

***SNAP<sub>N</sub>FLOW***

**DEVILBISS**  
AUTOMOTIVE REFINISHING



## *Presentation Outline*

- | System Overview
- | System Components
- | How It Works
- | Selling Information
- | Additional Information
- | Marketing and Sales Support



# ***SNAP<sub>N</sub>FLOW***

System Overview



## SNAP<sup>n</sup>FLOW

by DeVilbiss Automotive Refinishing

Disposable Paint Cup System

Mix,  
Connect,  
Spray

... So Easy It's a Snap!





## A Vented Lid System

SNAP N FLOW is a vented disposable cup system that utilizes a unique vented lid design, employing a vent tube (or “snorkel”) that extends down into the disposable paint mix cup to create maximum fluid flow when painting





## Performance Driven

SNAP N FLOW creates a constant flow of paint from the cup through the gun

**Unrestricted, consistent fluid flow provides:**

- The best color matching (gun is not starved for paint)
- Significant savings in paint (virtually all paint is pulled from cup)





## Simplicity

### A system that's *Easy to Use*

- Specially designed lid snaps on to a mix cup
- With a quick twist, the gun is attached
- In a snap, it's ready to spray!

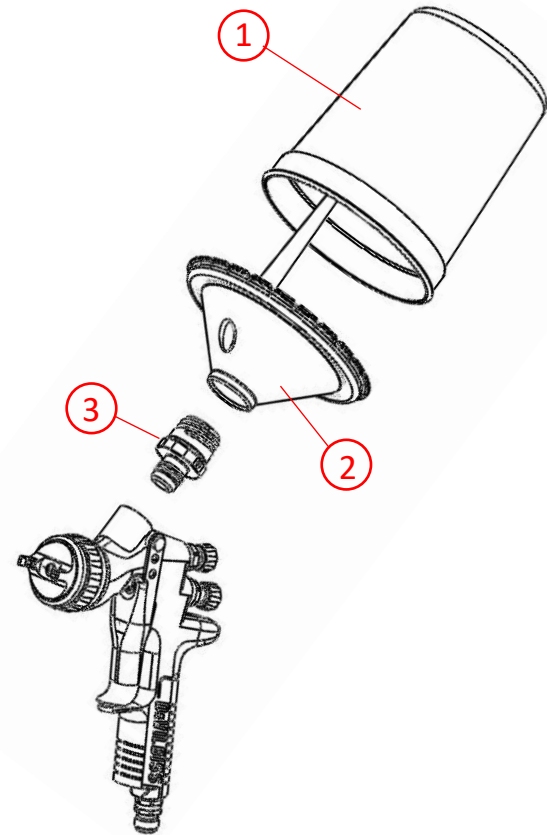




## Reduced Complexity

A simple system with *few parts*

1. SNAP N FLOW Disposable Mixing Cup
2. SNAP N FLOW Disposable Lid/Filter Assembly
3. SNAP N FLOW Adapter





## Benefits

Using **SNAP N FLOW** disposable cup system makes automotive refinishing jobs *easier, faster and more efficient*

- | Requires fewer steps — simpler than other disposable systems
- | Enables better color matching
- | Requires less paint
- | Creates less mess and quicker cleanup
- | Provides storage options to use paint later
- | Offers greater savings on materials and time



# ***SNAP<sup>N</sup>FLOW***

System Components



## Lid/Filter Assemblies

Two sizes: 15oz & 32oz

- For small and large jobs
- Each size has two filter options: 125 or 200 micron
- Lids are color-coded: blue = 125 micron, clear = 200 micron
- Filter is easily removed if not needed
- NOTE: New 15-oz lids will replace the 16-oz lids (beginning **October xx, 2019**)





## Disposable Mixing Cups

Two sizes: 15oz & 32oz

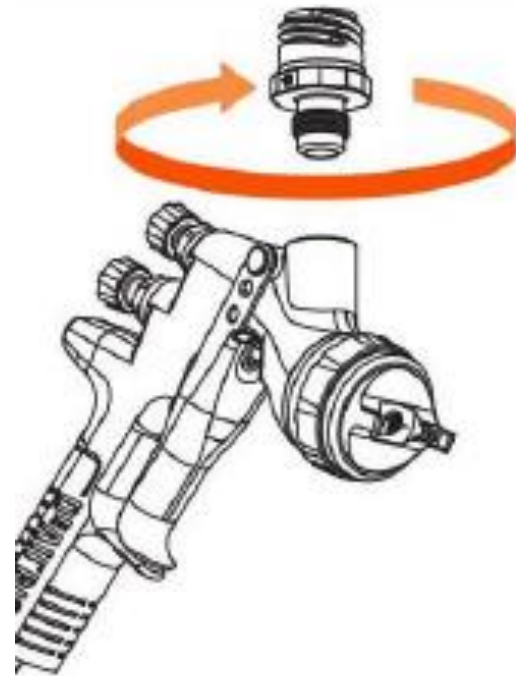
- These sizes are “standard” mixing cups produced by Berry Plastics and seen widely in the market today (for example: E-Z Mix, PPG). *SNAP N FLOW* lids work with both these *SNAP N FLOW* cups and Berry Plastics cups.
- NOTE: cup brands GL (Axalta) and Encore (Sherwin) do not work with Snap N Flow lids. Name is on bottom of the cup.
- The 32oz *SNAP N FLOW* cup has been improved and features a flat-bottom (this rolling change goes into effect **October xx, 2019**)
- New 15-oz *cups* will replace the 16-oz cups (beginning **October xx, 2019**)





## Adapter for Gravity Spray Gun

- Adapter threads into the spray gun
- Adapters are available for virtually all major brands of spray guns and majority of their models





