



DEALER TRAINING MANUAL

GLIDECOAT

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1**COMPANY OVERVIEW**

Onan Technologies Inc. doing business as Glidecoat, was established in 2012. The company is primarily focused on Nano Ceramic Coatings for the Marine Industry based in West Palm Beach, Florida.

The company has developed three lines of Ceramic Coatings as well as various accessory products for the Marine, Aviation and Auto Industries.

Nano Ceramic Coatings or Smart Surface Technology was initially developed in the 1980s but has just become mainstream in the last 10-15 years, primarily in the automotive industry where they apply the coatings to high-end luxury vehicles. It is only in the last few years that the ceramic coatings have been available to most new car owners.

Over the last year, it has gained significant traction in the Marine Industry, and boat owners are beginning to embrace the technology.

In April 2014, Onan starting developing products which, when applied to a boat, can restore the original paint/gel coat finish, making it look better than factory new. In addition, the ceramic coating that is the last step of the process, once applied, protects the surface, making it hydrophobic, scratch resistant and protected from UV damage, making it also ideal for new boats.

Using variations of these coatings, Glidecoat has developed products for propellers and running gear, stainless steel, inflatable boats, marine glass, vinyl and currently developing a replacement for Bottom Paint.

Over the last few years, we have continued to develop these various products in the market and have a large number of case studies and endorsements which are available online at our website.

WHAT ARE NANO-CERAMIC COATINGS?

Nano-ceramic coatings are the result of an application where actual nano-ceramic particles build a consistent network of molecules on a surface. The coating chemically bonds with the surface creating a layer of protection.

The coating makes that surface resistant to extreme corrosion, chemicals, and UV. It also restores color, gloss and surface hardness. In addition, the surface becomes hydrophobic and repels water and dirt, meaning it can be easily cleaned with a hose.

The term ceramic coating is used a great deal, yet doesn't describe the distinctions between various coatings and the chemistry involved. The typical phrase 'Ceramic Coating' suggests that one product is no different from any other, which is not the case.

What sets Glidecoat apart from other Ceramic Coatings is its use of Silsesquioxane $[RSiO_{3/2}]_n$ which provides a silica core, conferring rigidity, but also thermal stability, flowability, flexibility, and functionality.

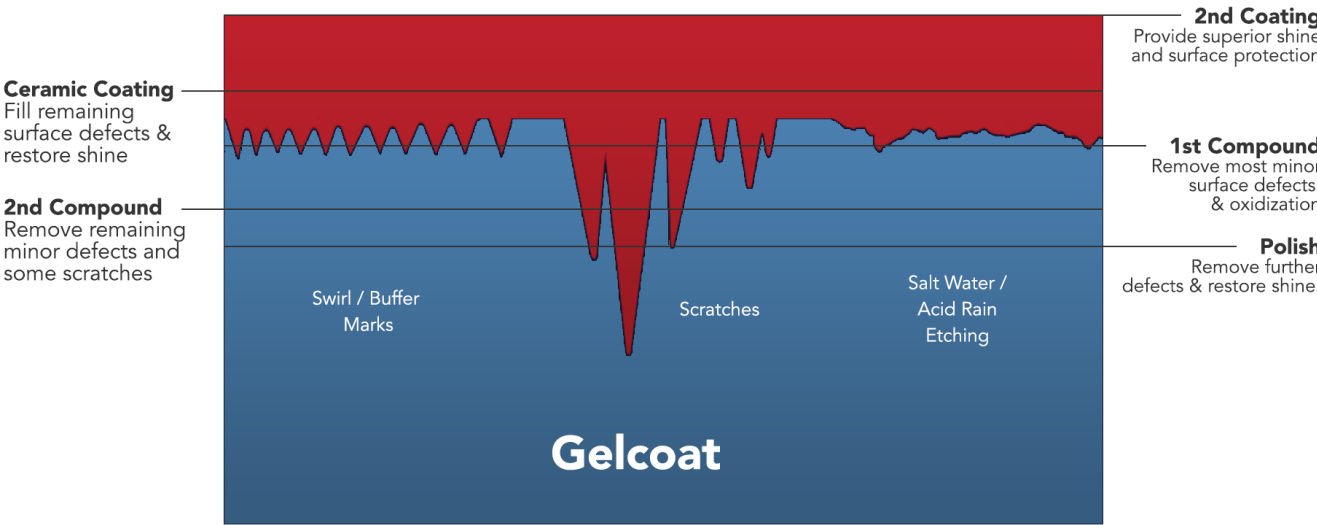
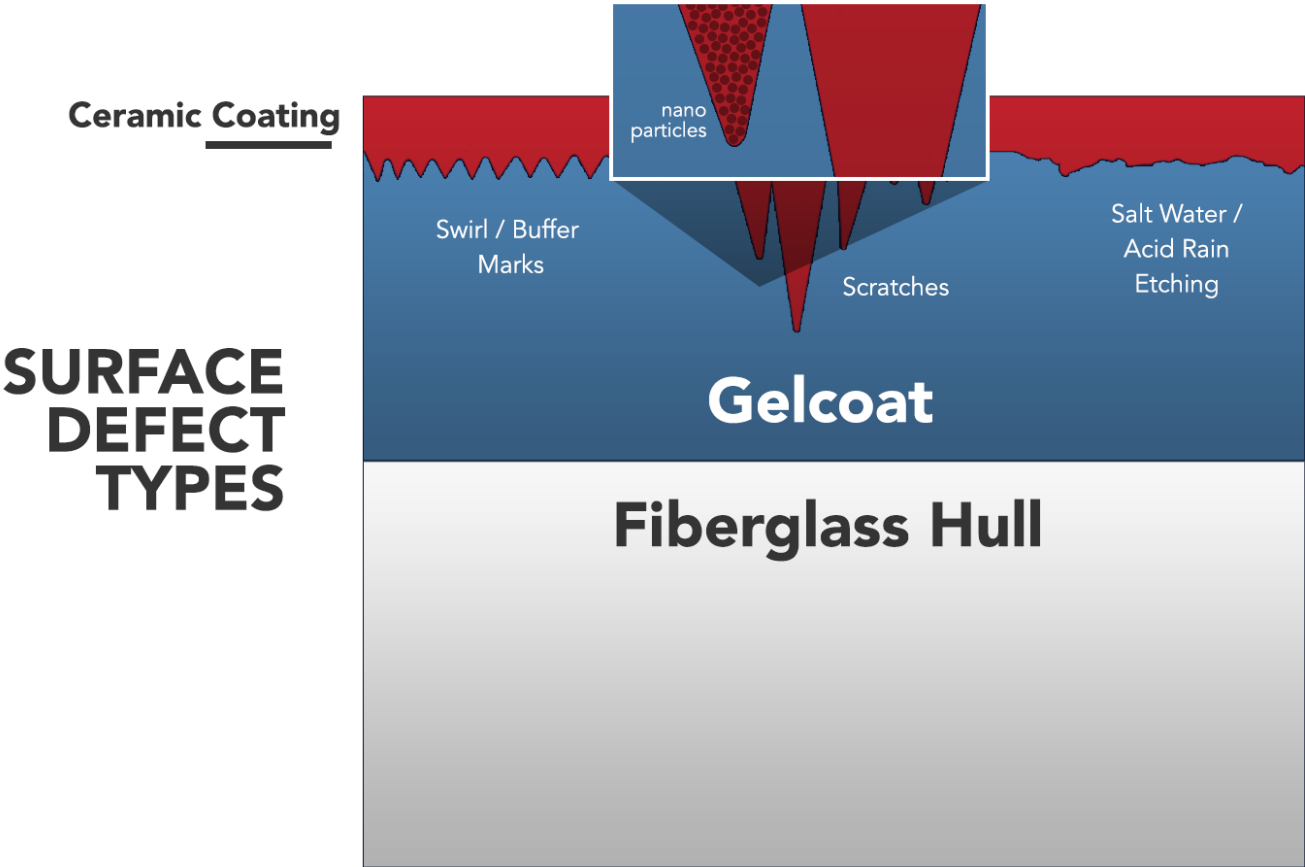
Many competitive products simply use SiO_2 . These products are sometimes known as glass, quartz or ceramic coatings, which consist of nano-particles of Silicon Dioxide suspended in resin.

