

TUF

THE ULTIMATE FINISH

ISSUE 23 APRIL 2019



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LATEST FAST-CURE LOW-ENERGY TECH
NEW HOME FOR AXALTA
GINO'S PASSION FOR CARS
RESTORING A '68 HK MONARO

Your Passion.
Our Coatings.





Your Passion. Our Coatings.

For over 150 years Axalta's passion has made the world a more colourful place. Our coatings are used on small and large surfaces, from race cars, rollercoasters, helicopters to army vehicles, trains and boats.

Our passion goes beyond the surface. We look for ways to brighten our communities by focusing on programs that are related to Science, Technology, Engineering, and Mathematics (STEM) education, sustainability and being a great corporate neighbour.

We are committed to providing customers with quality, innovation, and the delivery of exceptional products every day. Contact us today on **1800 292 582** or **www.axalta.com.au**



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Do you have a great story?

We'd love to hear it!
Email axalta-information@axalta.com
or call 1800 292 582.



Message from the MANAGING DIRECTOR

Growing with our customers.

Bold decisions are needed for long-term growth and prosperity for the industry. To support this, Axalta recently opened its new purpose built Australia and NZ headquarters and regional warehouse in Western Sydney. This demonstrates the company's confidence in the growing Australian and New Zealand markets and our long-term growth plans in the region.

We are excited for our customers who will experience our efficient warehousing and advanced distribution systems. This means customers will get greater access to Axalta's broad selection of advanced coating technologies and products, and will see more efficient supply chain solutions.

A state-of-the-art regional training facility will open mid-year and this will provide our customers with access to the latest products and innovations in the industry and offer the best training available.

This issue also celebrates "Your Passion. Our Coatings." through a range of remarkable things our customers have achieved using Axalta products.

The vast array of different applications for Axalta products featured in this issue exemplifies how versatile our products are and illustrates the real benefits we offer the industry. On pages 4 and 5, we showcase our innovative technology and how it is redefining what is possible in refinishing. Axalta has patented this new Fast-Cure Low-Energy technology and it will assist bodyshops with repair speed, energy consumption and repair costs.

Be sure to read about Masis Bodyworks in Crows Nest, Sydney on page 11, which is celebrating 40 years with Standox. SA Color's Gino Polese explains his passion for restoring his Porsche 356 on pages 12 and 13, and the result is remarkable. For Gino it's good fun, while for Axalta, the car's professional photography provides an opportunity for the industry to see a premium Standox finish.

Sincerely,

Steven Brett
Managing Director
Axalta Coating Systems



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Axalta Innovation

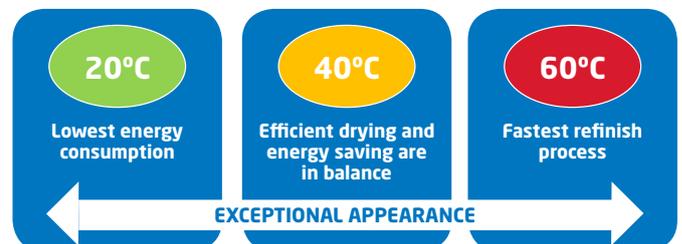
THE BENEFITS OF FAST-CURE LOW-ENERGY TECHNOLOGY

Redefining what is possible in refinishing, Axalta has patented a new Fast-Cure Low-Energy technology that will assist bodyshops with repair speed, energy consumption and repair costs.

Developed in-house, the new technology can increase throughput, eliminate energy use during drying and reduce application process times by up to 50 percent. Inefficient drying and flash off times are reduced to an absolute minimum – all without compromising final paint quality. By increasing speed and energy efficiency, work processes can be shortened, energy consumption reduced, and the results are exceptional.

Products that include this new revolutionary technology include pre-treatment wipes, primer filler, wet-on-wet (WOW) surfacer and clearcoat. They are designed to be used in conjunction with the latest waterborne basecoat technology from Axalta.

By using the full product range, refinishers can choose drying temperatures of 60°C or 40°C, or even bypass forced drying at 20°C. This drying temperature reduction has the potential to save bodyshops up to 70 percent of their energy costs.





CUSTOMERS WILL BENEFIT FROM:

HIGHER VEHICLE THROUGHPUT

Faster drying times reduce booth times enormously. Operations become more efficient and bodyshops can repair more vehicles per day.

LOW INVESTMENT

Spray booths that are no longer able to reach a high temperature of 60°C do not need to be retrofitted. Shorter drying times at 40°C or 20°C can avoid or delay greater investment and increased infrastructure costs.