## Additional Items

- SNAP N FLOW Flat Lids for shaker mixing and long-term storage
- Special SNAP N FLOW plugs for short-term paint storage



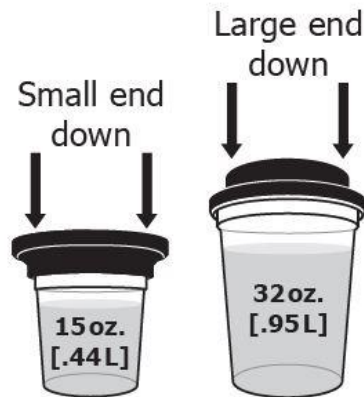


## Shaker Adapter

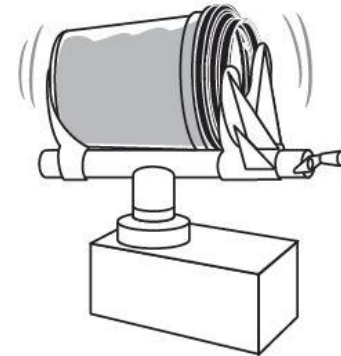
- Shaker Adapter Ring to secure cup/flat lid assembly in shaker



**Attach Shaker Tool to cup.**



**Flat lid and Shaker Tool on cup when shaking.**





## Shop Conversion Kits

### Kit components:

- 15oz Lid - 125 Micron (qty: 24)
- 32oz Lid - 125 Micron (qty: 24)
- 15oz Cup (qty: 25)
- 32oz Cup (qty: 25)
- Flat Storage Lids - 32oz Flat Lid (qty: 8)
- Flat Storage Lids - 15oz Flat Lid (qty: 8)
- Plugs (qty: 16)
- Shaker Adapter (qty: 2)
- SNF How-To Guide
- Magnets (qty: 4)

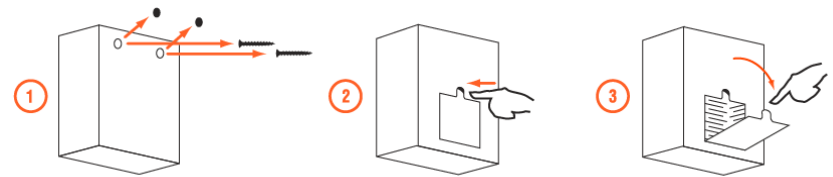
**Choice of kits: 125 micron or 200 micron**



## Wall Mounting

Lid Boxes hang on the wall

- Convenient
- Easy access
- Neat, clutter-free mixing area





## SKU List – Sellable Units

### LIDS\*

Order Number	Model Number	Description
804524	SNF-431-K48	15 OZ, 125 MICRON LID (48)
804525	SNF-432-K48	15 OZ, 200 MICRON LID (48)
803760	SNF-421-K48	32 OZ, 125 MICRON LID (48)
803762	SNF-422-K48	32 OZ, 200 MICRON LID (48)

### DEMO KITS




Order Number	Model Number	Description
803828	SNF-601	DEMO KIT 125 MICRON
803887	SNF-602	DEMO KIT 200 MICRON

### CUPS

Order Number	Model Number	Description
804523	SNF-15-K100	15 OZ DISP MIXING CUP (100)
803767	SNF-32-K100	32OZ DISP MIXING CUP (100)

### ACCESSORIES

Order Number	Model Number	Description
803769	SNF-8-K50	FLAT STORAGE LID (32 OZ)(50)
804526	SNF-22-K50	FLAT STORAGE LID (15 OZ)(50)
804333	SNF-9-K8	SNAP AND FLOW PLUGS (8)
804515	SNF-21-K2	SHACKER RING KIT

\*Box of (48) lids includes: 48  8  16 



## SKU List – Sellable Units

### ADAPTERS

Order Number	Model Number	Description
803744	SNF-10	Adapter, SATA NR2000 & RP
803745	SNF-11	Adapter, SATA NR95 & Iwata
803746	SNF-13	Adapter, Sagola
803747	SNF-23	Adapter, DeVilbiss SRI & Binks Cub
803748	SNF-26	Adapter, Accuspray
803549	SNF-31	Adapter, FLG2 & FLG3 & FLG4
803750	SNF-43	Adapter, DeVilbiss, Binks & Sharpe
803751	SNF-64	Adapter, StartingLine®
803752	SNF-78	Adapter, Iwata SuperNova & W300
803753	SNF-81	Adapter, StartingLine®, Sharpe Finex
803857	SNF-85	Adapter, Accuspray DispHd
803754	SNF-500	Conversion Adapter, 3M
803756	SNF-502	Adapter, SATA Minis QCC & Threaded
803852	SNF-504	Adapter, SATA Full QCC & Threaded
804518	SNF-87	ADAPTER, ACCUSPRAY 2.0 DISPOSABLE HEAD



## SKU List – Obsoleted Units

### LIDS

Order Number	Model Number	Description
803759	<b>SNF-411-K48</b>	16 OZ, 125 MICRON LID (48)
803760	<b>SNF-412-K48</b>	16 OZ, 200 MICRON LID (48)

### BUNDLED KITS

Order Number	Model Number	Description
803763	<b>SNF-611</b>	LID/CUP COMBO, 16OZ 125
803764	<b>SNF-612</b>	LID/CUP COMBO, 16OZ 200
803765	<b>SNF-621</b>	LID/CUP COMBO, 32OZ 125
803766	<b>SNF-622</b>	LID/CUP COMBO, 32OZ 200

### CUPS

Order Number	Model Number	Description
803768	<b>803768</b>	16OZ DISP MIXING CUP (100)



