

# ***GUIDELINE***

**SONAX**<sup>®</sup>  
MADE IN GERMANY



FOR PROFESSIONAL CAR VALETING

[www.sonax.com](http://www.sonax.com)



## PROFESSIONAL EXCELLENCE

The triumph of the car began in the 1950s, as it became affordable for a broad swathe of the population. It was at that time that we in Neuburg had the idea of concentrating on handling vehicle care products. 70 years have passed since then, and the SONAX brand now counts among the leading manufacturers of cleaning and care products worldwide, having led the field in Germany for years.

The basis of this success is the constant development of our products and consistent integration of customer demands and wishes. To maintain constant dialogue with the customer and be able to share our knowledge, we have created the PROFILE Detailing Academy.

This is a training system for professional car valeting consisting of three modules: the basic seminar, the expert seminar and the coating seminar. In each of the seminars, different topics within valeting are addressed in practice on the vehicle by a SONAX master trainer. Under the motto "PROFESSIONAL EXCELLENCE", we supplement each module with plentiful background knowledge on the chemical products and general topics such as calculation, corporate image and marketing measures.

The following guideline forms the backbone of these training sessions and is a reference work on the products and techniques used to optimise work processes, avoid errors and, most importantly: save time. In this way, you can satisfy customers, avoid unnecessary product wastage, increase the value you add and maintain long-term success.

The following hotline is available for any further questions:



**+49 (0) 8431 53-401**



**+49 (0) 8431 53-494**

PROFILE  
DETAILING  ACADEMY

PROFILE

## EXTERIOR CLEANING



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## LEGEND

4

## THE OPTIMUM WORKPLACE / DIAGNOSIS

5 – 6

## CHECKLIST

36

# HOW TO WORK WITH THE GUIDE:



Stopwatch at the beginning of a chapter shows the time expenditure for the complete range.



Available packages



Mixture



Exposure time

Item No.  
product

footnote p. 31)



Accessory recommendation



use tips from specialists

## RECOMMENDED ACCESSORIES

|     | Item No. | Designation                                          |
|-----|----------|------------------------------------------------------|
| 1)  | 04969410 | Pump vaporiser for acidic/alkaline products (1.25 l) |
| 2)  | 04271410 | Insect sponge                                        |
| 3)  | 04997000 | Pump vaporiser >Sprayboy<                            |
| 4)  | 04280000 | Multi sponge                                         |
| 5)  | 04958000 | Bucket for workshop placements                       |
| 6)  | 04502050 | Clay (Cleaning clay)                                 |
| 7)  | 04965410 | Foam sprayer 1 l                                     |
| 8)  | 04174000 | Flexi blade                                          |
| 9)  | 04508000 | Microfibre drying cloth                              |
| 10) | 04222000 | Polishing cloths                                     |
| 11) | 04171410 | Sponge applicator -Super soft-                       |
| 12) | 04173000 | Application sponge                                   |
| 13) | 04169050 | Powerair clean                                       |
| 14) | 04172000 | Microfibre care pad                                  |
| 15) | 04507000 | Microfibre cloths ultrafine                          |
| 16) | 04167410 | Textile & Leather brush                              |
| 17) | 04914000 | Special brush to remove animal hair                  |
| 18) | 04917000 | Intensive cleaning brush                             |
| 19) | 04160000 | Dirt eraser                                          |

|    |    |    |    |    |    |
|----|----|----|----|----|----|
|    |    |    |    |    |    |
| 1  | 2  | 3  | 4  | 5  | 6  |
|    |    |    |    |    |    |
| 7  | 8  | 9  | 10 | 11 | 12 |
|    |    |    |    |    |    |
| 13 | 14 | 15 | 16 | 17 | 18 |
|    |    |    |    |    |    |
| 19 | 20 | 21 | 22 | 23 | 24 |
|    |    |    |    |    |    |
| 25 | 26 | 27 | 28 | 29 | 30 |
|    |    |    |    |    |    |
| 31 | 32 | 33 | 34 | 35 | 36 |
|    |    |    |    |    |    |
| 37 | 38 |    |    |    |    |

|     | Item No.             | Designation                                       |
|-----|----------------------|---------------------------------------------------|
| 20) | 04509410             | Glass finishing cloth                             |
| 21) | 04933000             | Felt pad 127                                      |
| 22) | 04931410             | Lambswool pad 133                                 |
| 23) | 04962000             | Wall mount for 5 l PROFILE                        |
| 24) | 04962410             | Dispenser for 5 l PROFILE                         |
| 25) | 04961000             | Dosage bottle                                     |
| 26) | 01417980             | Rim brush                                         |
| 27) | 04969000             | Pump vaporiser for solvent-based products (1.0 l) |
| 28) | 02367410<br>02368410 | PROFILE Ceramic coating CC36 Servicepack 1/2      |
| 29) | 04506050             | Clay Disc 150                                     |
| 30) | 04504410             | Paintwork finishing cloth                         |
| 31) | 04938000             | Hybrid wool pad 143                               |
| 32) | 04931000             | Foam pad hard 160                                 |
| 33) | 04930000             | Foam pad medium 160                               |
| 34) | 04932410             | Foam pad soft 160                                 |
| 35) | 04934410             | Orbital polishing pad hard 143                    |
| 36) | 04935000             | Orbital polishing pad medium 165                  |
| 37) | 01418980             | Interior brush                                    |
| 38) | 04964410             | Foamsprayer 3 litre                               |

# THE OPTIMUM WORKPLACE

## THE SONAX KNOW-HOW

The right products and the optimum workplace offer the best conditions for a perfect care result.

The exterior cleaning of the car should be carried out in a wash facility equipped with the following:

- Ventilation
- Water drainage
- Oil separator
- Steam or high-pressure machine max. 70°
- Compressed air connection

The following is mandatory for interior cleaning:

- Power connection
- Water connection
- Good lighting
- Compressed air connection (recommended: 4.5 to 6 bar)



## Workplace size

7 x 4 metres (minimum size)  
9 x 5 metres (ideal size)



## Good lighting

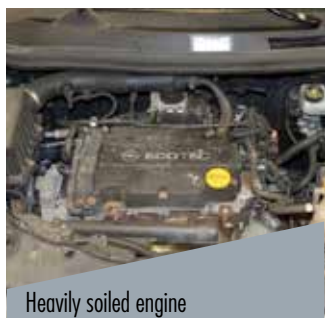
(also from the side) is a prerequisite for optimal results (luminous flux >5000 lm, colour temperature 6500 K)

## Work materials to hand:

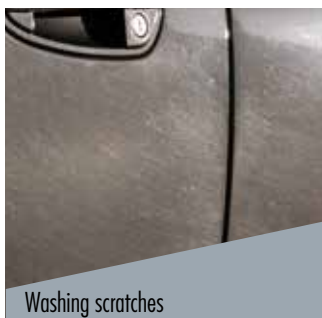
- Industrial vacuum cleaner (wet & dry vacuum cleaner)
- Polishing machines
- SONAX products, SONAX accessories and SONAX Trolley
- Hologram light or swirl finder

# DIAGNOSIS

At the start of the valeting, a detailed visual diagnostic inspection of the entire vehicle will always take place. Here, the extent of works will be determined as required and any damage to the vehicle documented. This should be carried out together with the customer and entered in a checklist.



