# Spray Lining Reviews, Complaint Preventer and Cheat Buster Bulletin

Deals on polyurea/equipment, complaints including phony bedliners, bogus pond coatings and misrepresented franchise games.



Remaining competitors listed here can be easily verified to be similar to these (mainly Line-X or Rhino). Aside from Spray-Lining and Coatings, Line-X or Rhino Linings, other polyurea vendors claiming national "bedliner" brands are: Armor Thane, Amerigard/Armagard in Canada, Scorpion Coatings (who's DIY is in small cans with \$55.00 gun at Harbor Freight for \$24.99 is called Al's Liner), Reflex Truck Liners by Langeman, Vortex Spray Liners (who sell deck coat called Granitex), Permatech, Super Liner (who seem to have been called Viper), SPI (who sell Full Metal Jacket), Gatorhyde, Armadillo/Marvel Coatings, Perma-Liner, Diamond Liners, Custom Lining, SWD Urethane or Quik-Shield, Turbo Liners, Onyx, Toff Liners, Volatile Free, VersaFlex, Pinnicle, Arma Coatings.

# \* Disclaimers \*

This information packet contains verifiable facts, truths and documented, promotional offers from competitors of Spray Lining and Coatings along with same to be compared with SL&C. Said documents are duplicated or reprinted with actual and specifically exact dollar amounts and/or text from and only from vendors stated herein.

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YOUR NOTES:		

# Overview of SL&C Competitors

The following information has been studied by SLC staff. While accurate, nothing should be taken as exact or factual in every instance. Information herein should be verified to insure your own figures or accuracy. Certain statements are by SLC experience or opinion by comparison to SLC's largest conglomerate competing vendors DuPont, PPG, BASF, Sherman Williams or Baer Material Science.

# **Smallest SL&C Competitors:**

Scorpion Coatings / Al's Liners	Scorpion Coatings is one product at \$56.00 to over \$82.00/gallon. Their dealer locator is filled with anyone who buys regardless of requesting this. Most dealers run out and never reorder but remain as dealers. Al's Liners, a marked up DIY version on this is sold to anyone, i.e. no dealership zone protection. They resell another product for use with "ONLY" their spray equipment which is over \$17,000.00. SLC views this as a spin-off to Reflex or Vortex tactics. **
Reflex Linings by Langeman  REFLEX  IRUCKLINES	Langeman Requires use of "ONLY" their spray equipment at \$14,500.00 to over \$19,000.00. 2 products (Reflex + Gardit) are sold. Apparently each requires "different" equipment. This as the games similar to Rhino, Line-X and follower's equipment. Two bedliner products must be purchased via them only. This keeps dealers restricted - they cannot shop for lower pricing. Therefor Reflex and Gardit equipment and product are co-dependent contractually while you promote these brands. Yet other polyurea or Graco equipment is resold (similar to Vortex). **
Vortex Vortex	Vortex Spray Liners requires use of "ONLY" their spray equipment costing an average of \$18,000.00. One bedliner product must be purchased via them only. Therefor Vortex (or Granitex) equipment and product are co-dependent contractually while you promote these brands. Yet other polyurea and Graco equipment are resold at higher pricing like Reflex. **
Speedliner SPEEDLINER	\$56 to over \$78.00/gallon, no real equipment except Wallboard hopper gun.  Manual mix pressure pot (Graco or similar) sold with no ability to purge; in  SL&C's opinion, this is apparently to "seem" technical. The Speedliner spray gun = almost any hopper gun. **
Superliner	Superliner is another bedliner company similar to Speedliner in equipment and product. Approximately \$90 per gallon, packed as 2 gallons only. Dry wall hopper only is advised for Super Liner. *

<sup>\*</sup> Exact or similar formula(s) available via SL&C with new, used, or leased same or similar equipment.

<sup>\*\*</sup> SL&C implements or duplicates Scorpion X02 (Al's Liners), Reflex, Gardit, Vortex, Speedliner, and Super Liner via manual or automatic mix SL&C and Graco systems. SL&C materials and equipment are lower priced.

