

# PAINTING WITH NITROGEN...

## The Secret Is Out!

For those of you who were not in on the secret, painting with nitrogen technology in place of compressed air will allow three important things to happen in your paint shop:

1. Your wet materials usage (per vehicle) will drop significantly;
2. Your booth through-put will increase dramatically; and

3. Your booth exhaust filter cost will nearly be cut in half.

Those are some strong claims. However, once you are exposed to nitrogen technology, it all adds up, and it adds up BIG! Just ask Bobby Glaize, body shop director for JM Lexus, the world's largest Lexus dealer. He has been able to bring his gross profit on

paint materials from 33 percent up to an impressive 72 percent in 90 days. Aggressive shop managers and owners like Bob McSherry of North Haven Auto Body in North Haven, CT, Mike Bachiochi of Fathers & Sons in West Springfield, MA and George Mastrodimos of Class A Auto Body in Hackensack, NJ heard the word and were quick to jump on board.

These systems have a one-two punch...Here's how it works. **Nitrogen** is in the air we breathe, and it's free. A common air molecule is made up of 78 percent nitrogen. The trick is separating the nitrogen from the other gases that make up an air molecule - mainly oxygen, a little argon and some other trace gases. To get the nitrogen, a nitrogen "extractor" machine is installed in the shop's air line near the booth to separate the nitrogen from the shop's compressed air supply. Here's what happens. An air supply from the shop's existing compressed air line is connected to the inlet side of the nitrogen extractor machine. The machine separates the nitrogen out from the supplied compressed air via a "nitrogen stick" (a membrane type filter) and the nitrogen is expelled from the outlet side of the machine and into the painter's hose. There are no moving parts, merely a series of "top quality" filters to thoroughly clean and align the air molecules prior to entering the nitrogen stick membrane. Being a "membrane" as opposed to a filter (which needs replacing), the nitrogen stick has an indefinite life span.

So where's the benefit? Nitrogen is an inert gas, which means it will not expand or contract as compressed air will. Why is that important? Using nitrogen, all the paint molecules are uniformly aligned and there is no uncontrollable variation; no expansion or contraction...not even with high humidity. (Waterborne users, pay attention!) It means the paint being dispersed from the gun will be delivered

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