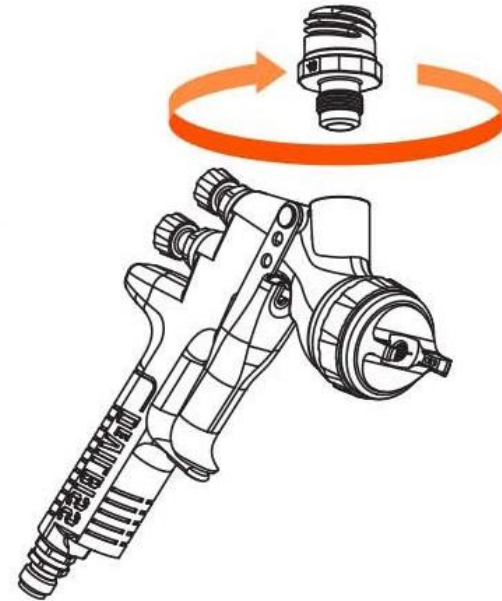
# ***SNAP<sup>N</sup>FLOW***

How It Works



## 1.) Attach Adapter

- Adapter identification number system aligns with DPC adapters
- For example:
  - DPC-43 DeVilbiss Adapter = SNF-43 DeVilbiss Adapter
  - DPC and SNF adapters for PPS 2.0 in process
- Use a large Crescent Wrench to tighten (1-1/8")



Attach the adapter to the spray gun



## 2.) Add Paint

- Mix directly into cup
- Fill only to orange “Max Fill” line
  - This is only on the *SNAP N FLOW* branded cups. Not listed on private label cups
- Don’t go over highest measurable mark on private label cups
- Overfilling could result in a potential leak



Add paint into mix Cup



### 3a.) Mix Paint

- If mixing by stirring, then stir to mix
- If product requires shaking:
  - Place flat lid on cup (Shaker lids are different than storage lids. Use *SNAP N FLOW* Flat Lids for shaking)
  - Shake
  - Remove from shaker
  - Remove flat lid

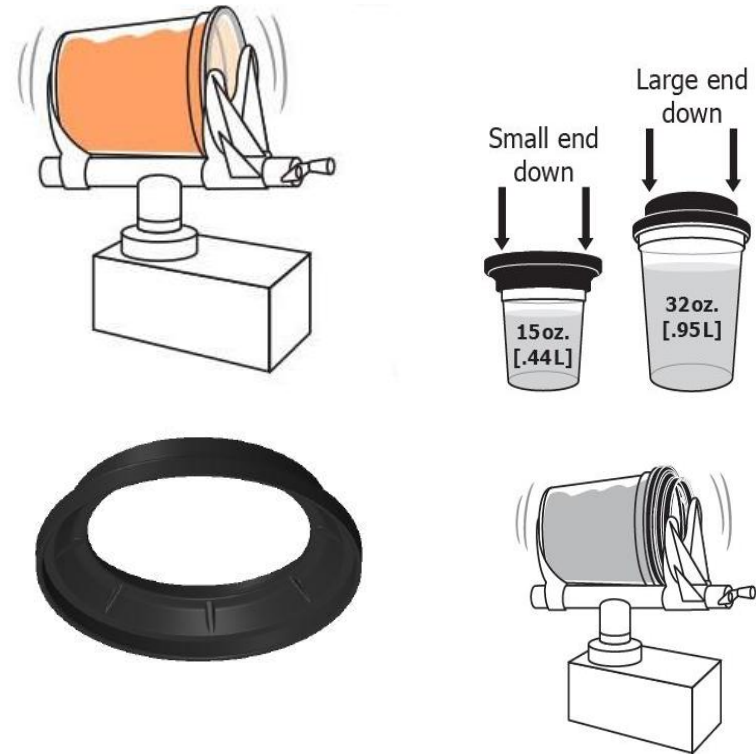


Mix paint (stir or shake)



### 3b.) Mix

- If the shop has a shaker like the one pictured to the right:
  - Use the Shaker Adapter Ring and place a SNF Shaker Adapter Ring over the flat lid/mix cup assembly (otherwise, there is a risk of leaking)
  - Place set-up in shaker
  - Shake
  - Remove from shaker
  - Remove shaker adapter and flat lid



**Use Shaker Adapter Ring when  
needed for shaking**



### 4.) Attach Lid

- Place *SNAP N FLOW* lid onto mix cup
- When securing lid to cup:
  - Be firm with the lid when snapping onto cup.
  - Run thumbs around top of cup to ensure it is fully attached
- Visually look inspect the lid to see if there are any raised tabs on the first couple of uses