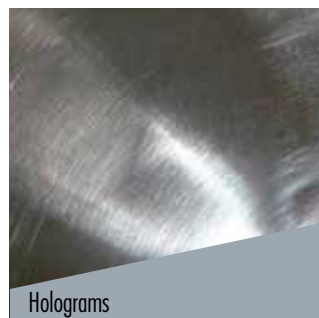
Heavily soiled engine



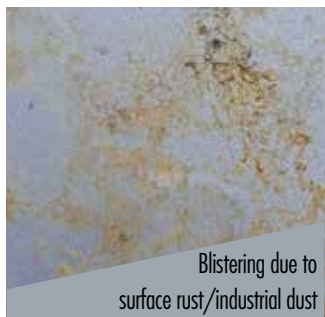
Washing scratches



Deep scratches



Holograms



Blistering due to surface rust/industrial dust



Spots caused by tree sap



Dust inclusion



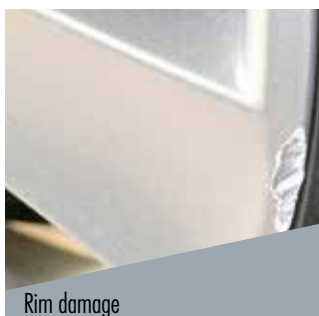
Corrosion due to bird droppings



Dull spots on headlights



Scratched windscreen



Rim damage



Damaged interior trims

1. What is the state of the paint work?

2. How soiled are the engine and engine compartment?

3. How do the rims look like?

4. What is the extent of soiling in the interior?

5. Are there scratches in the windscreen?

To estimate the potential extent of works required and advise the customer with confidence, it is vital to be able to recognise types of damage to paint. Customer acceptance of potentially high quotes will also be markedly improved through clearly reasoned explanation. This section of our guideline is to be seen as an aid in pointing out the most common paint damage types, but does not claim to be a complete list.

**CHECKLIST**

Contract / Vehicle preparation/detailing contract  
Contract / customer number: \_\_\_\_\_

|               |       |
|---------------|-------|
| Vehicle type  | _____ |
| License plate | _____ |
| City          | _____ |
| Telephone     | _____ |
| Mobile        | _____ |
| Year / colour | _____ |

Acceptance: \_\_\_\_\_ Pickup: \_\_\_\_\_

Damage:

|                 |       |
|-----------------|-------|
| Paint scratches | _____ |
| Stone chips     | _____ |
| Clear varnish   | _____ |
| Dents           | _____ |
| Paint chips     | _____ |
| Chaparral       | _____ |
| Corrosion       | _____ |
| Other           | _____ |

Remarks:

|                  |       |
|------------------|-------|
| Use car          | _____ |
| Normal use       | _____ |
| Very expensive   | _____ |
| Highly sensitive | _____ |
| Other            | _____ |

Tasks to be done:

|              |       |
|--------------|-------|
| Exterior     | _____ |
| Interior     | _____ |
| Wash / dry   | _____ |
| Polish / wax | _____ |
| Detailing    | _____ |
| Other        | _____ |

Estimated cost: \_\_\_\_\_ ( ) Price: ( ) Net

Platz: \_\_\_\_\_

Accepted / Delivery / Customer signature: \_\_\_\_\_

You can find the checklist as a printout on page 36!



1

## Preparation

- Remove any rubber mats in passenger area and boot
- Remove spare wheel and on-board toolkit
- Remove oil or frost protection label in the engine compartment
- Cover any components that may be particularly sensitive to damp, such as spark plugs, air filter intake manifold, alternator

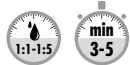
2

## Engine/engine compartment

- Before cleaning, spray electrical plug connections with SX90
- Systematically spray the engine and its compartment from back to front and bottom to top
- Subsequently, spray the interior of the bonnet from bottom to top
- Loosen tough soiling with a soft brush (a brush with plastic fixtures will avoid paint scratches)
- Leave the product to take effect on the sprayed components until the high-pressure clean



SX90 PLUS with EasySpray



Engine + cold cleaner

474

607



3

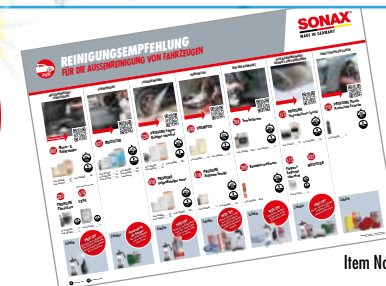
## First high-pressure wash

We recommend the use of a high pressure cleaner with warm, clean water without chemical additives.

- Spray down the engine compartment and bonnet from all angles, making sure the lance is always sufficiently far away
- Blow out excessive water in nooks and crannies and dry electrical connections with a pressurised air gun

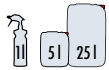
You can find an overview of all cleaning products and their mixing ratios on the cleaning poster

# EXTERIOR CLEANING



4

## Engine finish



205

PROFILE Plastic care



- Spray all components in the engine compartment evenly
- Close the bonnet

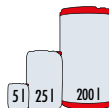


Professional tip

For engine compartment corrosion protection in older vehicles, we recommend SX90.

5

## Rims (option 1) Normal soiling



231

Wheel rim cleaner Red max



- Spray the cold rims evenly at close range
- Leave the cleaning product to take effect until the second high-pressure wash
- Product will turn red!
- Loosen tough soiling with a soft brush



Professional tip

Sticker Set Item No. 03270980 is available for labelling spray bottles.

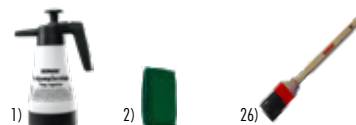
6

## Vehicle front, door sills and tank cap



627

Multistar



- Spray the soiled vehicle front
- Moving anticlockwise, spray door hinges, edges, sills, the edge of the boot and the tank cap
- Redo heavy soiling with a sponge or brush
- Close doors
- Leave the product to take effect on the sprayed components until the high-pressure clean



7

## Second high-pressure wash

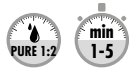
- Starting at the front, rinse down the vehicle thoroughly. Continue moving anticlockwise and spray down the wheels and wheel arches
- Open the doors, rinse the sills, hinges and edges
- Close doors again



8

## Flash rust

- Depending on the intensity of soiling, spray large-scale areas of flash rust and industrial dirt with PROFILINE Fallout cleaner
- Let it take effect for a maximum of 5 minutes and address manually if necessary



513

PROFILE Iron+Rust remover special



### Please note!

Never spray onto hot surfaces or let dry.

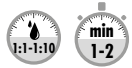
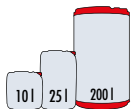
Professional tip

For vehicles with unpainted plastics (e.g. fenders, bumpers) we recommend Fallout cleaner acid-free.

9

## Rims (option 2) Extremely hard-baked brake dust

- Apply the Rim cleaner evenly to the rim; with steel rims, remove any hubcaps beforehand
- Work out the corners manually using a brush
- Then immediately begin high-pressure cleaning



651

Rim cleaner acidic concentrate



Take note:  
treat rims individually  
and rinse immediately.

