spray pattern of up to 24".

Its "Rhino Skin" helps prevent spray buildup. And when it does need to be cleaned, it is a completely sealed spray gun, intended for use in "wash down" environments. It is exceptionally rugged in construction and is built to stand up under continuous hard use.

#### typical applications:

- Porcelain Sanitaryware (tubs, sinks, bowls)
- China Cookware (pots, pans, dinnerware)
- Buffing and Polishing (stainless steel cookware, automated lines buffing metals)
- Miscellaneous (ceramic floor tiles, trap/skeet clay birds)

**BINKS**  
[www.binks.com](http://www.binks.com)

## Binks Updates Rhino™ High Performance Automatic Spray Gun *for Ceramic and Porcelain Enamel Coatings*



# Improve Efficiency with DeKups™, plus Reduce Solvent Waste and Cleaning Time

**DeKUPS**  
by DeVilbiss

*Disposable cup system from DeVilbiss fits the cup to the job, so you just go, flow, throw!*

DeVilbiss DeKups gravity feed disposable cup system increases productivity and reduces waste. Three different cup sizes allow the cup to fit the job with less wasted paint and more money saved. And the DeKups system offers 9%-50% more cup volume, resulting in fewer refills.

The DeKups liner features high collapsibility so all the paint is moved through the gun. The reusable DeKups locking lid will not come detached from the cup while in use. Patented self-venting funnels allow a painter to refill without opening the cup lid.

Spray gun operators prefer DeKups disposables since they are easier to use and cost less. Contact your DeVilbiss distributor to try DeKups for yourself.



*“They are  
easier to use and  
cost less too.”*  
— Contributor on  
woodweb.com

**DEVILBISS**  
www.devilbiss.com

DeVilbiss DeKups Disposable Cup System  
U.S. Patent Nos. 7,353,964; 7,344,040; 7,086,549; owned by  
U.S. Patent Nos. 6,820,824 and 7,374,111 owned by 3M Innovative Properties Co.

## success story

# Binks and DeVilbiss Together Help Deliver a Simply Superior Finish for Fine Furniture Manufacturer, Simply Amish

Simply Amish furniture, made by authentic Amish craftsmen, sets high standards for their product from construction to final finish.

So when it came to building and outfitting a new Simply Amish distribution and finishing facility, only the best suppliers were invited to the table.

“Finish is one of the top reasons customers buy our furniture,” says Ed Sullivan, Simply Amish finishing manager. Applying a fine finish to a carefully crafted piece of Simply Amish furniture

demands both an adept hand and advanced technology. Binks and DeVilbiss equipment is the spray technology chosen by Simply Amish.

Industrial Finishing Specialist, Roy Young, worked with Sullivan to determine the right combination of Binks and DeVilbiss equipment to meet the quality and production needs of Simple Amish.

For the full story about the success at Simply Amish, visit [binks.com](http://binks.com) or [devilbiss.com](http://devilbiss.com) or call 800-992-4657.



CUSTOMER  
Simply Amish

INDUSTRY APPLICATION  
Wood Furniture:  
Stain, Paint, Topcoat

CHALLENGE  
Faster production needed  
with fewer redos

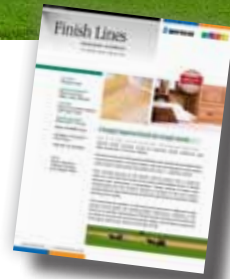
DISTRIBUTOR  
American Industrial Corporation

FINISHING EQUIPMENT  
Binks MX™ Finishing System  
with Binks AA1600M Guns

DeVilbiss Compact™  
HVLP Guns

DeKups® by DeVilbiss

RESULT  
Easier operation, material  
savings and a better finish





## Websites for Binks and DeVilbiss are redesigned for increased functionality and optimized user experience

Completely redesigned, these online resources provide industrial users and professional contractors with instant access to Binks and DeVilbiss sales literature, service part specs, technical support through both a new FAQ section and toll free phone assistance, along with training information, distributor locator, and the ability to register equipment online.

Visitors may enter their email address to receive immediate access to white papers, select free product samples, and subscribe to Finishing News at no cost.

Drop by [www.binks.com](http://www.binks.com) and [www.devilbiss.com](http://www.devilbiss.com) to get the latest industry information on spray finishing.