# **Largest SL&C Competitors:**

# **Rhino-Linings**



It may be said that Rhino with its reputation as "the bedliner pioneer" \* apparently initiated the idea of Fine Print Marketing upon its own dealership clientele.

\* Yet Charles Hibberd, founder of Arma Coatings has claim to initiating Spray-on bedliners in the USA prior to or along with Russell Lewis, Rhino's founder (both are South African).

Rhino Linings does retain a national name which does have value in itself. They (and Line-X who spun off of them) create the largest number of "bedliner dealerships", hence spray-liner complaints. Breaching those contracts, SLC calls these, "ship-jumpers". Through highly controlling agreements, Rhino remains "under-thewire" as to selling "dealerships", not true franchises. Rhino Dealerships must buy only from them, regardless of price, in high quantities or minimums to prevent another Rhino dealer from opening within its "protected" zone. This can occur, usually within fine print after said dealer establishes said zone. This tactic is notwithstanding, "Rhino Pro", a lower priced cartridge system like DIY by SLC. Spray-on Lining Complainers such as these Rhino dealer owners, are upset or even vindictive by using SLC polyurea of higher spec at lower cost. Dealership cost appears to start at \$78,000.00; can be over \$260,000.00. \*\*



Aside from Rhino, Line-X is the only truly nationally known vendor which has always been a "legal" franchise. Others may exist or "occur" if a dealership agreement resembles such. Most Line-X dealers use spray-lining type coatings mainly for pickup truck beds only. Jobs as full Jeeps, trailers or boats are done, but large off-site/mobile jobs are usually done by contractors who may use Line-X. A large percentage of SL&C clients use or have used Line-X. \*\*

- \* Exact or similar formula(s) available via SL&C with new, used, or leased same or similar equipment.
- \*\* SL&C implements or duplicates Line-X (7), Rhino Linings (3) products notwithstanding all "bedliner brands", specific professional polyurea that'll run via automatic SL&C and Graco (PMC or Wiwa) systems. SL&C materials and equipment are lower priced.

While previous facts posted can appear aggressive, Spray Lining and Coatings is nothing more than a small chemical manufacturer targeting industry trends in markets. Previous chemicals implemented are still used in agriculture with safer alternatives to herbicides, and/or otherwise dangerous or unhealthy fertilizer created by giant, public, conglomerates, and is or can be within our foods and water sources: Green The Tech.

THE MOST IMPORTANT FACT: SL&C, while competing in a Darwinian sense with "brand named bedliner vendors" by no means intends to incriminate or corrupt them or you as B to B clients or consumers. Facts and detailed truths herein are verifiable by checking with those same competitors, notwithstanding changes made after this publication of June 16, 2016. Lastly, most or all client frustration by these same vendors is within their "fine print". "Clients" here are defined as "branded" spray-on bed liner dealerships, DIY bedliner brand, DIY pond coatings brands, tank coatings, DIY marine-grade polyurea, and general polyurea job customers. This is accordingly considered "Fine Print Marketing' by owners of SL&C Flexible Lining Systems, Inc.

# **Brand Vendors With Details**

# **Rhino-Linings**

# Rhino is an actual recognized brand that if the cost of the name can be amortized, can function well for largest body shops with multiple auto dealerships.

SL&C without credit, commission, or appreciation has recommended Rhino to prospects we know can or should amortize that entry price. Companies which need that name generally waste SL&C's time. The equipment below is commonly sold to start up dealerships which can be in close proximity to one another. The close proximity of dealerships occurs when an original dealer does not buy enough Rhino product to prevent another from opening near or within its "zone". Saturation usually occurs regardless of who actually "built" these territories. This competition is one reason the cost of truck bedliner retail prices has not gone up with inflation overall. However, more overall product is sold, shipped, notwithstanding increased wholesale costs.