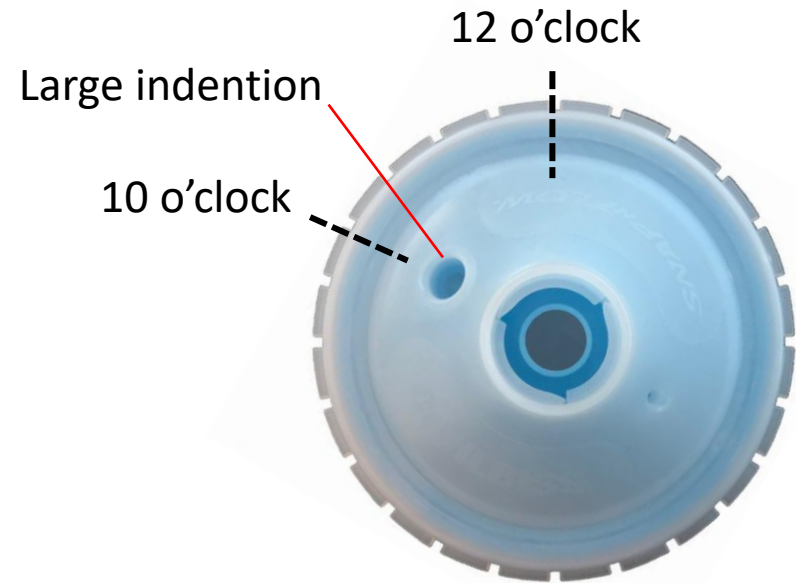


Press to ensure a tight seal



## 5.) Attach Gun (Steps 1 – 6)

1. Position cup/lid set-up on mix table with the large indentation positioned at 10 o'clock

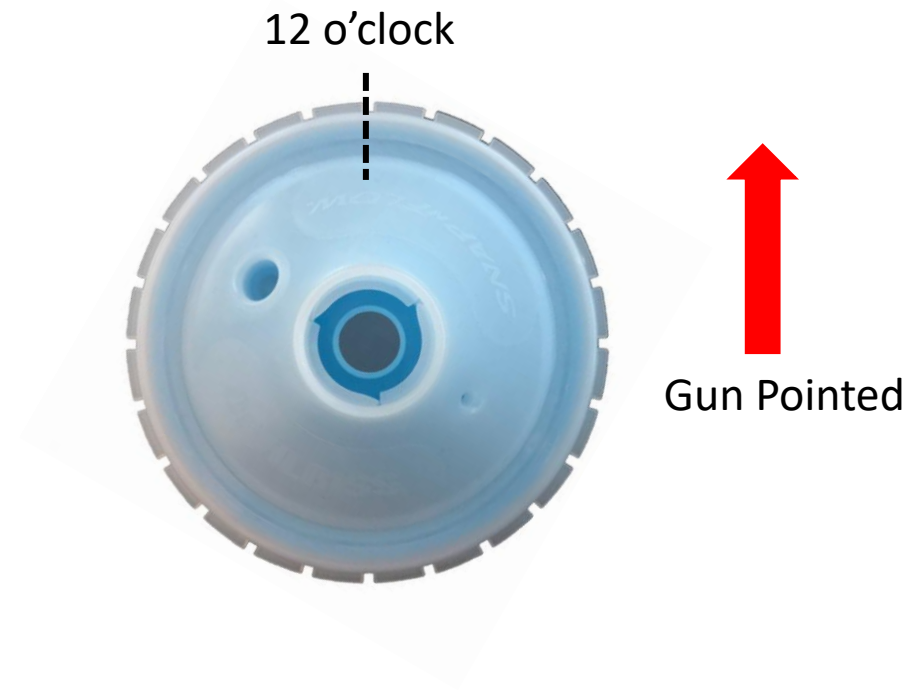


**Orient cup/lid assembly on table, with  
“12 o'clock” pointed away from you**



## 5.) Attach Gun (Steps 1 – 6)

2. Invert spray gun and align air cap of spray gun so it is pointing towards 12 o'clock.



Point spray gun to 12 o'clock



## 5.) Attach Gun (Steps 1 – 6)

3. Pull gun trigger and insert adapter into adapter opening in lid
4. Turn counter-clockwise  $\frac{3}{4}$  turn until adapter is locked into place in lid and adapter lip makes contact with top of disposable lid.



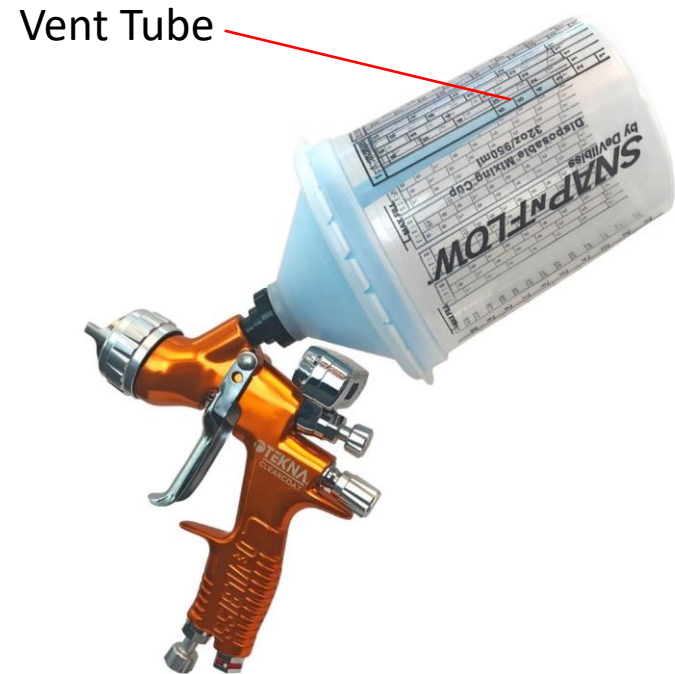
Turn counter-clockwise  $\frac{3}{4}$  turn



## 5.) Attach Gun (Steps 1 – 6)

5. Release trigger
6. Check for a secure fit and confirm orientation of vent tube in cup

NOTE: Do not flip over, but keep the gun inverted as you walk into the spray area (and don't shake!)



Vent tube should be oriented to front of cup



## 6.) Attach Air Hose

- Once in the spray booth, continue to keep the set-up inverted
- Connect the air hose
- While gun is still inverted, fully pull the trigger to completely draw any paint in the vent tube back into the cup. **Air will bubble inside of the cup** to indicate when the vent tube is clear.

Use “UPS” to remember!