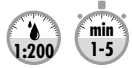
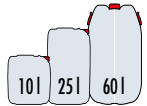
10

## Third high-pressure wash

- Thoroughly rinse off the entire vehicle!
- Now the vehicle is ready for the upper wash

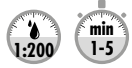
## 11

### Hand wash (option 1)



**600**

Shampoo

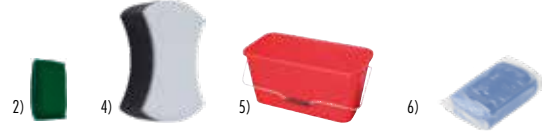


**314**

Car shampoo concentrate

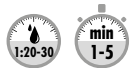
5l

- Thoroughly clean the vehicle with shampoo and the Multi sponge from top to bottom
- The two-bucket method is key
- To remove any flash rust residues or insects, you can use the blue clay. Here, the shampoo acts as a lubricant



## 12

### Foam wash (option 2)



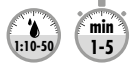
**618**

PROFILE ActiFoam energy



**243**

PROFILE Spray + Seal



**615**

PROFILE Reload shampoo

5l

10l

- Spray on PROFILE ActiFoam energy with a foam sprayer or lance attached to the high pressure cleaner (if available)
- You can control the consistency of the foam via the concentration of cleaning product and water
- Wash with the Multi sponge from top to bottom



**Professional tip**

If a rapid seal is desired, thinly mist PROFILE Spray + Seal onto the shampooed vehicle using the Sprayboy.

13

## Final high-pressure wash

- Then thoroughly rinse off the entire vehicle!



14

## Vehicle drying

- Scrape off large areas using the Flexi blade
  - Then wipe with the Microfibre drying cloth
- Now drive the car to the drying station.**



15

## Water stains

- Spray on PROFILINE Waterspot remover and leave it to take effect for a short time; alternatively, spray it on a cloth and use that to wipe away stains



**PURE** **min 0-1** **275**  
PROFILINE Waterspot remover



16

## Tar stains



304

PROFILE Tar remover

- Spray PROFILE Tar remover onto the vehicle
- Leave it to take effect and then wipe with a fleece cloth



17

## Tree sap residues



390

Tree sap remover

- Spray drops of resin thoroughly
- Wipe off with a fleece cloth
- Repeat if necessary



Professional tip

To remove stubborn remains after tar/sap removal, we recommend you use clay or the Clay disc for manual removal.

18

## Exterior plastic care



210

PROFILE Plastic protectant exterior

- Apply PROFILE Plastic protectant exterior to unpainted plastic surfaces and spread it around evenly



1

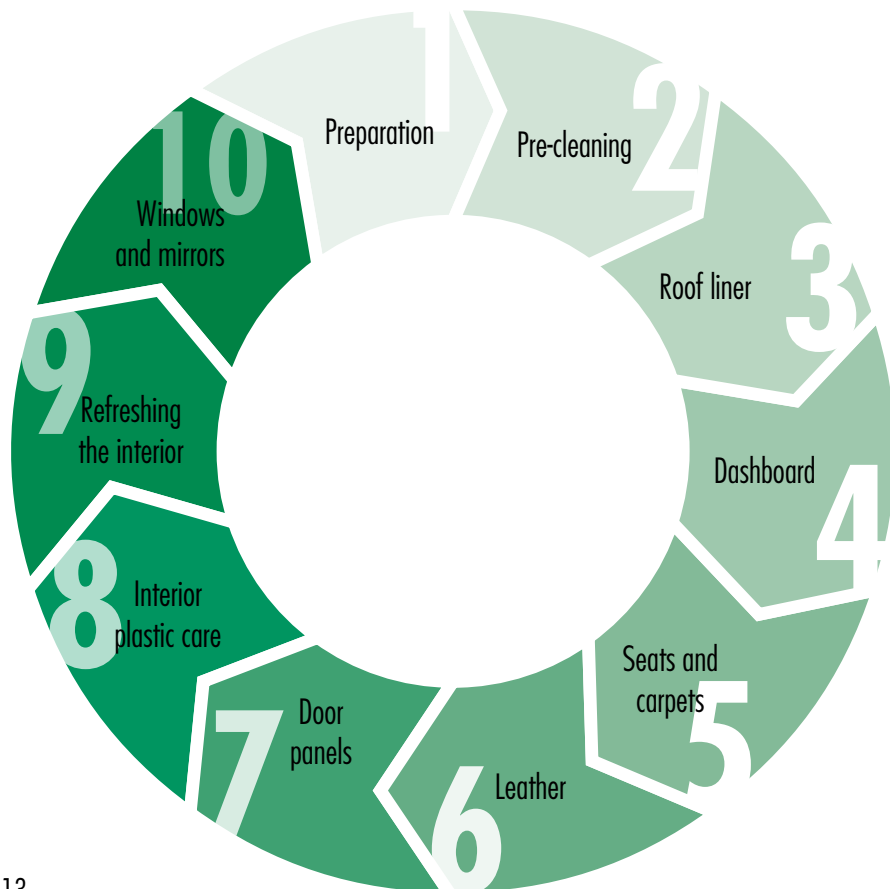
## Preparation

### Perfect interior care in only 10 steps:

- Prepare the required SONAX products and accessories, and place them ready to hand in the mobile SONAX workshop trolley
- Open all doors and the boot for ventilation
- Dry off the door frames and sills



Item No. 03272980.01



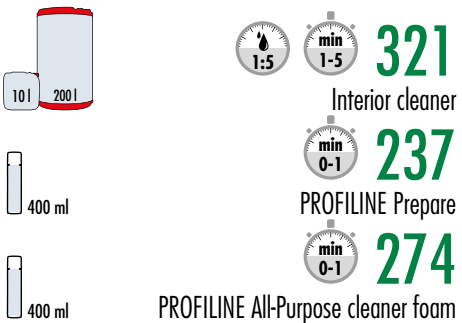
## 2 Pre-cleaning



- Vacuum up loose dirt with a wet and dry vacuum cleaner
- Spray soiling on e.g. pedals, seat rails with Multistar
- Then clean with pressurised air from the PowerAir clean (only filled with water)
- Dry out the instruments, compartments and shelves with pressurised air



## 3 Roof liner



- Sparingly spray the car headliner and sun shields with Interior cleaner
- Wipe with a damp Microfibre cloth ultrafine
- Treat tough areas with PROFILINE Prepare



**Professional tip**

In case of severe soiling to sun shields and column cladding, use PROFILINE All-Purpose cleaner foam in addition.

## 4 Dashboard



- Apply the product directly to the Care pad and rub onto plastic parts
- Let dry



**Professional tip**

Carefully dust off switches and controls beforehand using the soft interior brush.

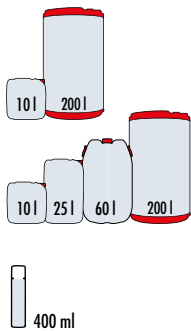


### Please note!

On sensitive surfaces, such as sat nav screens and speedometer covers, take note of the manufacturer's care instructions.

5

## Seats and carpets



**321**  
Interior cleaner  
min 1-5  
1:5

**627**  
Multistar  
min 1-5  
1:10-20

**237**  
PROFILINE Prepare  
min 0-1

- First remove animal hair using the Special brush
- Start with the driver's side, spraying Interior cleaner or Multistar on the whole area of the seat and footwell and treating it with the brush
- Then wipe with a damp Microfibre cloth ultrafine
- Tough spots can be removed beforehand with PROFILINE Prepare
- The soiled cloth should be repeatedly rinsed out in warm, clean water



**Professional tip**



Alternatively, a spray extraction device can be used for seat and carpet cleaning.

6

## Leather



**281**  
PROFILINE Leather cleaner foam  
min 1-2  
PURE

**282**  
PROFILINE Leather care  
min 1-2  
PURE

**289**  
PROFILINE Leather care foam  
min 0-1

- Spray PROFILINE Leather cleaner into the Textile & Leather brush or an Application sponge and use this to rub the soiled leather seat all over
- Then wipe thoroughly with a Microfibre cloth ultrafine
- The soiled cloth should be repeatedly rinsed out in warm, clean water
- Then wipe the seat thinly with PROFILINE Leather care and the Microfibre care pad



### Please note!

In leather/alcantara combinations, the alcantara surface is treated like a fabric surface.