## Guide Brings All of Binks and DeVilbiss Accessories Together into One Big "Encyclopedia"

At almost 100 pages, the Accessories Guide for Binks and DeVilbiss has been nicknamed "The Encyclopedia".

It contains all of the current accessories, repair kits and replacement parts for both Binks and DeVilbiss equipment.

While you can choose to have a printed copy, we recommend you keep the PDF version at hand on your desktop computer, laptop or iPad.

The PDF version of the Accessories Guide is fully

searchable and the table of contents has direct links to any section in this big book.

Eight different sections cover pumps, fluid filters, regulators and gauges, air and fluid valves, hose and connections, fittings, air supply controls, along with cups and miscellaneous products.

With a few clicks of your mouse, you'll find just what you need to keep your Binks and DeVilbiss equipment at peak performance. Available at [binks.com](http://binks.com) and [devilbiss.com](http://devilbiss.com).





# more news

[ training ]

[ trade shows ]



## ■ Spray Finishing 3-Day Workshop

Toledo, OH  
 Sept. 8-10, 2010  
 Nov. 10-12, 2010  
 Mar. 9-11, 2011  
 May 18-20, 2011  
 Sept. 7-9, 2011  
 Nov. 9-11, 2011

Contact:  
 jaime\_wineland@owens.edu  
 or call 1-800-Go-Owens

We add training dates and locations throughout the year; visit [www.binks.com](http://www.binks.com) or [www.devilbiss.com](http://www.devilbiss.com) for the latest information.

**NOTE:** Customized training can be set up for your company. Time, cost and curriculum will vary with your needs. For further information and to contact us, call 800-992-4657 or visit [www.binks.com](http://www.binks.com) or [www.devilbiss.com](http://www.devilbiss.com).

## ■ IWF 2010 (International Woodworking Fair)

Be sure to visit the Binks and DeVilbiss booth #2531 in Hall A if you are attending IWF 2010 in Atlanta. Both the Binks MX piston pump and the DeVilbiss Compact Automatic are nominated for a IWF Challenger Award.

## ■ Free Finishing Tune-Up

Improve your production in five ways! Visit [FinishingTuneUp.com](http://FinishingTuneUp.com) to find out how your business can qualify.

## ■ Seeing is Believing!



Ask your Diamond Distributor about a demo or a trial of Binks or DeVilbiss equipment at your finishing facility.

## Before we go ...

[ a short note about us ]

# FINISHING NEWS

### FINISHING NEWS

is produced by Industrial Finishing, manufacturer of Binks and DeVilbiss spray finishing equipment



For more information:

#### on the web —

[www.binks.com](http://www.binks.com)  
[www.devilbiss.com](http://www.devilbiss.com)  
[www.finishingnews.com](http://www.finishingnews.com)

#### via phone —

Customer Service  
 800-992-4657

For comments and inquiries, email us at [info@finishingnews.com](mailto:info@finishingnews.com)

Binks and DeVilbiss are familiar names to industrial finishers. Their combined expertise spans more than two centuries.

As brands that the marketplace has come to rely on, Binks and DeVilbiss joined forces in 1998 as Industrial Finishing to become the primary solution source for industrial finishing operations.

From spray guns and accessories to pumps and plural components metering and mixing equipment, Binks and DeVilbiss are the best choices for standard application and fluid delivery products.

When you want the best, ask for it by name. Insist on Binks and DeVilbiss.

You may not be as familiar with the name. A business unit of Inc., Industrial Finishing is focused on creating value-added products and innovative customer solutions for the industrial and professional contractor spray finishing markets.

As an American company, Industrial Finishing has its headquarters in the Chicago area with manufacturing and R&D facilities in the USA.

With our global resources, Binks and DeVilbiss remain recognized today as the leading brands of versatile and dependable, high performance spray finishing equipment throughout the world.





in industrial finishing

NEW

open now to  
find out what's...



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# FINISHING NEWS



Industrial Finishing *TV* BINKS • DEVILBISS

Whether or not you are required to follow strict regulatory mandates for your geographic area and specific applications, you can conserve resources with our GreenWorks program. We can help you:

- Implement eco-tips that provide measurable cost savings
- Identify the Binks and Devilbiss products with an immediate green payback for you
- Determine if your operation could benefit from the Binks and Devilbiss Finishing TuneUp program



Ask us about

Industrial Finishing  
195 Internationale Blvd.  
Glendale Heights, IL 60139-2092  
RETURN SERVICE REQUESTED