REDUCED ENERGY COSTS

Booth temperatures can be set at 40°C or 20°C for drying at times when job volumes are lower, which will consistently reduce energy costs.

ADDITIONAL MARKETING OPPORTUNITIES

Accelerated drying times will make small refinishing jobs more lucrative, with the potential of providing opportunities such as a one-day repair service.

E-CAR FRIENDLY

Drying at lower temperatures is the gentle way to refinish cars, making it an ideal solution for electric or hybrid cars with sensitive electronics. This technology will save the lifetime of batteries and other components.

SAFE FOR SOME TYRES

Regulations for some vehicle models require tyres to be removed prior to painting as they are sensitive to heat. This requirement doesn't apply to drying temperatures of 40°C to 20°C and as a result, is a significant time saver.

In addition, refinishers can make the choice between drying temperatures for individual jobs, determined by how busy the bodyshop is. For example, refinishers can use the new system for speed, for higher spray-booth throughput, or for reduced energy consumption when there are fewer vehicles waiting to be repaired. Drying at 20°C enables energy savings of up to 70 percent, but the beauty of the system means that even at higher temperatures, bodyshops can still save 25 percent on energy costs.

Products using the patented Fast-Cure Low-Energy technology are available across Axalta's leading refinish brands – Standox, Spies Hecker and Cromax.

To watch a video of the products in action, scan the QR code next to the relevant brand.



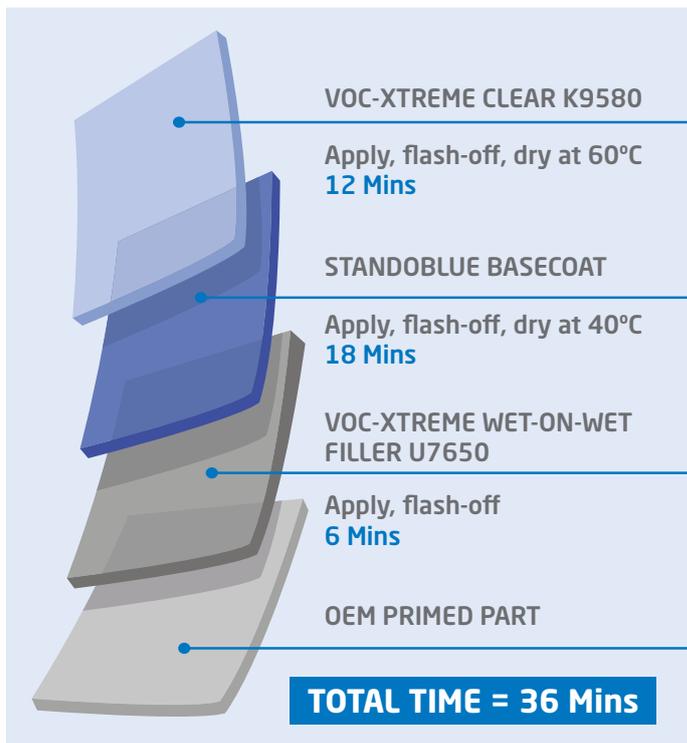
STANDOX



SPIES HECKER



CROMAX



This is an example of the time taken to paint a new OEM primed part using the Standox Xtreme System, which is based on Axalta's Fast-Cure Low-Energy technology.



NEW HOME FOR AXALTA ANZ

Featuring a new regional distribution warehouse, service centre and customer training facility, Axalta's new home is state-of-the-art.

The regional multi-functional facility was opened in Marsden Park, Western Sydney on 4 February and is designed to provide customers with quality and faster service, easy and greater access to Axalta's broad selection of advanced coating technologies and products, more efficient supply chain solutions, and unparalleled training services when its state-of-the-art training centre becomes fully operational by mid-year.

The new 5,300 square metre facility is a significant milestone for Axalta and a bonus for customers in the ANZ region.

Speaking at the official opening, Axalta CEO Robert Bryant explained that the decision to build the facility demonstrates the company's confidence in the growing Australian and New Zealand markets.

"Our new facility creates an important opportunity to work more closely with our customers who will ultimately benefit because of the greater access to new products, faster customer service and the unique training opportunities we can now offer."

"In addition, the expanded presence in Australia and New Zealand enhances our capacity so we can meet our long-term growth plans in the region, and these plans are integral to our continued global growth."