### Don't forget!

Leather steering wheels can often be heavily soiled.

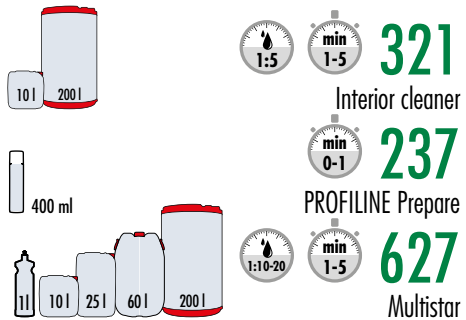
**Professional tip**



In case of light soiling, it is sufficient only to use the PROFILINE Leather care foam on the Application sponge.

7

## Door panels



- Apply Interior Cleaner or Multistar to the door panels and work in with a brush if necessary
- Then rub down with a damp Microfibre cloth ultrafine
- Tough soiling to textiles can be removed with PROFILINE Prepare



Professional tip

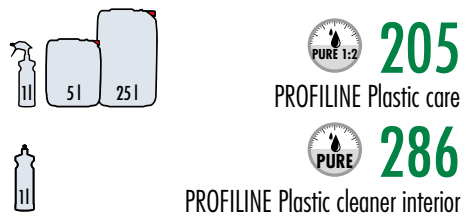
If there are dark stripes on light plastic components, the Dirt eraser can help.

### Don't forget!

Regularly squeeze out the Microfibre Cloth in warm water to rinse out the loosened dirt.

8

## Interior plastic care



- To care for and refresh all plastic parts, spray PROFILINE Plastic care onto the Microfibre care pad and apply it evenly
- The desired level of gloss can be controlled via the mixing ratio



### Please note!

Many vehicles today are furnished with matte, finely structured plastic surfaces. To clean these while retaining the desired matte effect, we recommend the use of PROFILINE Plastic cleaner interior.



## 9 Windows and mirrors

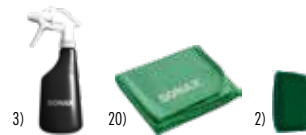
400 ml

min 0-1 **274**  
PROFILE All-Purpose cleaner foam

10 l 200 l

PURE min 0-1 **335**  
Glass cleaner

- For levels of soiling considered typical, use the Glass cleaner. The PROFILE All-Purpose cleaner (APC) removes tough smears, in particular on the inside of the windscreen
- Spray the product into the green Insect sponge and clean the window/screen
- Wipe down with a Glass finishing cloth



**Professional tip**

Open the side windows a little to clean the top edge as well.

## 10 Refreshing the interior

5 l

PURE min 30-60 **292**  
PROFILE ReFresh

- To remove unpleasant smells in the vehicle, spray the cleaned seats and carpets all over



**Professional tip**

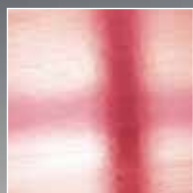
In smokers' cars or those with other very unpleasant odours, ozone treatment is recommended.

The most demanding element of valeting is polishing and sealing the paint. All products and accessories are designed to work together in the best possible way; the user can choose the optimum process for the polishing job in question from various combinations. Most often, a two-stage polish will be used; a short, single-stage polishing process for a quick gloss improvement is also possible, however.

The following images show three basic paint conditions. Look at the different reflections (mirror effects) of a cross in the paint surface.


**Defective paint:**

- The paint is extremely pitted
- High density of scratches
- The surface appears dull and very matte
- No reflection can be detected


**Slightly weathered/scratched paint:**

- There are a few deep scratches
- The density of scratches is less than on defective paint
- Low gloss
- Faint reflection visible

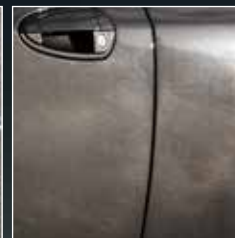

**New paint/polished paint**

- Very low level of roughness
- No scratches
- High reflection
- High gloss
- Sharp reflection visible

Deep scratches



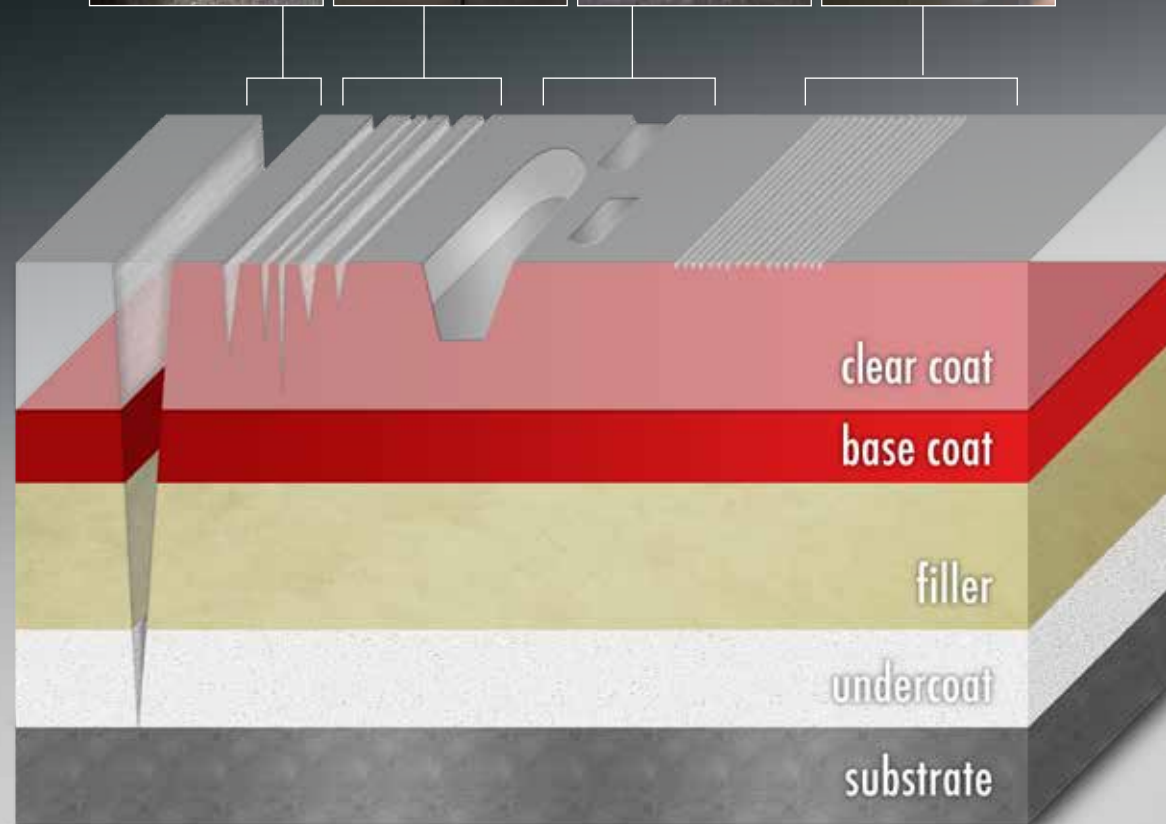
Washing scratches



Etching by bird droppings



Holograms caused by polishing errors



Cross section of a typical paint layer

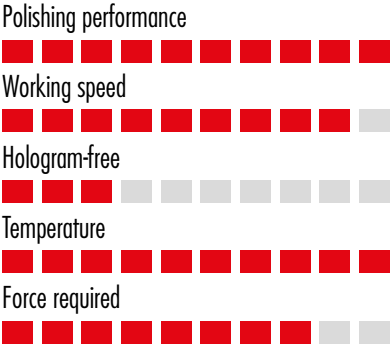


Rotation

Rotary polisher

Rotary polishers turn the support plates in a circle around the drive shaft. Points further from the centre move faster. The larger the pad, speed and pressure, the greater the abrasive effect of polishing. Operating the machine is highly physically demanding; only suitable for experienced users.