Rhino Linings Equipment: Buy online: <a href="http://buyrhino.com/equipment.html">http://buyrhino.com/equipment.html</a> Link to their equipment page: <a href="http://rhinoliningsepoxy.com/products/rhino">http://rhinoliningsepoxy.com/products/rhino</a> equipment/spray equipment/384/386

RhinoPro HP-21

RhinoPro ™ HP-21 - \$32,050.00 - \$51,000.00



This or other plural component spray machines are promoted as they may be specially designed to process Rhino Linings only. This might be a form of misrepresentation. SL&C or any polyurea of same ratio can go through the HP-21 along with most similar equipment. Through proper valving, other ratios are/were always possible. Manufacturer is Graco TM; always was. Any similar equipment can spray SL&C polyurea, all ratios. SL&C's equipment is priced via biggest Graco distributors.

Hi Flow-21

RhinoPro ™ Hi Flow-21 – Over \$2,800.00



This is not polyurea bedliner-type equipment. It may be re-labeled, but is a Graco. It's designed to apply floor coating. Specifically, it's a Graco Reactor E-8P scaled down for flooring or low GPM jobs.

Rhino Pro Spray Gun RPCS-002

Rhino Pro ™ Spray Gun RPCS-002 - \$580.00



RhinoPro Cartridge Guns are dual component, simplified pneumatic applicators promoted as specially designed for RhinoPak 90A, RhinoPak 55D, RhinoPak 70D and RhinoPak SM cartridges. SL&C cartridges fit this and all similar systems. One RhinoPak™ 1500 ml cartridge sprayed at 1/8" (125 mils) can cover a 4 sq. ft. area. This along with any other system can be sold under Rhino as dealer startup with close proximity to another Rhino dealer. Certain Rhino Linings dealers might be protected from this. SL&C titles truly protected Rhino (or other brand) dealers as "grandfathered in" or possibly their highest volume buyers.

# Line-X

# Line-X dealerships are most expensive (approximately \$319,000.00). It is the only "pure" franchise of the bedliner vendors.

Although others who sell "dealerships" use this term, SL&C hasn't identified another that sells an actual legal franchise. Seemingly, they contain the most or best social network marketing. Its targeted at truck beds, but seemingly seek bigger jobs their small dealers can't handle. These efforts do not diminish its actual quality control. Line-X may also own the best name under pickup truck bedliner for quality. Although that same equipment, same polyurea (all 7 types of Line-X) is not necessarily "specialized". Dupont, PPG, BASF, SL&C sells for lower cost. Line-X was started after Claudio Burton, Rhino's earlier R&D person targeted its first high pressure formula. After Burton spun this off as Line-X, Rhino called it HardLine, its HP system.

### Line-X Equipment:

Non Proprietary Equipment



Line-X also uses various models of Graco equipment such as EXP2, E-20 or similar models. Promoting higher strength "better" (than Rhino at first) bedliner, professional internet writers and sharp advertising, Line-X became known as higher quality. This reputation, while valuable, does not equate to a better product.

This can however evolve from more careful control for quality of any brand. Here SL&C digresses from critique; if that name can be amortized, it provides value. Although there's no proof or promises made to secure or estimate revenue, the Line-X brand is one of quality. Otherwise, its application technique remains "standard" for any properly trained applicator of polyurea.

Non Proprietary Spray Guns



Probler I, Probler II, or similar Graco type guns used with most Graco or PMC equipment may be utilized. Line-X dealers must agree to buy all materials, even equipment from only Line-X, regardless of pricing. It appears that territories are more reliably protected (than Rhino or others), but all fine print should be read, analyzed, then considered by more than one attorney.