1. Upside-down
2. Purge
3. Spray

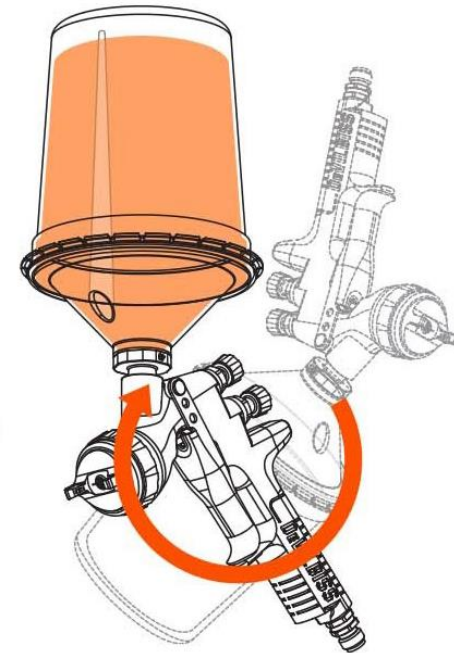


**Keep gun inverted & attach air hose**



## 7.) Prepare to Spray

- Invert the cup and you are ready to:
  - Begin painting, or ...
  - Put the gun in a gun holder (DeVilbiss Gun Holder, part #803616)



Invert the cup/gun



## 8.) Paint

### When painting...

- The venting maximizes fluid flow but does not allow for painting upside down for extended periods of time
- However, due to fluid flow, the gun can be sprayed at extreme angles (similar to spraying with Aluminum cups)



Spray the surface



## 9.) Remove Gun

**To remove the gun...**

- Remove the air hose by releasing the quick disconnect from the gun stem.
- Invert the gun and pull the trigger while walking back to mix room
- Place gun and cup with cup bottom on the bench.
- Hold lid of cup and twist clockwise to remove gun from cup



**Remove air hose and twist to disconnect the gun**



## 10.) Remove the Lid

### To remove the lid ...

- Place thumbs on back of cup and place index fingers under lid edge along front of lid
- Press down with thumbs and pry up with index fingers
- Rotate cup 180° and repeat lifting cup off opposite side and let sit for a second or two
- If refilling do not invert cup lid



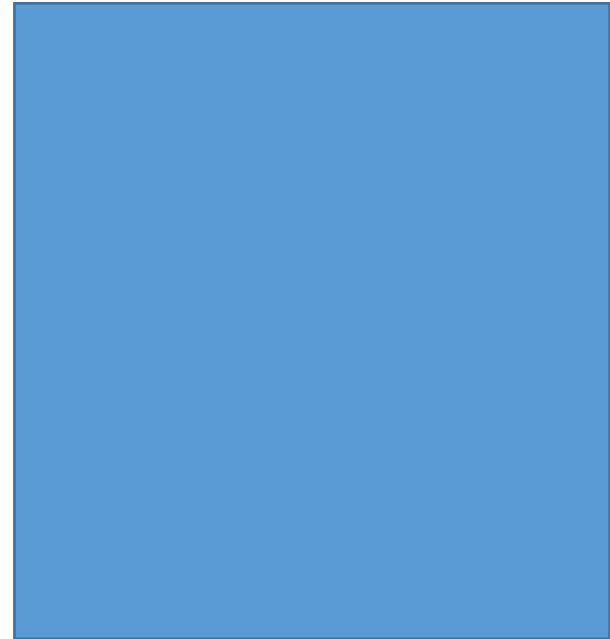
Remove lid from cup



## ***Storing Paint***

**For short-term paint storage:**

- Insert Snap N Flow plug
- Invert the cup/lid upside down
- Use plug as base – this keeps the filter wet.



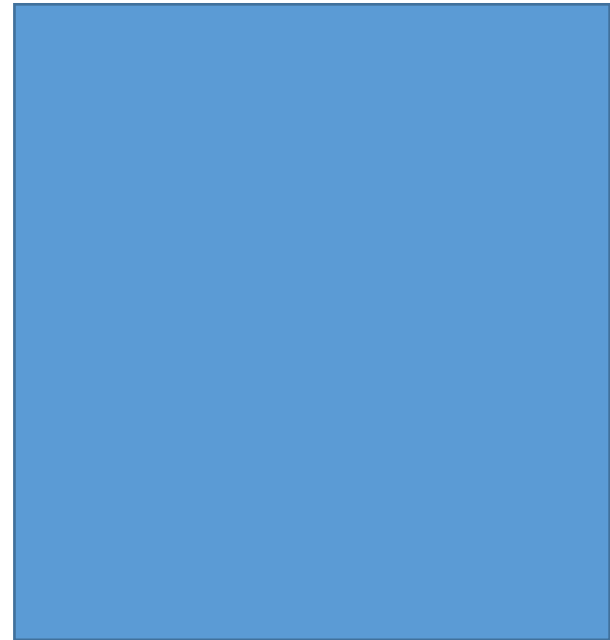
**Store with Plug**



## Storing Paint

**For longer-term paint storage:**

- Remove the cone-shaped lid
- Replace with a flat lid.



**Store with Flat Lid**



## Refilling

### For refills ...

- After removing lid, quickly place lid right-side up on another mix cup
- Refill cup



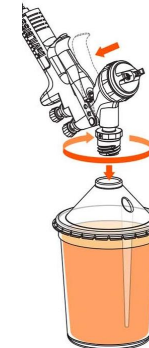
For refills, re-use lid



## Further Spraying

To continue spraying ...