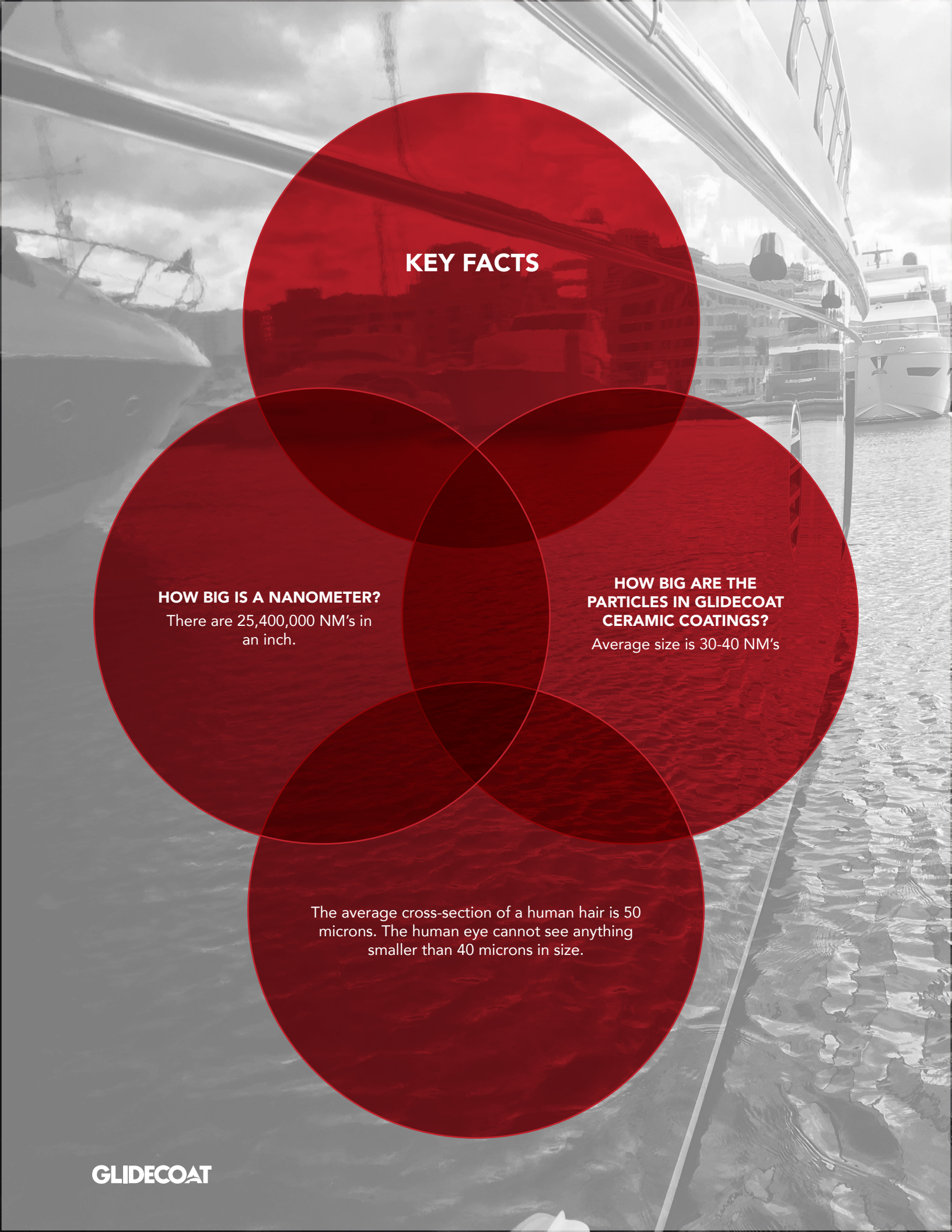
Once applied by a certified applicator, Glidecoat Nano-Ceramic will continue to preserve the surface of your craft for 18 months with little effort.