# **Line-X Summary:**

Line-X is the better promoted bedliner dealership. For same reasoning as amortizing the Rhino brand, SL&C has recommended Line-X to larger automotive dealerships or multiple location body shops. Any knowledgeable polyurea applicator with a good name and experience finds no use for such amortization. Within biggest auto/Jeep/truck sales or service sectors, a Line-X franchise might be a worthwhile investment for those who can risk its costs vs payoff. SL&C implements Line-X polyurea closely. Franchise agreements are strong, however previous owner, now called Bullet opened doors to supplying Line-X dealers with similar or duplicate spec. polyurea. \*

<sup>\*</sup> Since Line-X Corp was sold, it was understood that its previous owner, Burton opened Burton Labs or Bullet Liner. It's SL&C's assumption that Burton, who created original Line-X controlling agreements, started Bullet Liner knowing how or why to circumvent this franchise designed initially by him. SL&C follows this tactic to also compete.

# **Spray-Lining and Coatings - Your name, not ours**

# International Graco ™, PMC, Wiwa, SL&C new and used equipment under warranty with loaned systems for single use jobbing.

- 1. <u>Any/all polyurea types</u>, all brands are implemented, spray-able through all systems worldwide. HP, LP, airless, all hoppers, all cartridge systems, power rollers; SLC buys and sells major brand equipment and parts.
- 2. <u>Major polyurethane types</u>, acrylics, epoxies, all hybrids/elastomeric types.
- 3. <u>Ship Jumpers:</u> Name brand bedliner dealerships get duplicated formulas.
- 4. <u>DIY Crossovers:</u> The % of contractors & handy people who get coatings, polyurea, borrow equipment, then become dealers.
- 5. <u>Professional Applicators and Large End Users:</u> Lowest prices on elastomeric or general coatings for specialized, unique or large one-time jobs.

# Most Popular SLC Equipment:

Graco E-XP1 / E-XP2	Price Range: \$24,000.00 - \$31,000.00
	The Graco E-XP1 and E-XP2 are now High Pressure Proportioning units for Polyurethane/Polyurea with Aliphatic Systems. They are overall performance plural component spray equipment designed to process any 1:1 ratio spray-on lining, coatings system for truck beds, smaller, or large mobile applications. *  NOTE: Used by general polyurea applicators, SL&C dealers, and most bedliner type jobbing.  ** Loaned on smaller orders; included in large orders with training. **
Graco E-30	Price Range: \$27,000.00 - \$34,000.00
	The Graco E-30 is a High Pressure Proportioning Unit with your choice of either 10.2 kw or 15.3 kw of Heating Power for Polyurethane/Polyurea same systems. Also a high performance plural component spray machine designed to process (usually) 1:1 ratio spray-in lining system for larger jobs. *  NOTE: Used by general polyurea applicators, SL&C dealers, and most bedliner type jobbing.  ** Loaned on smaller orders; included in large orders with training. **
Graco E-20	Price Range: \$25,000.00 - \$32,000.00
	The Graco E-20 is a High Pressure Proportioning Unit with 6 kw of Heating Power as above. It is lower priced processing same sprayed lining coating for truck beds or areas of 3000 sq ft or less. *  NOTE: Used by general polyurea applicators, SL&C dealers, and most bedliner type jobbing.  ** Loaned on smaller orders; included in large orders with training. **

	To
Graco E-10	Price Range: \$19,000.00 - \$23,000.00
	The Graco E-10 is simplest Low or High Pressure Proportioning Unit with 2 kw of Heating Power for same formulas. It's usually used for truck beds, small trailers, Jeeps, boats, and small applications under 1000 sq ft. It is capable of generating 2000 psi spray pressure to accurately mix and spray fast-setting systems. *  NOTE: Used by similar, but smaller volume applicators.  ** Loaned on smaller orders; included in large orders with training. **
SLC Backpack	Price Range: \$1,800.00 - \$2,600.00
BANTINING:	SL&C Backpack system is fed by automatic (1:1 to 4:1 variable ratio control valve) or any manual mix, 1 stage coatings. Backpack is the SL&C solution to higher priced systems.  Multiple tips allow any/all viscosity lining and coatings.  NOTE: Included or loaned with various orders.
High Quality LP Hoppers SLC1	Price Range: \$36.00 - \$131.00
	Uses any manual mixed polyurea, bedliner, or coating.  Requires small to medium air compressor 6+ GPM @ 75 PSI.  NOTE: Included or loaned with various orders.
Professional HP Hoppers SLC2	Price Range: \$184.00 - \$266.00
	Uses any manual mixed polyurea, bedliner, or coating.  Requires medium to large air compressor 14+ GPM @ 90 PSI.  NOTE: Included or loaned with various orders.
Do it all SLC3	Price Range: \$2,200.00 - \$4,100.00
	Priced Lower than Graco TM. Uses any manual mixed polyurea, bedliner, or coating.  Fluid compressor included. Similar air compressor also is used to atomize spray.  ** Loaned on smaller orders; included in large orders with training. **

