

FASTLINE™

Introduction Kit How to Use Instructions



Introduction Kit

FASTLINE™+ Product Introduction Kit

The FASTLINE™+ Product Introduction Kit is a sales aide designed to assist in the training of sales personnel & inside sales/counter personnel and for the demonstration of FASTLINE™+ products to prospective customers. The kit contains small, trial sizes of FASTLINE™+ products to allow the training/demonstration without the expense of opening up to five larger size body filler and finishing glazes. It is available for a limited time and only available until supplies are depleted.

FASTLINE™+ Demonstration & Training

Instructions included are focused on the understanding and/or comparison of FASTLINE™ to competitive products. Demonstration & Training will revolve around understanding curing/drying and how each stage affects the technician who uses the product. Information is not designed to train sales personnel on how to be a body repair technician but on how to communicate product features and answer product questions.

Training or Demonstration Requirements:

The following are required for performing a successful Training or Demonstration:

- FASTLINE™+ Product Introduction Kit (Contents listed below)
 - FAST GOLD™ 8 ounce, can
 - F-GRIP™ 8 ounce, can
 - FAST GLASS™ 8 ounce, can
 - FAST FLO GLAZE™ 5 ounce, tube
 - FAST GLAZE™ 5 ounce, tube
 - FASTLINE™ Spreaders: Plastic, Metal & Contour
 - Product Data Sheets for above products
 - FASTLINE™ Body Filler Catalog
 - Tongue Depressors, for mixing

Other Supplies Needed

- Sandpaper, 36, 80 & 180 grit- Recommend sourcing “job packs” to use for demonstrations
- Sanding block
- Timer
- Marker, Sharpie™
- Metal panel or junk part (Hood, fender, etc.)
- Personal protection: Disposable nitrile gloves, respirator

Support Information:

The following are additional resources for your preparation:

- FASTLINE™ How to Videos located on YouTube
 - How to Prepare Surface for Body Filler
 - How to Properly Catalyze a Body Filler or Finishing Glaze
 - How to Apply Body Filler
 - Drying/Curing and Sanding of Body Filler
 - How to Apply Finishing Glaze
 - How to Choose a Body Filler
 - How to Choose a Finishing Glaze
- FASTLINE™ Product Videos
 - FAST GOLD™
 - F-GRIP™
 - FAST GLASS™
 - FAST LIGHT™
 - FAST FLO GLAZE™ & FAST GLAZE™
 - FAST PUTTY™

Introduction Kit

A successful training session or product demonstration is dependent upon proper planning. Below is an outline of a plan that is to be used with the FASTLINE™+ Product Introduction Kit.

Outline

Preparation

- Schedule session: Location, time & personnel
- Materials: Ensure Introduction Kit and competitive product, if needed, are available (See Page 2 for details).
- Substrate: Obtain panel or car part for demonstration (Recommend that it be sanded with 80 grit in advance).
- Review printed materials and videos for FASTLINE™.
- Survey in advance for local, market pricing to be able to address pricing questions, objections.

Appearance

- ❶ Review product in package- Visual appearance.

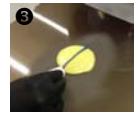


- ❷ Review viscosity of each product: Use a FAST SHEET™ to put a small amount of each product onto and then place in vertical position.



Catalyze

- ❸ Show proper catalyzation & acceptable catalyzation range of 1.5% to 3%.
- Review problems if not catalyzed correctly: Over→ "Bleaching, adhesion / Under→ Staining
- ❹ Review how to read a batch date & How FASTLINE™ will help ensure "fresh" hardener (Color change & Year indicator on label).
- Tech Tip: Before closing hardener, squeeze out air before capping to increase shelf life.
- Review proper mixing, squeegee to press out entrapped air.



Apply (Work Time)

- ❺ Apply a coat that is about 4" by 4". Apply it with a thicker coat at one end; gradually reduce thickness until other end is very thin.
- Review three types of spreaders: Plastic, metal and contour and when they should be used.
- ❻ Show that thicker films get hotter, quicker which cuts your work time (Feel as product hardens).
- Review that mix should be spread out to a thin film thickness to increase "work time" (Thick films get hot and "kick faster").



Shape (Body Filler)

- ❼ Show hardness development by using fingernail or coin.
- ❽ Show shaping with body file, if desired, or Show shaping with 36 grit sandpaper on sanding block.
Sand ONLY small section so you have space to sand with 80 grit in next step.



Sand

- ❼ Show continuing hardness development by using fingernail or coin.
- Compare tack or stickiness of one product vs. another.
- ❾ Sand edge and review size of sanding powder and if featheredge is "tearing" as well as loading of sandpaper.
- Compare sanding properties and when each product was sandable.



Recoat

- Review recommended drying time before recoating
- Review problems if recoated too quickly→ Possible edge mapping or loss of gloss.

Review

- Review one product vs. another→ Solicit input
- ❿ Review FASTLINE™ program of body fillers, finishing glazes, putty and ancillary support products
- ❿ Review FASTLINE™ collateral printed support pieces or YouTube videos.



❿ YouTube

[http://www.youtube.com/user/FASTLINE\(TM\)_automotive](http://www.youtube.com/user/FASTLINE(TM)_automotive)

Introduction Kit

Use FASTLINE™ Demonstration Worksheet (See below) for training or demonstration. If using one timer or watch, write down start time after catalyzing first product. If catalyzing second product after first, write down time after finishing catalyzing second product. It is recommended that time not be reset after each step. Record actual shown time after each step (i.e. As you go from Start to Gel to Shape to Sand Times, times will be cumulative.). To calculate how long one step takes, subtract the time from the prior step.



Demonstration Worksheet

Use Worksheet to compare FASTLINE to competitive product

Instructions

- 1) Write product names in spaces noted below
- 2) After catalyzing first product, start timer and write down 0:00 in space marked "Time", Product 1.
- 3) Catalyze second product and write down within space marked "Time", Product 2.
- 4) Continue evaluation and writing in spaces marked "Time" for each Step & Product

STEP	Instructions	Product 1 Name	Product 2 Name
Safety	<ul style="list-style-type: none"> •Nitrile Gloves •Protective Eyewear •Respiratory Protection 		
Catalyze	<ul style="list-style-type: none"> •2% by Weight • Range: 1.5-3% <p><i>Proper Stirring & catalyst level Consequences of wrong level Shelf life & Rotating stock How to read batch date)</i></p>	Time	Notes
	YIELD ↑Staining ↓Bleaching	Time	Notes
Apply	<ul style="list-style-type: none"> •Work Time •Spreadability •Vertical Hang <p><i>Review ease of application Review sag resistance Review Metal, Contour & Plastic Spreaders</i></p>	Time	Notes
	STOP Gel Time	Time	Notes
Shape	<ul style="list-style-type: none"> •Rough Shape •Body File or 36 grit <p><i>How to determine optimum time to shape Minimizing rough shaping to minimize scratches Review additional material costs</i></p>	Time	Notes
	STOP Through Cure	Time	Notes
Sand	<ul style="list-style-type: none"> •Sand with 80 grit (Body filer), 180 grit (Glaze) <p><i>Review featheredge- Does not tear Review if product powders & easy to feather out edge Review loading of sandpaper</i></p>	Time	Notes
	YIELD Through Cure	Time	Notes
Recoat	<ul style="list-style-type: none"> •Recoat after 15-20 minutes •Maximum hardness in 3 days <p><i>Review cause of edge mapping and need for proper catalyst level and curing time.</i></p>	Time	Notes
	YIELD Edge Mapping	Time	Notes