

Delfleet[®] Essential Basecoat FAQ

What type of accounts should I target with *Delfleet Essential* basecoat?

- Fleet refinishers doing overall basecoat paint jobs for repair, refurbishment or rebranding
- Fleet refinishers using basecoat for striping
- OEM builders seeking specialized color supported by the Delfleet Color Selector (97% of the colors in the selector will now be available in *Delfleet Essential*)
- Current *Delfleet Essential* shops looking to expand their color palette with improved metallic control and pearl capability (*Delfleet Essential* basecoat is not recommended for heavy duty truck spot or panel repair).
- Current *Delfleet Essential* shops looking for longer durability, higher gloss/DOI, and faster dry times provided by basecoat/clearcoat systems
- Current *Delfleet Essential* shops that need a longer warranty

Will my mix ratio change?

- Yes, but ease of use is still Essential! The basecoat is created using the same color formula as the single stage that you know under the ESSS paint system. Simply choose whether to make a single stage or basecoat at the time of spraying with either the single stage or basecoat reduction scheme. The basecoat mix ratio is 2:1:1 using 2 parts of the color formula to 1 part each of a new hardener and basecoat converter. Both new components are sold in quarts to make RTS kits for easier walk-up sales (2 RTS gallons).

I like the *Delfleet Essential* single stage that I use today. Why do I need a basecoat?

- We're glad to hear it! You may choose to use a basecoat if you are doing striping, you need a pearl color, or if you're looking for longer durability or warranty than the *Delfleet Essential* single stage offers.

I have basecoats in *Delfleet[®] Evolution*, why would I need one in *Delfleet Essential*?

- *Delfleet Evolution* basecoats are excellent products delivering premium color accuracy, but sometimes price point may prohibit the *Delfleet Evolution* sale. *Delfleet Essential* will offer a basecoat option for the more price-conscious customer looking for productivity, efficiency and ease of use, where premium color accuracy is not needed. The compact system allows better inventory turns and minimizes slow moving inventory as well.

How will I find color formulas for the new *Delfleet Essential* basecoat?

- Color formulas will continue to be listed as ESSS. The choice to spray as a single stage or as a basecoat can be made at the time of letdown when you are ready to spray. Basecoats and colors containing pearl should always be clearcoated.

Will I now be able to spray pearl colors from the *Delfleet Evolution* color selector in *Delfleet Essential*?

- Yes, pearl formulas will now be offered in *Delfleet Essential* using the F38XX pearls from *Delfleet Evolution*. As stated above, colors containing pearl should always be clearcoated. Some colors that utilize specialty pigments or colored aluminums will not have formulas available in *Delfleet Essential*.

Which clearcoat can I use?

- *Delfleet Essential* basecoat was designed to work with the new ESC621 2.1 VOC Clearcoat.

Will the basecoat carry a longer warranty than the single stage system?

- *Delfleet Essential* basecoat, when used with ESC621, will provide a 3-year warranty, compared to the 2-year warranty for *Delfleet Essential* single stage. For longer warranty needs, the *Delfleet Evolution* paint system should be used.

If I use a clearcoat from *Delfleet Evolution*, can I get a longer warranty?

- No. For longer warranties, a complete *Delfleet Evolution* system must be used, including primers.

Is the basecoat blendable?

- Yes, *Delfleet Essential* basecoat can be blended with itself for end-of-line repairs.

Can I use this for spot repair?

- Although the *Delfleet Essential* basecoat can be repaired and blended with itself, it is recommended for overall jobs only. *Delfleet Evolution* is designed for spot repair and premium color matching to OEM colors and finishes.

Can I use the ESH200 hardener in place of ESH210?

- No. The new hardener was specifically designed for the new basecoat. Mix ratios and performance properties would be significantly compromised.

What is the VOC of the new basecoat?

- To comply with environmental regulations, the basecoat is less than 3.5 VOC ready to spray.

What primers can I use under the basecoat?

- *Delfleet Essential* basecoat is recommended to be applied over ESU410, ESU420, ESU430, ESU440, ESU460 or ESU470 primers.