Nano-ceramic particles chemically bond with the paint/gel coat surface to form a layer of protection against the elements and making it easier to clean.

Note:

When applied to the surface, the coating is typically 4-6 microns in thickness, whereas human hair is typically 50 microns.





KEY FACTS

HOW BIG IS A NANOMETER?

There are 25,400,000 NM's in an inch.

HOW BIG ARE THE PARTICLES IN GLIDECOAT CERAMIC COATINGS?

Average size is 30-40 NM's

The average cross-section of a human hair is 50 microns. The human eye cannot see anything smaller than 40 microns in size.



3 THE PRODUCTS

Glidecoat has developed many products that employ Nano-Surface technology to provide various Nano-coatings.

The primary products at this point are Glidecoat Ceramic Coating, Marine Coating (for non-skid), Prop Optimizer, Vinyl, Glass and Inflatable.

Other products within the Glidecoat family are designed to support the core products above, such as Nano Wash, Compound, Polish, and Glidecoat Surface Wipe which is a sanitizing agent that is used to prep the surface prior to application.

These products are all produced in the USA by custom manufacturers, under license for Glidecoat.

Note:

Individual sell sheets provide detailed product information.



GLIDECOAT NANO CERAMIC COATING

Paints/Gelcoat degrade and oxidize over time because of exposure to UV as well as the minute surface defects caused by water, salt, acid rain, and use. The degradation and oxidization results in loss of sheen, discoloration or both. Once a boat has reached this stage we know it has less performance, reduced responsiveness combined with declining fuel economy and a tired appearance.

The traditional industry approach is to cut back the top surface using abrasive compounds to remove the dead and oxidized paint and then using an oil-based sealant like polish and wax to finish. The alternative can involve re-painting.

Glidecoat Nano-Ceramic Top-Coating is a process that involves preparing the surface through our four-steps (Wash, Compound, Polish, Sanitize) and then the application of our Nano-Ceramic coating.

The Ceramic Coating contains a high percentage of solids that are typically 30-40 Nano-meters in size. For comparison purposes, there are 25 Million Nano-meters in an inch. These microscopic nano-particles penetrate the gel coat or painted surface, filling the pores, micro-scratches and scrapes leaving a hydrophobic, glass-like appearance.

The Nano-Ceramic Coating needs to be applied by a certified dealer as the coating once in place can only be removed through abrasion.

NANO-CERAMIC COATING BENEFITS

1. Prevents ongoing Oxidization
2. Transforms surface making it hydrophobic and easy to maintain
3. Locks surface so acid rain, fish blood, salt, dirt, bird droppings, spider droppings, etc. cannot penetrate the gelcoat/paint.
4. Stops polished metal from rusting or tarnishing
5. Reflects UV rays providing long term protection from Sun damage
6. Eliminates mold and provides a 99% bacteria free surface
7. Stops polished metal from rusting or tarnishing

Glidecoat's Nano-Ceramic Coating provides an 18-month warranty when applied by certified Glidecoat Applicator/Dealer.



■ The 'After Hours' before Glidecoat



■ The 'After Hours' following Glidecoat Top Coating



- Gloss meter readings taken before restoration.



- Gloss meter readings on the same boat following application of Glidecoat Nano Ceramic Coating



GLIDECOAT MARINE

A Nano-Ceramic Coating, which has been designed for use on non-skid surfaces.

The major difference between this coating and Glidecoat's Ceramic Coating is the reduced gloss, which isn't relevant on Non-Skid Surfaces.

The coating fills the pores, making the surface easier to clean. We recommend applying only one coat.

Note:

This product does not come with a warranty period



GLIDECOAT PROP OPTIMIZER

Picking the correct anti-fouling product for your propeller and running gear has become a complicated process. The EPA has developed strict regulations for anti-fouling paints, and few other alternatives provide both results and longevity.

Today's anti-fouling products can be divided into two categories. The first category is paint that contains biocides that leach through the paint to create a toxic environment that marine organisms will not grow on.

The second category is smooth surface coatings that create a surface that, when the boat is moving, barnacles and organisms will not be able to attach themselves.

Both conventional types of anti-fouling do not perform well nor last more than 6-12 months as a result of this environment. Anti-fouling paints and smooth surface coatings are also soft, so they are continuously getting worn down by friction or removed by galvanic corrosion.

Both categories of products are also subject to adhesion issues. Most require the metal surface to be sanded by heavy grit sandpaper, which removes a lot of prop material and reduces the life of the propeller. They also need the propellers to be sanded entirely to remove the previous application before a new one is applied.

Most anti-fouling paints have biocides which contain metals, thereby increasing galvanic corrosion.

Smooth surface anti-foulings are made of wax or silicon which are very soft. Every time a marine organism grows onto the surface and comes off, it takes some of the coating with it.