Example: Flex Polishflex PE14-2 150

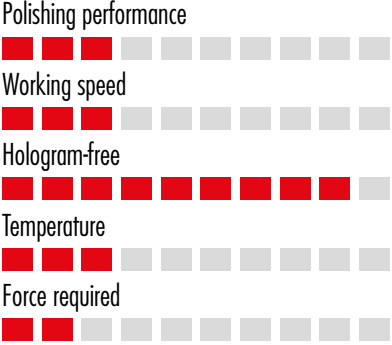


Eccentric

Random orbital polisher

Two rotary systems (the drive shaft and eccentric arm) are superimposed, creating an oscillation. The eccentric motion is equal all over the pad, meaning the pad size usually has no effect on the level of abrasion. This depends on the speed and stroke. For polishing, a minimum stroke of 12 mm is required. It is important not to exert too much pressure so that the primary rotation does not come to a stop, meaning the plate only turns on the eccentric stroke.

Example: Rupes LHR 15ES (Bigfoot)

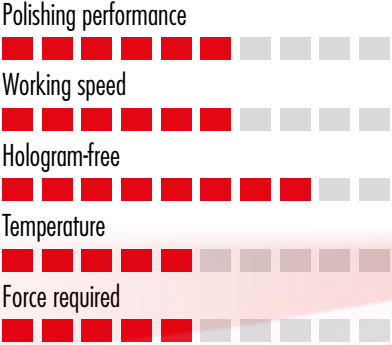


Hybrid form

Forced rotation orbital polisher

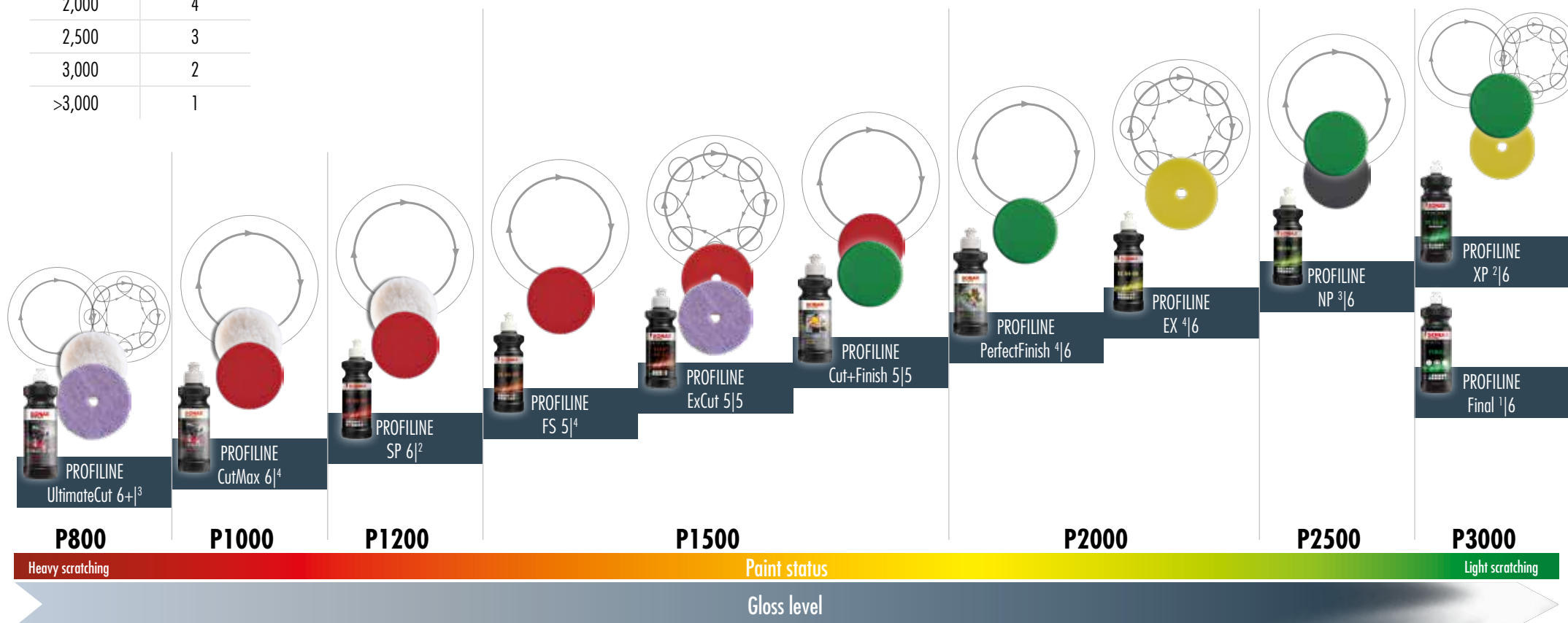
(dual form)  
These are, so to speak, half way between the free-running random orbital polisher and rotary polishers, i.e. they oscillate like orbital polishers, but the pad is actively driven in rotation. This means such machines achieve greater abrasion than purely orbital ones. A drive ensures the forced rotation, i.e. the speed of the machine times the drive factor gives the speed of the eccentric motion.

Example: Flex XC 3401 VRG



Polishes are differentiated essentially by the key characteristics of level of abrasion (or scratch removal) and gloss level in the polished surface. The gloss is measured in gloss units using a reflectometer; the level of abrasion is derived from the results when polishing using sandpapers of different coarseness. The **SONAX POLISHING Performance Scale** has six levels corresponding to standard grades of sandpaper and is to be found in the product name and the lower area of the product label.

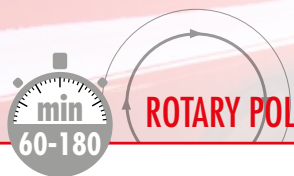
| Grit size | Abrasive effect |
|-----------|-----------------|
| 1,000     | 6               |
| 1,500     | 5               |
| 2,000     | 4               |
| 2,500     | 3               |
| 3,000     | 2               |
| >3,000    | 1               |



Example PROFILINE NP 03-06:

|  |  |   |  |  |   |                       |
|--|--|---|--|--|---|-----------------------|
|  |  | 3 |  |  |   | Abrasive effect (Cut) |
|  |  |   |  |  | 6 | Gloss level           |

This polish has a medium level of abrasion, can remove the traces of sanding with P2500 and thus achieves maximum gloss.