# Price Range: \$190.00 - \$480.00 Roll easy with pressurized SL&C rolling system (all Graco TM parts) for all poly, epoxy, acrylic, or polyaspartic coatings. \*\* Loaned or included in roll-on shipments. \*\* Price Range: \$390.00 - \$940.00 With access to manufacturers of all, you get any/all cartridge types or equipment for lower price. Recommended for small jobs only! Cartridge cost \$19-\$29 per cartridge dependent on size (.75L – 2L) and color. \*\* Loaned or included in spray-on shipments. \*\*

# SL&C Raw Material Suppliers (also competitive manufacturers with private labeling):

•	DuPont <sup>TM</sup>	Concord Plaza, Wilmington, DE	1-302-774-1000
•	PPG <sup>TM</sup>	One PPG Place Pittsburgh, PA	1-412-434-3131
•	Bayer Material Science	100 Bayer Boulevard, Whippany, NJ	1-862-404-3000
•	Sherwin Williams	101 W. Prospect Ave., Cleveland, OH	1-800-474-3794
•	DOW	2200 W. Salzburg Road, Auburn, MI	1 989-636-1000
•	Eli Lilly & Company	Lilly Corporate Center. Indianapolis, IN	1-800-545-5979
•	Union Carbide	1254 Enclave Pkwy, Houston, TX	1-281-966-2016

<sup>\*</sup> All plural component proportioner equipment including E-XP1, E-XP2, E-10, E-20, E-30, and larger equipment notwithstanding most or all Graco, Glascraft, PMC, Wiwa, and SL&C do operate with most any ratio formula. Other coating types besides elastomeric polyurea are applied also through these models. SL&C and Graco trained technicians make these adjustments, have the manuals, knowledge and support to make this maintenance easy.

# **Reflex Liners**

# Reflex Liners requires you to be a dealer, and to use only "specialized" Langeman equipment and products.

The particular item of concern with Reflex is the fact that they lock dealers into using their equipment and products. Even the 5 year warranty on equipment states: "All Langeman Manufacturing Ltd. equipment is warranted for FIVE (5) YEARS from date of shipment, with purchase of Langeman chemical materials."

- 1. PRICE \$28 to \$46/gallon + freight
- 2. Payment must be wired, receipts of which have the above requirement printed.
- 3. 5 gallon buckets, only on loaded pallets with minimum qty. (over 100 gal. only)
- 4. You must be a dealer & buy use only "their" spray rigs
- 5. You must agree to terms stating this use of Reflex or Gardit or void equip warranty & forgo any parts or service
- 6. Reflex is stronger than Langeman's "stronger" formula, Gardit, which tears by hand easier

### Concerns heard from Reflex Customers:

- 1. Raised product, equipment, and parts prices.
- 2. What can you do if you locate a better polyurea for lower cost such as PPG, SL&C, DuPont, etc.?
- 3. Is Gardit or Reflex nationally recognized or even known?
- 4. If you make modifications to the equipment to get jobs done when there were no "approved" parts available, is the equipment warranty is void?
- 5. What if you cannot justify the minimum ordering requirements, and they refuse to support your needs or sell you parts?
- 6. Reflex is a good quality; very soft polyhybrid coating that lacks the durability of SL&C and other pure polyurea.