In Glidecoat's case, our Prop Optimizer is a 9H coating. Similar to our Nano-Ceramic Top Coating, the product contains a high percentage of Liquid Crystal molecules as well as anti-bacterial elements and a blue color tinting.

The product contains no biocides or metals which are considered harmful to the environment making Prop Optimizer a truly green product.

By filling in the pores, scratches, anomalies in the propellers surface it creates a hydrophobic, smooth finish, leaving no ability for Marine Organisms to attach themselves to the surface.

To date, we have tested props that have been in the water for 18 months that still show zero signs of growth on the Glidecoat treated portion. Our test props are located in South Carolina where tides run 8-9 feet and the area is considered the most challenging in the US for Marine Growth on boats and running gear.



-
- Untreated prop which was suspended in water for six months.



-
- Prop treated with Glidecoat Prop Optimizer, suspended next to untreated prop for six months.

GLIDECOAT INFLATABLE

Inflatable Fabric tenders provide significant advantages compared to other tender options. Inflatables are lighter, easy to store, and require less horsepower. Unfortunately, with these benefits, we also have downsides. Both CSM (Hypalon) and PVC both tend to have much expansion with changes in temperature stretching the material creating seams, which can cause failures and costly repairs.

Soft impacts with docks and other boats can cause leaks and adhesive failures at the seams. Abrasion and scratches can damage the fabric and leave unsightly marks. There are also storage issues which can allow moisture to build leaving black mold that is difficult to remove. Keeping the tender clean is an issue which with the highly porous fabric material like CSM (Hypalon) or PVC is a challenge.

The biggest issue though for Inflatable fabrics is damage from the sun's UV rays. PVC especially has been known to be very susceptible to UV damage even more than CSM (Hypalon).

Glidecoat Inflatable uses our exclusive Smart Surface Technology to fill in the microscopic pores of rubberized fabric material like CSM (Hypalon) and PVC to create a super smooth surface that repels water, dirt, and salt.

Smart Surface technology also increases the tolerance against damage and leaks that are a result of soft impacts and abrasion.

Glidecoat's Nano Polymer technology protects against damage from UV and heat by reflecting UV rays and making the rubberized fabric more resilient to expansion.

Independent lab results show that after one year of high-intensity UV, Glidecoat Inflatable reduced color and gloss fading by 45% along with eliminating drying, cracking, and adhesive separation.

Also, Glidecoat Inflatable increased the life of PVC that was exposed to 500 hours of intense UV rays (comparable to 1 year in South Florida) by 45%.

You can cover and store your inflatable boat without the concern of mold and moisture damage. By filling in the pores, Glidecoat Inflatable stops moisture from absorbing into the boat's rubberized fabric material thereby eliminating mold and stains.



GLIDECOAT INFLATABLE BENEFITS

1. Reduces color fading and UV damage by 45%
2. Reduces adhesive failures
3. Increases material resilience to heat expansion
4. Prevents leaks and damage from soft impacts
5. Increases life cycle of material by 25%
6. Prevents mold and dirt staining
7. Increases the life cycle of a PVC tender by 30% when left exposed to the sun



GLIDECOAT MARINE SHINE & SHIELD

Marine Shine & Shield is a liquid Nano Soft Polymer that can reflect UV rays, unlike wax which still allows the UV rays to pass through and damage gel coat or paint.

It also makes the surface hydrophobic so things such as dirt, fish blood, and salt will sit on top of the surface instead of being absorbed in, providing the ability to rinse them away with much less effort.

Marine Shine & Shield also helps prevent yellow and brown staining from water on the sides of your hull. This is accomplished given the size of the Nano-particles which penetrate and fill the pores in the gel coat.

The product is easy to use and can be sprayed on any gel coat or painted areas along with stainless steel and plastic moldings. Simply spray the area to be treated and use a micro-fiber cloth or chamois to wipe dry.

The product can also be sprayed on after a wash and use a chamois to dry off excess water thereby eliminating water spots.

To achieve the best results, only apply to a clean surface, and the product will provide 4 to 6 months of protection.

MARINE SHINE & SHIELD BENEFITS

1. Easy and quick to apply
2. Creates a hydrophobic surface
3. Extends the life of a wax application
4. Enhances luster and shine
5. Reflects damaging UV Rays
6. Makes washing and cleaning easier
7. Reduces hull stains and salt spots
8. Helps protect gauges and dash switches
9. Repels water, dirt and salt.



NANO COMPOUND

Glidecoat produces both a heavy and a medium grade compound. Unlike many products out there these compounds contain no wax or silicone. They have been designed to work well with the complete line of Glidecoat products and provide the ultimate surface for application of Glidecoat's Nano-Ceramic Coating.

NANO COMPOUND BENEFITS

1. Provides uniform clean and glossy surface
2. Contains no wax or silicone
3. Nano active particles to help minimize surface heat during the compounding process
4. Removes major defects such as deep swirls, scratches, oxidization, chalking and watermarks
5. Stays wet longer allowing applicator to use less and minimize cleanup
6. Works with the family of Glidecoat products



NANO POLISH

Glidecoat Nano Polish offers a fast, easily achievable, perfect finish, using fewer products, and fewer stages than traditional polishing systems, on both fiberglass and marine paint.

Glidecoat Nano Polish provides both a deep cleaning action, as well as polishing in one easy application. Only damaged fiberglass or paint molecules are removed by the polish as not to compromise the durability of a yacht's finish, as harsh polishing compounds do.

NANO POLISH BENEFITS

1. One product does the work of two – Cleans and polishes
2. Contains no wax or silicone
3. Smaller active particles help minimize surface heat during the polishing process
4. More active particles allow the polish to work faster
5. No fillers like other competitive products
6. Can be used on freshly painted surfaces after wet/dry sanding 1500-2000 grit
7. Designed to work with Glidecoat Nano Compound
8. Ideal product when applying Glidecoat Nano-Ceramic Coating



NANO WASH

Nano Wash has been formulated specifically for Marine and compliments Glidecoat's Coating Products.