## ROTARY POLISHING | 2-STAGE | FOR HEAVY SCRATCHING

### Preparation

- Shake the polish and apply as many small droplets next to each other on the fresh polishing disc as possible
- Set down the polishing machine and only then turn it on. First turn the speed control to the lowest setting
- After a couple of seconds, stop the machine and apply new polish to the disc, then start polishing

1

### First polishing step

- The polishing process employs two stages with different polishing techniques
- In phase 1, move the machine slowly over the paint, applying a little pressure. If necessary, tilt it to flatten out deep scratches more easily
- In the second phase, increase the speed while lowering the pressure
- To avoid overheating, always criss-cross the machine swiftly over the paint



**239**  
PROFILE Ultimate cut



**246**  
PROFILE Cut max



**320**  
PROFILE SP 06-02



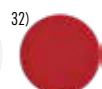
**319**  
PROFILE FS 05-04

**6+** Cut  
**3** Gloss



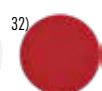
- ☒ Low Dust-Technology
- ☒ Silicone-free

**6** Cut  
**4** Gloss



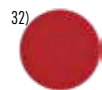
- ☒ Low Dust-Technology
- ☒ Silicone-free

**6** Cut  
**2** Gloss

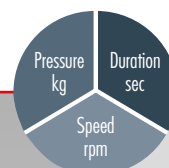


- ☒ Silicone-free

**5** Cut  
**4** Gloss



- ☒ Low Dust-Technology
- ☒ Silicone-free



Phase 1

Phase 2



## PAINT VALETING



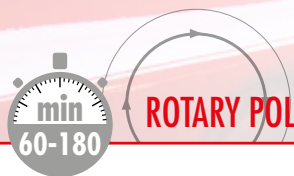
Professional tip

The more surface of the pad has polish applied to it, the more effective the polish can be.



Professional tip

For severely weathered, single-coat paints, use PROFILE SP 06-02.



## ROTARY POLISHING | 2-STAGE | FOR HEAVY SCRATCHING

2

### Second polishing step



**224**  
PROFILINE Perfect finish



**208**  
PROFILINE NP 03-06

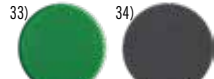
- Change the polishing disc and apply new polish to it
- Set down the polishing machine and only then turn it on. First turn the speed control to the lowest setting
- Briefly start polishing, increase the speed and reduce pressure, loosely move the machine crosswise over the paint without tilting
- Wipe down with the Microfibre cloth ultrafine and check the result of the polishing with a hologram lamp

**4** Cut  
**6** Gloss



- ☒ Low Dust-Technology
- ☒ Silicone-free

**3** Cut  
**6** Gloss



- ☒ Low Dust-Technology
- ☒ Silicone-free

3

### Top finish (optional)



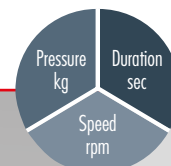
**278**  
PROFILINE Final

- To increase colour depth and surface smoothness
- Change the polishing disc and apply PROFILINE Final to it
- Gently guide the machine over the surface at low speed and pressure

**1** Cut  
**6** Gloss



- ☒ Low Dust-Technology



Phase 1

Phase 2

1-5 10  
800

1-2 30  
1200

5-10 30  
800

1-2 90  
1500

1-2 20  
800

## PAINT VALETING



1

## Polishing step



**225**  
PROFILE Cut + Finish



**224**  
PROFILE Perfect finish

2

## Top finish (optional)



**278**  
PROFILE Final

3

## Rapid polish (alternative to stage 1 and 2)



**297**  
PROFILE XP 02-06

- Apply polish to the disc
- Set down the polishing machine and only then turn it on. First turn the speed control to the lowest setting
- In the first polishing phase, polish at a higher pressure, then increase the speed and make even, crosswise motions over the paint at low pressure
- Wipe down with the Microfibre cloth ultrafine and check the result of the polishing with a hologram lamp

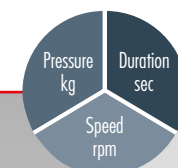
|                |     |     |                       |
|----------------|-----|-----|-----------------------|
| <b>5</b> Cut   | 33) | 32) | ☑ Low Dust-Technology |
| <b>5</b> Gloss |     |     | ☑ Silicone-free       |
| <b>4</b> Cut   | 33) | 32) | ☑ Low Dust-Technology |
| <b>6</b> Gloss |     |     | ☑ Silicone-free       |

- To increase colour depth and surface smoothness
- Change the polishing disc and apply PROFILINE Final to it
- Gently guide the machine over the surface at low speed and pressure

|                |     |                       |
|----------------|-----|-----------------------|
| <b>1</b> Cut   | 34) | ☑ Low Dust-Technology |
| <b>6</b> Gloss |     |                       |

- This polish can make the car shine quickly

|                |     |                       |
|----------------|-----|-----------------------|
| <b>2</b> Cut   | 33) | ☑ Low Dust-Technology |
| <b>6</b> Gloss |     |                       |
|                | 12) |                       |



Phase 1

Phase 2



Professional tips

- For each polish, use a single polishing sponge or chamois leather.
- Always label the back of the polishing discs with the name of the polish.
- The first time, place it exactly centred and draw around the backing pad with a ballpoint pen. This will make the next pad application easier.
- Be careful when polishing painted plastics (heat generated!).
- Matte paints may not be treated!
- For final checks, spray with PROFILINE Prepare and check freedom from holograms with a hologram lamp.
- For cleaning, we recommend warm water and a little Multistar. Use the following special process when using low dust polishes: first spray generously with PROFILINE Prepare, then clean with Multistar pure and warm water.
- A pressurised air gun or the PowerAir clean is suitable for cleaning the Felt pad, Lambswool pad and Hybrid wool pad.



## ECCENTRIC POLISHING | 2-STAGE | FOR MEDIUM SCRATCHING

1

### First polishing step



**239**  
PROFILE Ultimate cut



**245**  
PROFILE ExCut 05-05

- Apply polish to the disc
- Lower the machine and move it slowly over the paint at medium speed and low pressure
- After a short polish, go to maximum speed and take care at all times that the polishing disc does not get stuck
- Wipe with a Microfibre cloth ultrafine and check the result
- If necessary, repolish

**6+** Cut  
**3** Glass



- ☒ Low Dust-Technology
- ☒ Silicone-free

**5** Cut  
**5** Glass



- ☒ Low Dust-Technology
- ☒ Silicone-free

2

### Second polishing step



**242**  
PROFILE EX 04-06

- Change polishing sponge and polish
- As before, start at medium speed and then go to maximum. Always place the machine flat on the paint; no tilting. Slow, criss-cross movements.
- Wipe down with the Microfibre cloth ultrafine and check the result of the polishing with a hologram lamp

**4** Cut  
**6** Glass



- ☒ Low Dust-Technology
- ☒ Silicone-free

3

### Top finish (optional)



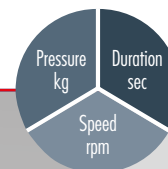
**278**  
PROFILE Final

- To increase colour depth and surface smoothness
- Change the polishing disc and apply PROFILE Final to it
- Gently guide the machine over the surface at low speed and pressure

**1** Cut  
**6** Glass



- ☒ Low Dust-Technology



Phase 1

Phase 2

2-5 20  
2000

1-2 20  
4000

3-4 30  
2000

1-2 40  
4000



2-5 20  
2000

1-2 120  
4000



1-2 20  
2000



## PAINT VALETING

| Months         | Paint protection |
|----------------|------------------|
| 2 = 8 washes   | 1                |
| 3 = 12 washes  | 2                |
| 6 = 26 washes  | 3                |
| 12 = 52 washes | 6                |

There are wax-based, polymer-based and reactive ceramic sealants, all of them considerably different in feel and, above all, durability. The **SONAX SEALING Performance Scale** categorises every product into six levels according to its protective effect and the gloss achievable. This scale is in the lower area of the product label. Gloss expresses the sliding friction on the treated surface and is determined using the coefficient of friction. (Smoothness 1=completely rough, 6=extremely smooth). Paint protection gives the number of washes until no further water pearling effect is noted.