# Reflex Liners Equipment:

Langeman GL4

A COMM

Langeman GL4 - \$14,500.00 - \$19,000.00

This spray rig is required for Langeman products: Reflex & Gardit. Similar to the Rhino Linings spray rig (which is Graco's equipment), dealers are required to use only this specific proprietary equipment for their dealership.

Langeman equipment is proprietary; made by them, intended for that bedliner only.

\* See additional notes under Vortex regarding Graco equipment.

Langeman GL5



Langeman may attempt to or require full new system to spray Gardit vs Reflex. In fact, both systems can spray SL&C formulas. SLC equipment will also shoot these two Langeman products. While this is rarely done with newest Reflex/Gardit dealers, SL&C gets contacted over time. This is almost inevitable after equipment is sold or is repossessed. SL&C has bought and sold equipment as such refurbished with similar parts.

Langeman equipment is proprietary; made by them, intended for that bedliner only.

\* See additional notes under Vortex regarding Graco equipment.

## **Vortex**

# Similar to Reflex, Vortex requires use of specialized equipment and you must be a "Vortex" dealer.

Vortex also sells a hard coating for decks called Granitex, along with a roof coating. Both products "require" use of only Vortex's "specialized" equipment. These are polyaspartic or similar flooring, and a basic roof coating. Similar or exact formula and/or equipment was/is available at SL&C.

- 1. PRICE \$37 to \$63/gallon + freight
- 2. Proprietary equipment is operated almost exactly as Langeman
- 3. 5 gallon buckets on pallets (minimum of 10 per pallet with 2 pallet minimum), or 55 gallon drums only
- 4. Terms on voiding equip warranty & forgo any parts or service by Vortex, similar to Langeman/ Reflex

# Vortex Spray Liner Equipment:

Vortex<sup>™</sup> KV 5006 System

Vortex<sup>™</sup> KV 5006 System - \$16,335.00



With Vortex to apply bedliners, this system is the only choice available. There is no universal spray equipment available from Vortex, although SL&C makes polyurea that will spray and function easily though this equipment. The Vortex product also requires "specialized" equipment to apply. SL&C ships Graco equipment which spray Vortex from Graco with Graco & SL&C's warranty.

Vortex equipment is proprietary; made by them, intended for that bedliner only.

Vortex<sup>™</sup> KV 5006 System (slightly used)



Same equipment detailed as the current model. This was found on EBay for under \$4,000.00, with 80 gallons of Vortex coating material.

In all, the Vortex spray liner system is designed around the base pickup truck bed application only, as was Reflex, Gardit, and the Scorpion ASCG which follows here. All pick up bed's box is always under  $100 \, \mathrm{ft}^2$ .

Vortex equipment is proprietary; made by them, intended for that bedliner only.

# **Vortex Summary:**

Reflex, Vortex, and now... Scorpion's "proprietary" equipment can operate well for a little less money than Graco equipment. These smaller machines are OK for limited traveling or mobile jobs. If these mobile applications are inside (i.e. not exterior), if a job is small enough, and proper ventilation or legal requirements are met, they will function. If product's price was low enough to provide a thick enough surface for high quality, smaller mobile jobs can be profitable here.

<sup>\*</sup> Graco TM, PMC, or SL&C equipment and parts can operate or repair Langeman equipment. SL&C similar polyurea operate through Langeman equipment.

<sup>\*\*</sup> Graco TM is a publicly owned specialized/exclusive equipment manufacturer with warranty, parts, and service disassociated with any coating vendor notwithstanding SL&C.