The product produces a high foam content which breaks the bond between the dirt film and your boats gelcoat or paintwork and lubricates dirt particles minimizing surface abrasion which happens with most other boat soaps on the market. Used in conjunction with Marine Shine & Shield or Glidecoat's Nano-Ceramic Coating, Nano Wash will ensure maximum gloss retention through reduced micro-scratching during the wash process.

NANO WASH BENEFITS

1. Minimal abrasion unlike other soaps
2. High Foam Content to break the bond between dirt, salt, and boat surface
3. Only requires two capfuls per 5 gallons of water
4. Designed to work with Glidecoat's Nano-Ceramic Coating and Glidecoat Shine & Shield to help maximize surface coating life
5. Provides maximum gloss and shine

COMPETITION

Countless companies currently offer Ceramic Coatings, although the number that actually manufacture coatings is small on a global basis. Most companies use a white label service, where the same manufacturer produces the product for many companies and provides private labeling. This process is prevalent for products manufactured in China.

The critical differences between Glidecoat and some of the competitors listed below are:

Self Leveling - The product automatically self-levels whereas others can be a challenge to apply and create a level finish.

Cure Time - Glidecoat 8-12 hours versus up to 72 hours with others

Pricing - Glidecoat has been priced to be competitive and in many cases significantly more economical than the competition, making the upsell to ceramics easier.

Re-application - No re-application necessary after 6-12 months. Many products use a refresh or reload product to re-apply gloss after a period to re-enforce the coating.

Warranty - 18 Months. Must be installed by a certified installer for the warranty to apply. Simple warranty conditions, tied to gloss meter readings

Temperature - Can be applied in a broader range of temperatures from 45-110°F.

Easy re-application - No wet sanding or full removal. Simply a light polish and re-apply.

Made in the USA - Manufactured here in the US by our custom manufacturer in Cleveland, Ohio.

Some of the key competitors are listed in the following pages. All of these companies produce or custom manufacture their products, as does Glidecoat.

The combination of our products, the knowledge of which products work best, given the different environments and how best to apply those, gives Glidecoat a clear advantage in the market.



Headquarters Location: Level 1, Suite 5, Tower Business Center, Swatar, Birkirkra, BKR4013, MALTA

Factory: CARPRO KOREA INDUSTRIES 244-1, Gagokdong, Suncheon, Jeonnam, KOREA – 540-080

Background: CarPro was established in 2009 by people who love their cars with a mission to make exceptional detailing products available to enthusiasts. Their vision and advanced technology brought coatings like CQuartz to the market when they were still unknown to the Western Hemisphere. CarPro was the original creator of Nanotechnology car detailing products and continues to bring new professional car detailing products and fresh ideas to the masses. From interior coatings and cleaners to our most well-known ceramic paint coating, CQuartz, we have something for every car care need. Your car deserves the ultimate protection and we offer the products that deliver professional results.

Types of Products: Range of ceramic coatings specifically for automotive to be applied to alloy wheels, faded plastic, rubber trim, leather, windshield and a professional grade version. Offer ceramic coatings as an up-sell as well as top coats to any of their coatings

Offer a full range of preparation, on-going maintenance products such as compounds, finishing products, spray polymers, pads, microfibers, etc.

Target Market: Automotive Industry

Shortcomings: Solely dedicated to the automotive industry, which limits their ability for growth opportunities in the marine industry.

Strengths: Positions the company within the top 5 ceramic coating providers for the automotive industry including partnerships and distribution through autogeek.net. Due to their exposure in the automotive industry, consumers are starting to consider using their protective coatings on boats.



North and South America Headquarters Location: 5771 Copley Drive, Suite 102, San Diego CA 92117 USA

Factory: NanoShine Ltd. Taiwan

Background: The company has for years worked on industrial multifunctional protective coatings for all surfaces and strives to continuously improve their products. In 2010 Nanoshine Ltd introduced Ceramic Pro – a series of products for the automotive, air and marine markets suited for surfaces such as paint, glass, alloy, fabric, leather, plastic and rubber. What makes Ceramic Pro different is the cutting-edge technology based on ceramic molecular compounds (nanoceramics). All formulas include SiO₂.

Types of Products: Automotive, Marine, Aviation, Industrial, PPF & Vinyl, Leather, Stone and Plastic.

For the automotive industry, they offer three (3) main packages; gold (lifetime warranty), silver (5 years warranty) and the bronze package (2 year warranty). The range of products help protect the vehicles paint, windshield, plastic and wheels.

For the marine industry, Ceramic Pro has two primary products; CeramicPro Marine and Bravo. The Marine initially was released to the market as the one-stop shop product that could be applied to the entire boat including the fiberglass, non-skid, vinyl, below the waterline, etc. The product included a 3 year warranty. However, due to the difficulty applying, extremely high cost to both the consumers and installers, and overall poor performance, a majority of the CeramicPro installers are moving away from this product.

The Bravo product is designed for the gelcoat above the waterline, easier to apply and offers an 18 month warranty.

Target Market: The primary markets include Automotive, followed by Marine. Clearly though they are known globally for their automotive products.