Example: PROFILINE PolymerNetShield:

|  |  |   |  |  |  |                  |
|--|--|---|--|--|--|------------------|
|  |  | 3 |  |  |  | Paint protection |
|  |  | 3 |  |  |  | Smoothness       |

This sealant has a durability of 6 months and creates a thoroughly smooth effect on the paint.



## SEALANTS

1

### Wax sealants



**288**

PROFILINE Speed protect



**280**

PROFILINE HW 02-04

- Mist PROFILINE Speed protect thinly and evenly onto the paint with a Sprayboy
- Spread it out using an Application sponge and wipe down immediately with a Microfibre cloth. Only ever treat partial surfaces and do not let dry
- It can also be immediately spread around with the cloth and then wiped

2 Paint protection

6 Smoothness

2 Paint protection

4 Smoothness



2

### Polymer sealants



**287**

PROFILINE Brilliant shine detailer



**223**

PROFILINE PolymerNetShield

- Spray the Detailer directly onto the paint or into a Microfibre cloth
- Spray PROFILINE PolymerNetShield into an applicator, apply and rub in
- Wipe away streaks with a clean, dry Microfibre cloth
- Only ever treat partial surfaces and do not allow to dry

1 Paint protection

2 Smoothness

3 Paint protection

3 Smoothness



## PAINT VALETING



**Professional tip**

In painted areas, use the paint-compatible PROFILINE HW 02-04.





## SEALANTS

# PAINT VALETING

3

### Ceramic sealants

#### CC36:

- Prepare the paint with PROFILINE Prepare
- Wrap a grey Microfibre cloth around the Application sponge1

#### SEALING, STEP 1

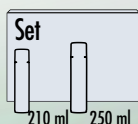
- Hold the sponge by the solid part and spray the BaseCoat on the MF cloth over the foam part.
- Apply the BaseCoat thinly in a criss-cross fashion to an area of approx.  $\frac{1}{2}$  m<sup>2</sup>. Start with the bonnet.
- After waiting approx. 1 - 3 minutes, wipe off streaks with a Microfibre cloth ultrafine, then treat the next area.
- This procedure is used to seal the entire vehicle, something that can take about 45 min.

#### SEALING, STEP 2

- One hour after starting to apply BaseCoat, GlossCoat is applied.
- To do so, generously spray GlossCoat onto the sponge side of Application sponge2 and once again start applying it to the paint of the bonnet.
- Apply thinly in a criss-cross fashion to an area of up to 1 m<sup>2</sup>.
- After waiting around 1 - 3 minutes again, wipe off streaks with Microfibre cloth, then treat the next area.
- Once the entire vehicle has been sealed, it can be handed straight back to the customer. However, it is advisable not to do this until the next day, so the reaction in the ceramic seal can run to completion.
- You can find details on application techniques and everything you need to know regarding the product and general maintenance of the sealed vehicle in the special coatings seminar.



400 ml



Set

210 ml 250 ml

237

PROFILINE Prepare

236

PROFILINE Ceramic Coating CC36



15)



28)



15)



30)

- 6 Paint protection
- 3 Smoothness





## SEALANTS

# PAINT VALETING

3

### Ceramic sealants

#### CC Evo:

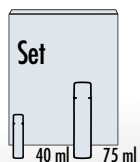
- Prepare the paint with PROFILELINE Prepare

#### SEALING, STEP 1:

- Spray BaseCoat evo on the light side of an application pad and then apply thinly to the paint in a criss-cross motion. Only ever apply to maximum areas of around  $\frac{1}{2}$  m<sup>2</sup>, if necessary re-dispense.
- Leave to dry for a short while (approx. 1-3 min.) and then wipe the area down carefully with a Microfibre cloth ultrafine. Only then begin the next area. Always ensure the areas overlap.
- As soon as a whole component has been treated, it should be thoroughly checked and immediately wiped again if uneven. The treated areas may no longer be wetted or touched.
- Once the entire vehicle has been sealed with BaseCoat evo, it should be left to cure for a while. In low temperatures and humidity it should stand for 1 hour; in summer, the next stage can begin immediately.

#### SEALING, STEP 2:

- Add a few drops of BaseCoat evo to the light side of a new application pad and then apply thinly but completely to the paint in a criss-cross motion. The area treated can be up to 1 m<sup>2</sup>. After an air drying time of 5-10 min., excess product should be wiped off with a microfibre cloth, leaving no streaks.
- Treat the entire vehicle this way and then ensure a curing time of at least 4 hours, during which the surfaces are not touched or wetted.
- If, during the application of GlossCoat evo, the applicator begins to harden, it must be thrown away and the accompanying replacement pad used.
- Here it is also recommended not to do this until the next day, so the reaction in the ceramic seal can run to completion.
- You can find details on application techniques and everything you need to know regarding the product and general maintenance of the sealed vehicle in the special coatings seminar.



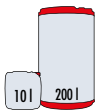
**237**  
PROFILELINE Ceramic Coating CC EVO

6 Point protection  
4 Smoothness



Finally, reintegrate the removed parts such as the vehicle jack, spare tyres etc.

## 1 Windows

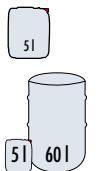


**335**  
Glass cleaner

- Spray glass cleaner on the Glass finishing cloth to avoid splashes getting on painted and plastic parts
- Then clean the windows



## 2 Tyres



**235**  
PROFILINE Tyre gloss  
**340**  
PROFILINE Rubber protectant

- Apply the product evenly to the tyres
- Remove residue from rims and painted surfaces with a cloth



**Professional tip**

To avoid spraying mist, the product can also be applied using an Application sponge.

## 3 Final check

Check the overall result with the critical gaze of the customer and remove smaller impurities with a microfiber cloth.

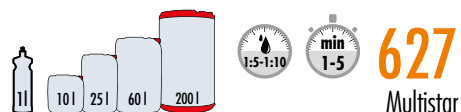
**Total duration:**



**Professional tip**

Take before and after photos. A professional presentation of the quality of your work on Facebook, Instagram and other social media is the best advertisement for your business.

## 1 Cleaning



- Spray the top thoroughly and leave the product to take effect depending on the level of soiling
- If necessary, rework with a brush or sponge
- Then, rinse with water until no foam residue is visible any more



### Important!

The following impregnation can only achieve full effect if the fabric is fully free from cleaning products. To this end, it must be extensively rinsed with water and checked by rubbing with a microfibre cloth. If foam still forms, continue to rinse.

## 2 Care and impregnation



- Fabric car tops can be protected against fading and further soiling. In particular, the high-wear folding areas and seams need to be sealed water-tight
- Spray the waterproofing into the Application sponge, spread evenly on the top and let dry
- Protect against damp directly after application!

### Please note! Product contains solvents:

wear the accompanying gloves to avoid skin contact. Take care on repainted vehicles. To prevent damage to the paint, make sure no product touches it during application. Do not apply to leather or plastic.



### Professional tip

Do not let the top dry out completely. A still-damp cover can be impregnated more easily and evenly.

1

## Plastic panes



**224**  
PROFILE Perfect finish

- Apply a quantity of the product to an Application sponge and rub onto the surface to be treated. If necessary, cut it smaller using a Stanley knife beforehand
- Then remove residual polish with a Microfibre Cloth Ultrafine. Deep scratches in hard plastics can be ground down first using ultra-fine sandpaper (P5000) and a little water



12)



15)

☑ Silicone-free



**Professional tip**

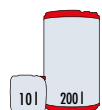
Use a small cordless polisher with soft polishing sponges.