- Reattach lid
  - Keeping face away from lid opening, firmly reattach lid
  - With air cap at 12 o'clock and the large indent in cup at 10 o'clock, turn counter clockwise until cup lid stops on adapter
  - Lid indent should be between 10 and 2 o'clock
- Lids can be taken on and off approximately 3 times without issue



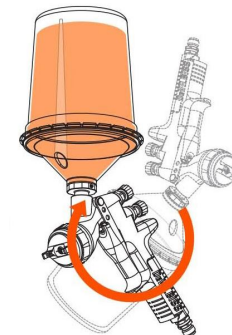
Repeat previous steps for further spraying



## Further Spraying

### To continue spraying ...

- Go into the spray booth, keeping the gun inverted.
- Re-attach the quick disconnect to the stem on the gun attaching the hose
- Pull trigger fully to clear snorkel
- Invert and spray





***SNAP<sup>N</sup>FLOW***

Selling Information



# Competitor Matrix

Brand	Design and Features	Benefits	Challenges
<b>3M PPS 2.0</b> Cup sizes: 3, 13.5, 22, 28 oz.	<ul style="list-style-type: none"> <li>Liner design</li> <li>Disposable liner, hard disposable lid, reusable shell</li> <li>Wider fluid spout</li> </ul>	<ul style="list-style-type: none"> <li>Positioned over previous PPS mode</li> <li>Improved fluid flow</li> <li>3M's rebate / discount program</li> </ul>	<ul style="list-style-type: none"> <li>Leaks</li> <li>Many shops don't like 3M</li> <li>Not as bulletproof as 1.0</li> <li>Contamination issues</li> </ul>
<b>SATA RPS</b> Cup sizes: 300, 600, 900 ml	<ul style="list-style-type: none"> <li>Vented design</li> <li>Disposable lid and cup (vent on bottom and snap-on plug)</li> <li>Adapter (SATA guns) built into lid</li> </ul>	<ul style="list-style-type: none"> <li>Fits directly onto SATA guns/ no adapter (less steps)</li> <li>Good fluid flow - good performance and color matching</li> <li>Can shake with lid</li> <li>Adapter part of lid is flexible (less likely to knock cup off of gun and make a mess)</li> </ul>	<ul style="list-style-type: none"> <li>Expensive</li> <li>User can forget to plug the vent on the bottom after filling with paint (spills/mess)</li> </ul>
<b>Colad</b> Cup sizes: 350, 700 ml	<ul style="list-style-type: none"> <li>Vented design</li> <li>Disposable lid with a "snorkel"</li> <li>Uses its own cup</li> </ul>	<ul style="list-style-type: none"> <li>Good fluid flow - good performance and color matching</li> <li>Good paint savings (less paint wasted in cup)</li> </ul>	<ul style="list-style-type: none"> <li>Brittle cups tend to split when attaching lids</li> <li>Connection of lid to cup is suspect (cup will come apart if bumped or tucked under arm to reattach tape)</li> </ul>



## Competitor Matrix (Cont'd)

Brand	Design and Features	Benefits	Challenges
<b>DEVILBISS DeKups®</b> Cup sizes: 3, 9, 24, 34 oz.	<ul style="list-style-type: none"> <li>• Liner design</li> <li>• Disposable liner, disposable lid</li> <li>• Use with reusable shell and reusable hard lid</li> </ul>	<ul style="list-style-type: none"> <li>• Better fluid flow than 3M for better performance and paint savings</li> </ul>	<ul style="list-style-type: none"> <li>• One too many steps</li> <li>• Filter is not part of lid (additional step)</li> </ul>
<b>DEVILBISS SNAP N FLOW™</b> Cup sizes: 16 (soon to be 15), 32 oz.	<ul style="list-style-type: none"> <li>• Vented design</li> <li>• Disposable lid with a “snorkel”</li> <li>• Leverages “standard” mix cup (Berry Plastics)</li> </ul>	<ul style="list-style-type: none"> <li>• Maximizes fluid flow to gun for great performance and color matching</li> <li>• Maximizes paint savings (less paint wasted in cup)</li> <li>• Easy to use</li> <li>• Uses standard mix cups</li> </ul>	<ul style="list-style-type: none"> <li>• Can't shake with vented lid</li> <li>• Requires painter training and follow-up</li> </ul>



## Benefits over Other Systems

	SNAP N FLOW™ System	Other Disposable Cups	Traditional Aluminum Cups
Consistent fluid flow	*****	***** (RPS)	*****
Better color matching	*****	***** (RPS)	
Less paint used	*****	***** (RPS)	
Fewer components	*****		
Reduced solvents	*****	*****	
Saves preparation time	*****		
Easy to use	*****		
Less mess and cleanup	*****		
Price	*****		



## Value Proposition

### Primary

- **More savings (in Paint and Time) – save \$\$\$**
  - Significantly reduces paint usage – saving \$\$\$
  - Significantly saves time – saving \$\$\$
- **The best color match**
  - Due to the unrestricted, consistent fluid flow provided by Snap N Flow

### Secondary

- **Easy to use**
  - Less steps & parts than 3M's PPS
  - More fool-proof than SATA's RPS
- **Less Waist**
  - Significantly reduces disposable/reusable components
  - Reduces the shop's costs for collapsible-liner disposable cups

### Third

- **Quality - better quality than 3M's PPS and Colad**



## ***System Pays for Itself***

- *SNAP N FLOW* pays for itself by reducing time and costs:
  - Vented system allows spraying until cup is completely empty
  - Lessens the need to overmix
  - Provides better fluid flow
  - Provides better color match
  - Eliminates contamination issues due to dirty latex
  - Eliminates need for a mixing cup (no mixing in one cup and spraying out of another)



## System Pays for Itself

- Example
  - Testing has shown that painters can reduce the amount of paint mixed for a job by an average of 1 - 2 ounces depending on the color
  - Average cost of paint = \$5 per ounce
  - Paint saved at 1.5 ounces (averaging 1 – 2 ounces) = \$7.50
  - SNF lid and cup = \$2.00
  - Cost savings = \$5.50 per job on average
  - Summary: *SNAP N FLOW* cups are free when you consider the cost of paints savings.
  - Consider this when customer is countering with the availability of “cheaper” (i.e.: Chinese) cups and PPS rebates, etc.