Shortcomings:

- Highest price in the market
- To comply to their warranty, specifically for the Marine application, the consumer must return each year for a top coat. In essence, the 3 year warranty for the Marine product will only be covered for a year until they apply an additional coat
- For an authorized installer to apply their coating on a boat, the consumer is anticipated to see prices of \$140 - \$175 per foot. Even more, substantial preparation work is required
- Installer network presents a bidding war. We have heard instances that when a consumer registers on their website for an installer in the local network, several installers are notified and the customer is bombarded with contact us messages. And, what typically happens is the detailers forego the suggested pricing and drive down the price to close the business.
- The product is shipped from outside the US, so the North American installers must wait for the shipment and typically must place a \$2,000 order. This causes a problem for small end detailers, who typically sell one-off jobs.
- No case studies shown on the Ceramic Pro website regarding the performance of the coating over time.
- Difficulty to apply the Marine product
- 72 hours for the product to cure in the marine industry - this requires the boat to be inactive during the timeframe and may incur additional costs if the boat is stored in a boat yard, marina, etc.

Strengths: The #1 ceramic coating company in the market for the Automotive and Marine industries. CeramicPro has established an effective installer program by encouraging detailers to visit their regional locations for a multi-day training session. From our discussions with certified CeramicPro installers, they must pay approximately \$400 for the training and place an opening order of approximately \$2,000.

One of their primary advertising methods is video creation. A leader within the industry for video content.

How Glidecoat stands up to CeramicPro:

Glidecoat has numerous advantages when compared to CeramicPro including the price (approximately 1/3 the price), easier and faster to apply, significantly reduced curing time (Glidecoat is 8 - 12 hours, whereas, CeramicPro is 72 hours), the curing time allows the boat owners to get their boat back faster and ready to be used, Glidecoat offers the ability for on-demand ordering by delivering product within 24 hours if necessary and to their specific requirements, our warranty does not require any additional costs to comply to the warranty.



Product Line: Jade

US Location: Denver, CO

About Puris: Established in 1970 and with leading-edge expertise in compounds, polishes and detailing products, Puris has worked for decades to perfect our range of products. Our success is evidenced by our clients: Puris products are used by premier body shops, OEMs and technicians the world over.

Target Market: Automotive in the US and Europe

Shortcomings: Their primary experience for decades has been developing detailing preparation products such as compounds, polishes, waxes, sealants, soaps, degreasers mainly for the automotive industry. As a result of the market changes, they have begun to roll out ceramic coatings, which, remain prevalent in the automotive sector.

Limited experience and knowledge within the marine industry specifically to application process.

Application Shortcomings:

- Must buy a minimum of 12 units
- Must allow 48 hours curing time
- Suggests a 9 x 9 sq. ft. working area yet only a 5-10 minute period for removing excess product.
- Lower recommended working conditions; 41-95°F
- No underwater or other products available
- No specialized products for vinyl, below the waterline, props and inflatables
- Minimal support

Strengths: 50+ products for the automotive industry from the sealants, waxes, polishes, compounds, etc. By partnering with B & B Blending, they offer their private label ceramic coating to a number of companies.



Product Line: Marine, Automotive, Home

Headquarters Location: Northamptonshire, UK

Factory: Taiwan

About GTechniq: GTechniq was founded by quantum physicist Drew Gill in 2001, out of a total dissatisfaction with the performance of paint protection products at the time.

In 2012 the conscious decision was made to close the detailing side of the business and to concentrate solely on product development and manufacturing. To date, the GTechniq's product range includes composite ceramic coatings, leather protection, fabric protection, wheel and trim protection, shampoos and much more.

Target Market: The product line is offered in four (4) different markets; automotive, home, marine and aviation with accredited auto dealers across the world.

As with a common trend within the ceramic coatings market, Gtechniq's primary experience, knowledge and focus is within the automotive sector by tailoring their products for that purpose and application.

Shortcomings:

- Only 4 products for the marine industry, which claim to offer varying lengths of protection for the surface. Do not offer any other protection for the props, inflatables, below the waterline, etc.
- With their headquarters in the UK, they are not exposed to high working temperatures as found here in South Florida or even high humidity. This has a challenge for installers working in marine conditions in high temperature environments
- Lower end pricing - this may be both a positive and a negative in the market as they are viewed as a cheaper ceramic coating alternative

Strengths: With nearly 20 years of experience in the paint protection business and their extensive experience with detailing, they have a wealth of knowledge to relate to their potential dealers on best practices for automotive applications. This is apparent with the product as their primary focus is in the automotive industry.

How Glidecoat Stands Up to GTechniq: On the product side for the marine industry, Glidecoat offers a premium product regarding the durability, performance, application and wealth of knowledge from our first hand experiences. This data is backed up by our laboratory testing completed years ago. As with most of the listed competition, majority of the marine installers are common users of their automotive products and simply make the switch over. Considering that advantage, they are more known in the ceramic coating space, than many others.

ONGOING MAINTENANCE AFTER APPLICATION

These are the tips and guidelines for maintaining your boat with Glidecoat, to preserve that showroom shine!

- Rinse the entire boat down after each use. Rinsing your boat will remove any salt and/or dirt from the surface. After rinsing your boat, it is highly recommended to dry the entire boat down, to ensure that you don't get any of those ugly water marks.

Glidecoat can work miracles in bringing a boat back to life, but it is not a miracle product, so drying your boat is very important. Constantly leaving water marks on the surface can lead to calcium build up from hard water.

Glidecoat is protecting your paint/gel coat from that, but over time this can begin to deteriorate the protective layer.

Some customers have used leaf blowers to expedite this process, utilizing the coatings hydrophobic abilities to blow the water off the surface, making it literally a breeze!

- A monthly wash is recommended, with Glidecoat Nano Wash or a non-abrasive, pH neutral soap. Avoid using harsh chemicals when washing the boat. Products like "on-off", that contain acid can negatively affect the coating and begin to deteriorate the protective layer on the surface. If you use chemicals on non-coated areas (non-skid or teak) ensure to thoroughly rinse and wash after use, not allowing these products to dry on any coated areas.
- Now that your boat is protected with Glidecoat's Nano Ceramic Coating, there is no need to wax your boat throughout the lifetime of the coating. And we are confident that you won't ever go back to wax again!