2

## Glass panes



**273**  
PROFILE Glass polish



**335**  
Glass cleaner



Place a little of the product on a damp Felt pad.



At approx. 1000 rpm and with some pressure, polish the pane evenly using overlapping motions.  
Take care that the pane always remains damp.



The processing time for a windscreen can be between 15 minutes and an hour. Now and then, wipe with a clean cloth and Clear glass and check the polishing effect.



1)



20)



21)

### Please note!

Chipped windows cannot be polished.  
Never work for too long or with excess pressure on a single place.  
Windscreens are under tension and can break.

1

## Headlights (plastic)



276



276

PROFILE Headlight polish + Headlight coating

405

Headlight restoration kit

- First, mask around the headlights
- Optionally, severely eroded headlights can be sanded beforehand using a P1000/P2000 wet sanding pad
- Polish with a chamois on a rotary polisher at low speed
- Always check the temperature; if necessary, add more polish
- Then seal the headlights with PROFILINE Headlight coating



2

## Wrap – cleaning



314

Car wash shampoo concentrate



627

Multistar

- Film-wrapped vehicles are washed with shampoo, just like painted ones
- On light wraps with partial heavy soiling, we recommend Multistar in combination with the Dirt eraser

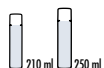


Professional tip

In case of widespread soiling to glass wraps, they can be soft-polished using a polishing machine, PROFILINE NP 03-06 and a Foam pad. Because of the varying quality of these films, we recommend checking for suitability on an unobtrusive area.

3

## Wrap – sealing



236

PROFILE Ceramic coating CC36



223

PROFILE PolymerNetShield

- Depending on the type of wrap, use either PROFILINE PolymerNetShield or PROFILINE Ceramic coating CC36
- Liberally apply PROFILINE PolymerNetShield with an Application sponge and immediately wipe down with a Microfibre cloth ultrafine



1

## Sanding

For the removal of paint mistakes (dirt inclusions, excess spray, runs, scratches, blisters, fogging and orange-peel effects), mechanical damage (stone strikes, spalling and scratches) or the signs of chemical attack (etching, swelling, flash rust, water stains etc.), standard polishes are often not enough. The faulty area needs to be sanded.



As necessary, sand the area point by point or across a wider area.

To polish sanded areas, the SONAX professional range offers fast, effective and sparing polishes with low dust technology. This technology, which is particularly interesting for paint shops because of its cleanliness, lowers the dust present in rooms where painting takes place. For standard valeting services too, a low-dust process will massively save the time that used to be spent removing burdensome polish residues from nooks and crannies.

☒ Low Dust-Technology



Professional tip

The finer the sanding, the shorter the polishing times! Depending on the area of damage, we recommend a wet sanding with P1500 or 2000 and a subsequent one with P2500 or P3000.

2

### First polishing step



**239**  
PROFILE Ultimate cut



**246**  
PROFILE CutMax

- Place a few drops of polish on the polishing sponge and distribute evenly with a finger
- Lower the machine and move it rapidly over the sanded area at medium speed and a little pressure. Keep the polishing time short
- Apply new polish to the sponge, start polishing briefly and then move to a higher speed. Keep the polishing time short, reduce pressure
- Wipe with a Microfibre cloth and check the result of the polishing. If necessary, carry out a further polish

**6+** Cut  
**3** Gloss



- ☒ Low Dust-Technology
- ☒ Silicone-free

**6** Cut  
**4** Gloss



- ☒ Low Dust-Technology
- ☒ Silicone-free

3

### Second polishing step



**224**  
PROFILE Perfect finish

- Allow the polished area to cool down
- Place a few drops of polish on the polishing sponge and distribute evenly with a finger
- Lower the machine and move it over the sanded area at medium speed and low pressure. Keep the polishing time short
- Wipe with a Microfibre cloth and check the result of the polishing. If necessary, carry out a further polishing process

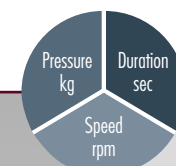
**4** Cut  
**6** Gloss



- ☒ Silicone-free

Professional tip

To check the polishing result, clean the surface with PROFILE Prepare and a clean Microfibre cloth ultrafine, then investigate it with a hologram lamp/swirl finder.



Phase 1

Phase 2



Professional tip

Fresh paints have a short polishing window. For this reason, it is better to carry out several short polishing processes, adding fresh polish each time, than to do one long one.



1

Polish



**225**  
PROFILE Cut + Finish



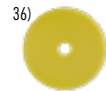
**242**  
PROFILE EX 04-06



**224**  
PROFILE Perfect finish

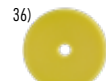
- Depending on the level of sanding, type of machine and substrate, a one-stage polishing process can be sufficient
- PROFILE Cut + Finish and PROFILE EX 04-06 function very well with an orbital polisher\*, while PROFILE Cut + Finish is more designed for abrasive power (especially on plastics with soft paint) and PROFILE EX 04-06 is intended to provide the highest level of gloss.
- PROFILE Perfect finish is the right choice for rotary polishers\*\*

**5** Cut  
**5** Gloss



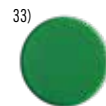
- ✓ Low Dust-Technology
- ✓ Silicone-free

**4** Cut  
**6** Gloss

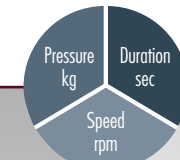


- ✓ Low Dust-Technology
- ✓ Silicone-free

**4** Cut  
**6** Gloss



- ✓ Low Dust-Technology
- ✓ Silicone-free



Phase 1

Phase 2



Regular maintenance of the air filter in paint booths helps avoid dirt inclusions.

Professional tip

- Before first use, cover the sponge in a thin layer of polish all over
- Also apply a few drops of polish to the sanded area
- Gently tilt the polishing machine and polish for about 10 seconds with a certain amount of pressure
- Then place the polishing machine flat and polish again for about 10-20 seconds
- Wipe the polished area clean with a Microfibre cloth (not the one from the sanding stage!)
- To check the polishing result, clean the surface with PROFILE Prepare and a clean Microfibre cloth ultrafine, then investigate it with a hologram lamp/swirl finder. If necessary, repolish.



These holograms can arise from improper polishing works.

## Contract / customer number.\_\_\_\_\_/\_\_\_\_\_

|                 |   |
|-----------------|---|
| Vehicle/type    |   |
| Licence plate   |   |
| VIN/chassis no. |   |
| Time/ wash      | / |
| Km / colour     | / |

|        |  |
|--------|--|
| Pickup |  |
|--------|--|

| <u>Damage:</u>          | <u>Remarks:</u> |
|-------------------------|-----------------|
| Paint/scratches         | ( ) _____       |
| Rims                    | ( ) _____       |
| Glass damage            | ( ) _____       |
| Dents                   | ( ) _____       |
| Rust                    | ( ) _____       |
| Leather/upholstery      | ( ) _____       |
| Display/Navl            | ( ) _____       |
| Claddings               | ( ) _____       |
| Other                   | ( ) _____       |
| <u>Paint condition:</u> | <u>Remarks:</u> |
| Like new                | ( ) _____       |
| Normal use              | ( ) _____       |
| Very weathered          | ( ) _____       |
| Matt paint              | ( ) _____       |
| Plastic film            | ( ) _____       |
| Other                   | ( ) _____       |

Acceptance / Delivery / Customer signature



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