# **Scorpion Coatings (Al's Liner)**

# One of the largest of SL&C competitors, Scorpion offers basic equipment at inflated prices.

- 1. Price \$45.00 to over \$80/ gallon depending on quantity (plus freight)
- 2. Link to their programs... <a href="http://www.scorpioncoatings.com/project/spray-systems/">http://www.scorpioncoatings.com/project/spray-systems/</a>

# Scorpion Bed Liner Equipment:

EG570 Electric Spray Gun	The EG570 Electric Paint Gun - \$350.00 - Sold as a gun for polyurea
	Promoted as Scorpion Coating product line, but is a Wagner Flexio Sprayer 570 readily available from \$80-\$129 from Amazon to Home Depot. Unfortunately, the EG570 has numerous complaints. Before considering this, check out the Top Negative Amazon Reviews to avoid a costly mistake.
"Large Volume" Spray Gun	"Large Volume" Spray Gun – \$140.00 (approx.)
	Standard spray gun from Scorpion for high volume use with a 2 gallon hopper. In reality, this is available from Wallboard. It is a ceiling/texture gun for approximately \$75.00. Hoppers via Graco or SL&C are much higher quality.
Generic Low Volume Spray Gun	The "Al's Liner" Spray Gun – \$59.00
	Smaller jobs like standard truck bedliners use this with a 1 gallon hopper. This can be found at local tool retailers, Harbor Freight, or online for as little as \$20  Al's Liner is the "DIY" version of Scorpion Coatings, which is itself a DIY system. Al's is a higher priced, scaled down version of Scorpion.
Scorpion ASC6/7000	Scorpion ASC6/7000 - \$16,995.00
SCORPION	Called high pressure systems because it uses a high pressure plural component proportioning spray system. The pump systems cost significantly more than using XO2, but is fast application, no mixing, and dries fast. Payback on these types of systems can require significant time unless the volume is high. Some larger shops, car dealerships, and commercial applicators have these types of volumes and can afford the higher cost. At \$17,000, and actual Graco E-10 HP or EXP1 or 2 becomes more logical than this unit. At 15% - 25% more, Graco has manufactured these for over 30 years. * Similar to Reflex & Vortex *
Looks like they support the theory, but	Cartridge Systems
do not have an actual system .	All Cartridge systems use an LP polyurea that has been inserted into cartridges for a low priced pneumatic cartridge gun. Cheap replaceable spray tips called Static Mixing Tubes must be replaced after each use. Cartridge guns were meant for applicators that need faster dry times, but can't incur the high cost of a Graco system on very small jobs.

# **Speedliner**

# Speedliner is another good name, but no actual equipment, and very high cost for only one product.

Overall, it has great strength, but requires 1-2 days to cure. Metallic substrates must always be dry and primed with their UltraPrime 450 before applying Speedliner. Price for Speedliner is over \$60 / gal plus freight with only 2 & 4 gallon kits. Vapors from Speedliner™ 1000 contain isocyanates and solvents.

- 1. Only Speedliner brand primer can be used.
- 2. Manual mix only, cure takes 2 or more days.
- 3. No 5 gallon pails, drums or discounts.
- 4. Gun is same as wallboard model called Spraying Mantis at higher price than retail.
- 5. Pressure pot is like a Graco, but requires premixing with no known method of cleaning it or purging hoses & gun.
- 6. This pressure pot is <u>not</u> a plural component pump.
- 7. The spray air needs to be less than 5% relative humidity as it leaves the gun.
- 8. A 3-in-1 refrigerant dryer for you compressor is mandatory.

### Speedliner Equipment:

Speedliner™ 1000 Pressure Pot	<ul> <li>Speedliner™ 1000 Pressure Pot - \$1,375.00</li> <li>The spray air needs to be less than 5% relative humidity as it leaves the gun.</li> <li>A 3-in-1 refrigerant dryer for you compressor is mandatory.</li> <li>Air membrane dryer is mandatory.</li> <li>Requires air compressor dedicated to this equipment.</li> </ul>
Basic Speedliner Hopper Equipment	Speedliner Hopper Gun - \$127.00  The recommended hopper gun for Speedliner is their gun, but at a higher cost than same Wallboard guns available online and through major hardware stores. Hoppers as these are usually no charge via SL&C kits.

# **SuperLiner**

# SuperLiner is run by a family, seemingly near Speedliner

There is not a lot of information available on SuperLiner, but they have a single product offering consisting of very small high priced packages.