- For added protection and increased hydrophobic properties use Glidecoat's Marine Shine and Shield. This product has been developed to work in conjunction with our Nano Ceramic Coating, as a perfect maintenance product. Marine Shine and Shield can also be used as a quick detailer while rinsing or washing your boat, for a quick and easy boost in shine!

6

GLOSS METER WARRANTY PROCEDURE

A gloss meter is an instrument that measures the amount of reflection from a surface, providing a measurement on a scale of 0-200. It is the perfect tool to give the customer numerical data on how well the coating is performing, while also providing a point of reference for Glidecoat's 18-month warranty.

Factory new boats, with gel coat or paint, typically register gloss meter readings between 80-90, while older boats can have gloss meter readings as low as single digits. Our goal after every Glidecoat Nano Ceramic application is to achieve gloss meter readings that are as good as new, or better than new!

In order to provide Glidecoat's 18-month warranty, a dealer must use an approved Glidecoat gloss meter.

Follow these steps before, during, and after Glidecoat's Nano Ceramic Application:

1. Measure and record gloss meter readings across the entire boat, before beginning any preparation steps:

- a. Transom
- b. Starboard Side Hull, bow and stern
- c. Port Side Hull, bow and stern
- d. Topside brow (if applicable)
- e. Gunwales
- f. Center Console (if applicable)

2. Measure gloss meter readings during surface preparation to ensure the surface has been adequately restored prior to applying Glidecoat's Nano Ceramic Coating.

3. Measure and record gloss meter readings across the entire boat after application, allowing the coating to cure. Measuring the same areas as before surface restoration.

- a. Transom
- b. Starboard Side Hull, bow and stern
- c. Port Side Hull, bow and stern
- d. Topside brow (if applicable)
- e. Gunwales
- f. Center Console (if applicable)



- Pictured above is the Gloss Meter PCE-GM 60Plus which is a portable handheld 60 degree gloss meter. This coating and paint gloss meter measures the gloss units (GU) on a material's surface.

Q. What Is A Nano Ceramic Coating?

Nano Ceramic Coatings are a liquid polymer coating that is applied by hand. It is applied in liquid form, allowing the coating to fill in microscopic pores on the surface. After curing, the coating bonds with the surface, creating a hard, semi-permanent barrier. Nano ceramic coatings provide extreme gloss to the surface, giving a glass like look. They also create a hydrophobic surface, preventing salt and other contaminants to penetrate the pores, making maintenance extremely easy while also preventing oxidization.

Q. What is the difference between Glidecoat's Nano Ceramic Coating and wax?

Glidecoat's Nano Ceramic Coating is designed to fill in the pores of gel coat or paint, bonding with the surface to create a hard barrier. Glidecoat Nano Ceramic Coating enhances the gloss of the surface, while also providing protection 4 to 5 times longer than wax. On the other hand, when a wax is applied, it simply sits on top of the surface, which only provides short term protection. After wax is applied, each time the boat is washed, the wax begins to deteriorate and come off the surface.

Q. What separates Glidecoat's Nano Ceramic Coating from other nano coating products in the market?

Glidecoat's Nano Ceramic Coating has been specifically designed for the marine industry, developed to withstand the harsh marine environment. Many other nano coatings were originally developed for the automotive industry, then taking the same product and selling it in the marine industry, thus making them not as effective or as durable. Unlike other nano coatings, Glidecoat's Nano Ceramic Coating does not need to be removed before reapplication, you can layer our product which provides even more protection. Glidecoat's Nano Ceramic Coating is a very versatile product. It can be applied to new boats to enhance gloss and shine of the factory finish, restore the shine of faded hulls, or even be applied on stainless steel or aluminum surfaces. In comparison to other nano coatings on the market, Glidecoat's Nano Ceramic Coating is cost effective because we manufacture our own coating, and it is made in America.

Q. Are Ceramic Coatings Permanent?

Nothing is permanent. Ceramic coatings come off through abrasion. Coatings developed for marine will typically last 18-24 months before re-applying. Coatings for the Auto market will typically last 5 years, but there is a big difference between painted aluminum and gelcoat.

Obviously, the life expectancy of a ceramic coating, is based on a lot of factors, including: storage, seasonal, year-round, exposure to UV, in water, trailered, on a lift, climate to name a few. Most though, in southern states like Florida, will last 18-24 months whereas up north 3-4 seasons.

Q. Will my boat look brand new again?

Unfortunately, ceramic coatings are not a miracle coating. With the right preparation though the boat will look new or as close to new as you can get given the age and condition of the gelcoat. On new boats you will get a 10-15% bump in the gloss and shine from factory new gelcoat. On older boats we have seen readings on a gloss meter (it measures shine by reflecting a light of the surface) go from single digits to north of 90, which is substantial.

Q. Do I need to remove oxidation before applying Glidecoat Nano Ceramic Coating?

Yes. Surface preparation is the most important step prior to applying Glidecoat's Nano Ceramic Coating. The coating has been designed to enhance and protect the current condition of the surface. If applied over water marks or oxidization, it will lock in these imperfections and make them harder to remove. It is very important to restore the surface, removing any surface imperfections before applying Glidecoat's Nano Ceramic Coating.