## System Pays for Itself

- Some paint companies have adopted pre-straining procedures to get around the issue of paint bits being pulled through the strainer.
- Example of why *SNAP N FLOW* is still cost effective:
  - Ounce of paint = \$5.00 on average
  - SNF lid and cup = \$2.00
  - Cost of a mixing cup = \$.30
  - Paint left in Mixing cup ½ ounce
  - Paint left in strainer ½ ounce
  - Cost savings \$3.30 per job on average
  - Cost of *SNAP N FLOW* comes with a \$3.30 savings in paint





## Product Fit

Where **SNAP N FLOW** may not be the best fit:

- Shops (i.e. custom shops) where there is a need to set the gun down on its side
- Low VOC solvent shops. Gassing of low flash point solvents causes the cup to act like a pressure pot if not installed on the gun and in a gun holder
- Customers that insist on shaking paint as they walk to the booth



Low VOC Solvent acting like a pressure pot



***SNAP<sup>N</sup>FLOW***

Additional Information



## Pricing (USD)

### Pricing and Descriptions

Order Number	Model Number	Description	User Price	Distributor Price
804524	SNF-431-K48	15 OZ, 125 MICRON LID (48)	\$76.32	\$49.61
804525	SNF-432-K48	15 OZ, 200 MICRON LID (48)	\$76.32	\$49.61
803760	SNF-421-K48	32 OZ, 125 MICRON LID (48)	\$87.36	\$56.78
803762	SNF-422-K48	32 OZ, 200 MICRON LID (48)	\$87.36	\$56.78
803767	SNF-32-K100	32OZ DISP MIXING CUP (100)	\$45.00	\$29.25
804523	SNF-15-K100	15 OZ DISP MIXING CUP (100)	\$38.00	\$24.70
803828	SNF-601	SANP & FLOW DEMO KIT 125 MICRON	\$158.25	\$102.86
803887	SNF-602	SANP & FLOW DEMO KIT 200 MICRON	\$158.25	\$102.86
803769	SNF-8-K50	FLAT STORAGE LID (32 OZ)(50)	\$15.00	\$9.75
804526	SNF-22-K50	FLAT STORAGE LID (15 OZ)(50)	\$12.00	\$7.80
804333	SNF-9-K8	SNAP AND FLOW PLUGS (8)	\$3.75	\$2.44
804515	SNF-21-K2	SHACKER RING KIT	\$15.00	\$9.75

### Pallet Buy Program

Order Number	Model Number	Description	Distribut'r Price	1 Pallet* Buy (-5%)	3 Pallet* Buy (-7%)	5 Pallet* Buy (-10%)
803759	SNF-411-K48	Short, 125μ Lid (48)	\$49.61	\$47.13	\$46.14	\$44.65
803760	SNF-412-K48	Short, 200μ Lid (48)	\$49.61	\$47.13	\$46.14	\$44.65
803761	SNF-421-K48	Tall, 125μ Lid (48)	\$56.78	\$53.94	\$52.81	\$51.11
803762	SNF-422-K48	Tall, 200μ Lid (48)	\$56.78	\$53.94	\$52.81	\$51.11



## FAQ's

**Q: Why should I switch?**

**A: Material savings, color match & cleaner paint jobs**

**Q: Is *SNAP N FLOW*<sup>™</sup> really less expensive?**

**A: The paint left in a PPS liner is more than the cost of a SNF cup and lid**

**Q: How is it easier to use?**

**A: Only two parts – a cup and lid (strainer is part of the lid)**



## FAQ's

**Q: How do I really use less paint?**

**A:** By having the ability to use virtually every drop in the cup. This ends the need to overmix paint to avoid pulling dirty latex through the strainer due to the vacuum created in a closed liner system.

**Q: How do I get better color match?**

**A:** Consistent fluid flow keeps the air to fluid ratio constant avoiding color shift



## FAQ's

**Q: How does the flow rate compare to the other systems?**

**A: As much as 17% higher than collapsible liners**

**Q: How does this really save time?**

**A: Higher fluid flow allows painters to spray faster. The simple snap system allows the painter to mix in a standard mix cup and just snap the lid on and paint**



## **FAQ's**

**Q: How do I train my technicians on this new system?**

**A: The painter has to be trained on the proper steps.**

**Q: Shop has a lot of inventory with the other system.**

**A: Send what is unopened at the shop back to the jobber for credit and DeVilbiss will replace opened inventory with Snap N Flow.**



***SNAP<sup>N</sup>FLOW***

Marketing and Sales Support

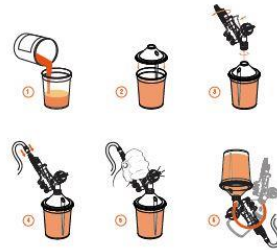


## Marketing Collateral

- How-To Video — detailing how to use the system
- **SNAP N FLOW** brochure; multi page and performs multiple functions:
  - Sales Brochure
  - How-To Guide - overview of how to use the system
  - Service Instructions for Shop Conversion Kits
  - Shop poster
- Product Presentation & Training PowerPoint for external Audiences (sales, shop conversions)
- **SNAP N FLOW™** microsite: [www.SNF-info.com](http://www.SNF-info.com); includes:
  - - How-To Video
  - - PDFs of marketing materials
  - - FAQs
- Social platforms (Facebook, Instagram)
- Promotional email campaign to distributors and end users/painters
- Print/online advertising for industry publications