# Superliner Equipment:

Wallboard Type Spray Gun	One product only at approximately \$90 gallon in small kits only. Appears to be a
_	spin-off of Speedliner.
11	

### **SL&C Products & Services**

- Any and all brand name polyurea types implemented at lower prices.
- SL&C product line is NOT volatile in all U.S. states and Canadian provinces, & contains no [zero] isocyanates. All duplicated brand products are considered volatile in most states and provinces, and all contain isocyanates.
- SL&C along with DuPont, PPG, and Bayer Material Science manufactures basic LP, HP automatic and manual mix polyurea & hybrid lining and coatings.

# **Fully Customizable Truck Bedliners**



Spray Lining and Coatings allows you to fully control color, thickness, texture, hardness and all aspects of your truck bed or other coating project. Smooth to coarse is simple. Affordable product line and first class tech support ensures success.

\* Legal in all states and provinces <u>without</u> paint booth or respirator (basic mask is always advised, however). Safe, <u>not</u> carcinogenic!

# **Coating Products for Specialized Purposes**



SL&C is not only about truck bedliners. We manufacture a wide variety of coating products for any purpose.

Get in touch with SL&C's top notch, field trained support reps to customize a package or compare SL&C's competition-smashing dealership plan; SL&C became the logical Rhino and Line-X alternative.

# Top Quality Spray Equipment: Graco TM, PNC TM, Wiwa TM, SL&C TM



We distribute the widest variety of plural component (and most other) spray coating equipment based on exacting or specific needs. Whether a large DIY project, or serious dealer startup, we sell or loan out equipment which stands the test of time.

No "specialized equipment" suitable for only one product line is necessary with SL&C. SL&C dealers and clients can shop any/all competing vendors. That's fair, ethical, American, and healthy for B2B and consumers.

### Who and What is SL&C

Spray Lining and Coatings has been in the business of providing durable and economical spray lining solutions since 1998. SL&C's partnership begain in the 70's with lower priced, safe solutions to farm chemicals. Two partners, FLS Inc. and Green Tech became seven within five North American zones. Take advantage of SL&C's experience while saving time and money.

- SL&C summarizes everything about major spray coating products: efficiently.
- Learn more about equipment available to apply SL&C or competitor products.
- Avoid the pitfalls of buying the wrong equipment.
- Find out about some of the tricks others employ to get businesses stuck with their products or equipment.

Spray Lining and Coatings focuses on "correct" spray equipment available and with multi-purpose functionality. When your application requires a non-spray applicator, we still provide straightforward, affordable options that supersede examples like Vortex, Granitex and other hyped up vendors. Polyaspartic or epoxy coatings are applied with pressurized or power rollers. Simple!

# **Next Bulletins in Compilation for 2017:**

# Polyurea or Bedliner Dealerships: The Dealer Locator

Analysis of dealer locator or services to "Find the closest dealer"

- How do they work?
- Is there competition within a single brand?
- Spray-on bedliner dealer saturation; when your zone gets loaded.
- General terms of your dealership package or franchise; fair or not?

# Who's Who in Polyurea Manufacturing

The giant entities who provide raw materials for polyurea types

# **DIY Bedliners & DIY Pond Coatings**

Beware of misrepresentation!

# **General Industry Info Private Labeling**

Who's behind the name brands?

# **How Safe is Polyurea to Spray**

**Health facts** 

# Why Is My Fish Pond Still Leaking

Waterscape, Koi pond, fountain and holding tank dos and don'ts of polyurea.

# **Big Serious Implements**

Dump trucks, combine parts, tractor parts, big tractor trailer insulation and true-life protection.

# Why Controlling Dealership or Franchise Agreements are Usually Considered Constitutional

In summary: Since competition (amongst dealerships in this case) lowers pricing for consumers, most strict contracts are seen as ethical. This stands regardless of vendor's pricing or its dealers need for profit.

# Going Mobile? No Big Deal

Spray Lining and Coatings provides the best recommendations for starting up your mobile bedliner business from equipment to materials and everything between.



### **Contact Us**

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