Q. Will a ceramic coating eliminate water spots?

A normal drop of water contains a certain amount of dirt or minerals. When water evaporates on your boat's surface, the minerals are left behind, creating visible spots. Detailers and consumers may assume that the hydrophobic quality of a Ceramic Coating will eliminate water spotting, since water slides off the coated surface. While it is true that some water will be repelled from the hydrophobic surface, other water droplets will bead and remain on the vehicle, creating the opportunity for water-spotting.

As long as the boat is rinsed with clean water and wiped down, with a chamois, spots will be eliminated.

Q. How long does Glidecoat's Nano Ceramic Coating last?

After extensive laboratory and field testing, Glidecoat's Nano Ceramic Coating provides protection for 18 months, backed by our warranty. With the use of Glidecoat Marine Shine and Shield every 6-8 months, you can increase the life span of Glidecoat's Nano Ceramic Coating.

Q. Do Ceramic Coatings Peel Off?

True ceramic coatings will fill the pores on the surface, however small and then bond directly to the surface making it hydrophobic. It does not peel and is only removed through abrasion.

Q. How can I tell Glidecoat's Nano Ceramic Coating is properly applied?

Once Glidecoat's Nano Ceramic Coating is applied, there will be a noticeable difference in the shine of the surface. After application the surface should appear to be uniform and feel smooth to touch. If certain areas are not as shiny, apply an additional coat to ensure the surface is uniform. After the coating has cured (8 - 12 hours), a great way to test the surface is to spray the coated area with water. If the product has been applied properly, the water will bead up on the surface. For best results, we recommend applying a minimum of two coats.

Q. The best conditions to apply Glidecoat's Nano Ceramic Coating?

For best results we recommend applying Glidecoat's Nano Ceramic Coating in temperatures ranging from 50°F – 90°F. This temperature range allows for the easiest application. If you are working in direct sunlight with temperatures exceeding 90°F, apply the coating in small 2 foot sections at a time. The hotter the surface, the quicker Glidecoat's Nano Ceramic Coating flashes. To ensure the surface is uniform, you must buff the coated area with a microfiber towel immediately after applying the coating. Do not apply Glidecoat's Nano Ceramic Coating in the rain, as it will decrease the effectiveness of the product.

Q. How can I tell the boat is ready to be reapplied with Glidecoat's Nano Ceramic Coating?

You can tell the boat is ready to be reapplied with Glidecoat's Nano Ceramic Coating based on how the water reacts on the surface. Once the water stops beading up on the surface, it is time to reapply. Also, if the surface begins to lose the gloss and shine, this is an indication that Glidecoat's Nano Ceramic Coating needs to be reapplied.

Q. What is the process for reapplication?

Unlike other nano coating products, Glidecoat's Nano Ceramic Coating does not need to be removed before reapplication. When reapplying Glidecoat's Nano Ceramic Coating you will follow these steps:

1. Wash boat with Glidecoat Nano Wash
2. Use dual action buffer or rotary buffer to apply Glidecoat Nano Polish,
3. Decontaminate surface with Glidecoat Surface Wipe
4. Reapply Glidecoat's Nano Ceramic Coating.

In most cases, Glidecoat Nano Compound is not required in reapplication of the coating because the surface will not be heavily oxidized.

Q. Recommended maintenance plan for the boat after applying the Glidecoat's Nano Ceramic Coating?

Glidecoat's Nano Ceramic Coating greatly reduces the time and effort required to maintain your boat. Rinse your boat after each use, this will remove any salt water or scum build up (It is highly recommended to dry or chamois the boat after rinsing to avoid water spots). We recommend washing the boat with Glidecoat's Nano Wash and a soft bristled brush every month, easily removing surface stains. To increase the life of Glidecoat's Nano Ceramic Coating, we recommend the use of Marine Shine and Shield every 6-8 months to further enhance the gloss.

Q. What is the difference between Glidecoat Nano Ceramic Coating and spray on products like F11, Produx and Puris A70?

It is becoming more popular through social media, YouTube and online marketing a significant increase of products claiming a spray on ceramic coating such as products like F11, Produx and Puris A70.

An unfortunate fact in the ceramic coating market is the term 'ceramic coating' is not regulated and causes confusion for the end user to understand the difference between the products.

These listed products are consumer grade and designed to last only a few months and provide better protection than a traditional wax.

Whereas, Glidecoat Nano Ceramic Coating is:

- 9h hardness
- 18 month longevity here in South Florida
- Glass like finish to the surface
- Significantly high percentage of the key ingredient of SiO₂

Q. How Glidecoat Nano Ceramic Coating compares to other competitors in the market like CeramicPro, Jade and Gtechniq?

Approximately 95% of all ceramic coating manufacturers started and focus their attention on the automotive industry. Applying a ceramic coating to painted aluminum is vastly different than gel coat and painted hulls. As a result, a vast majority of the current ceramic coating manufacturers are utilizing their automotive product and labeling for marine.

Whereas, with Glidecoat, our product has been developed specifically for marine use, which, our formulation includes double the amount of solids to combat the harsh marine conditions.

The advantages of Glidecoat Nano Ceramic Coatings vs our competitors include;

- Cost effective pricing with USA manufacturing and distribution
- 18 month warranty with minimal maintenance (rinse after each use and monthly wash)
- Faster cure time: 8 – 12 hours to allow the customer to use the boat the next day
- Ease of application: with the self leveling properties with the Glidecoat ceramic coating, the procedure is an easy wipe on and wipe off
- Flexibility to touch up areas – another

advantage to self leveling is the ability to touch up specific areas and the coating will level to provide a consistent look

- Optimized for hot and humid conditions – the coating can be applied outdoors and in temperatures as high as 110°F
- Ease of reapplication: The reapplication can be 50-60% shorter than the initial application as the process includes just bringing back the shine on the surface, then reapplying two coats
- The second coat can be applied after an hour to speed up the process