# Packaging – Lids



For Refills | Para recambios | Pour les recharges | Für Nachfüllungen | Per ricariche



For additional information  
visit [www.snaf-info.com](http://www.snaf-info.com)

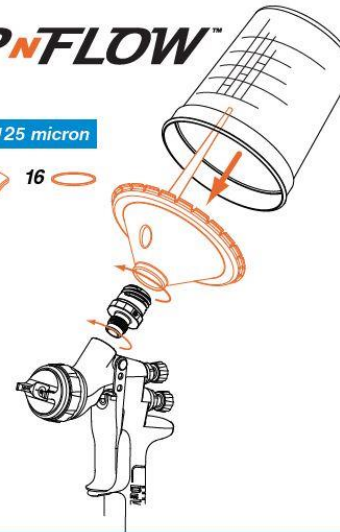
**SNAP<sup>N</sup>FLOW™**  
by DeVilbiss

32 oz / 950 mL 125 micron



**SNAP<sup>N</sup>FLOW™**  
by DeVilbiss

32 oz / 950 mL 125 micron



SNF-421-K48  
803761



**DEVILBISS.**

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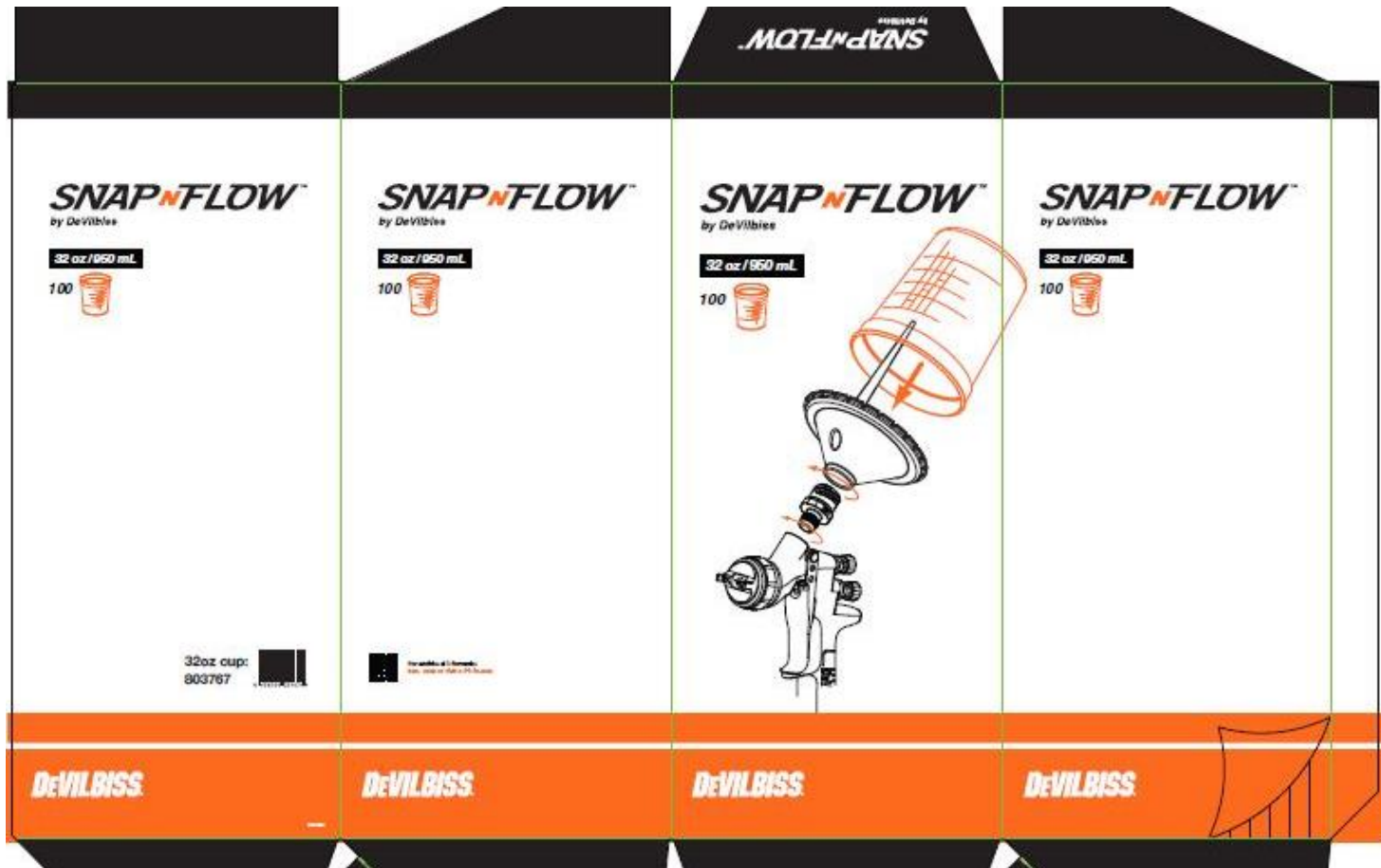
**DEVILBISS.**



For additional information  
Scan code or visit [snf-info.com](http://snf-info.com)



# Packaging – Cups





## *Timeline*

### The Following

- Updated 32oz flat bottom cup = begin shipping to customers ???
- 15oz cup and lid = begin shipping to customers???
- Shop Conversion Kits = available to order = ???
- Shaker Adapter Ring and new *SNAP<sup>N</sup> FLOW* Plugs – available to order = ???
- Marketing Brochure available to order off Literature Order Site = ???



# Questions?





# **DEVILBISS®**

AUTOMOTIVE REFINISHING

## ***SNAP<sup>N</sup>FLOW***

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