NEW OFFICES AND WAREHOUSE

Axalta's new facility includes regional corporate offices, a customer training facility and regional warehouse that will provide around 4,000 pallet spaces. Each of Axalta's business segments – Refinish, Industrial, and Transportation

are represented. The warehouse will service all of Australia and New Zealand.

The facility is also home to Axalta's customer service team, colour services support and supply chain functions as well as the finance department, human resources, product and technical services and the company's ANZ marketing arm.



Axalta CEO Robert Bryant at the official opening



The new Axalta facility at Marsden Park in Western Sydney



Official ribbon cutting at the new Axalta facility in Western Sydney. Pictured from left: Vice President and President Emerging Markets Sobers Sethi, CEO Robert Bryant and Managing Director, Australia and New Zealand Steven Brett

The new facility consists of:

- Office: 800m² floor space
- Training facility: 1,000m² floor space
- Warehouse: 3,450m² floor space

Environmental credentials:

- Natural ventilation with sky lights
- Reusable water system supported by a 535,000 litre tank for gardening
- 100kW solar power system able to fully power the facility
- Double-glazed windows - dual 6.3mm sheets of smart glass trapping a cavity of inert Argon gas for superior thermal insulation



The warehouse loading area



The warehouse has 3,450 square metres of capacity



Walker Crash Repairs

Brothers Sean and Mark Walker

CREATING TOMORROW'S BUSINESS CERTAINTY TODAY

Walker Crash Repairs, located in Prospect, South Australia, was founded in 1976 by brothers John and Greg Walker. Today, the bodyshop is run by John's sons Mark and Sean, who are looking to the future and investing in the long-term sustainability of the business.

In today's tough market, business owners need to utilise every resource at their disposal to thrive – and the team at Walker Crash Repairs have been working closely with the team from Axalta Services to improve their business systems and processes.

“We've had significant savings using Axalta products - from time to reduced gas bills.”

“We always try to deliver the best possible product and customer service,” said Mark, “as well as delivering on what we promised.”

“Axalta Services offer a lot of business services, including courses in the day-to-day management of the business. They taught us how to measure business performance, collect data from across the whole business and track each individual profit centre.”

Mark worked with the team from Axalta Services to set performance targets for each year or nominated time period. “They showed us areas that we could focus on to improve productivity and how to track our progress so that we could see where our efforts have paid off. It was very useful and we're due to sit down again with them shortly.” Mark finds the service invaluable to be able to keep “your finger on the pulse of the business”.

“The service brings to life something that you may not have even noticed before,” Mark said. “For example, we looked at our parts profitability and there was room for improvement – and it was something that could be easily fixed. We immediately saw a massive result and it really highlighted to us that some things could be improved really easily.”



The brothers improved the work-flow through their bodyshop

Mark and Sean have a distinct vision for the future of the bodyshop, even as times can be uncertain. “We want to remain relevant and be an industry leader. We would like to continue to grow – we want to go forward and not backward. A big part of that is being able to stay up-to-date with technical training for our painters, floor staff, and managers. If you don't stay up to date, you can't provide a good service to your customers.”

Territory Business Manager - Peter Kingsley-Rowe
Axalta Services Consultant - Ewan Pettigrew
Distributor - Crash Supplies, Adelaide

OEM NuTech

POWDER COATING IN AUSTRALIA

Based in Fremantle, Western Australia, OEM NuTech is the national distributor for Axalta powder coatings. General Manager Mike McCormick talks about the significant changes in the Australian industry, his business and his relationship with Axalta.

“As a company, we specialise in manufacturing powder-coating products and processes pertaining to heat-sensitive materials,” said McCormick. “I have been working in the industry for about 20 years and I’ve seen some impressive improvements in powder coating products and the process know-how. The flip-side to this has been the ongoing deterioration of the manufacturing base in Australia.”

“There is a co-related impact between the size of the market and the requirements of the industry. Everything about the local market has shrunk. At the same time, industry requirements have become more complex – mostly in terms of the need for a bigger variety of colour and surface options but in addition, powder coating is an industrial process that requires dedicated plant and equipment.”

“Axalta has a huge product portfolio globally and the company is definitely a market leader.”

As a result of these changes, OEM NuTech says it is making a substantial contribution to meeting the increasing demand for new processes by combining knowledge and experience of VOC-free materials. Powder coatings offer excellent properties such as high durability, impact resistance, UV protection, and resistance to moisture and chemicals. In addition to automotive and transportation, the company is increasingly finding applications in areas such as interiors, architecture, furniture, appliances and consumer goods.



Powder coated playground equipment

Mike explains that while OEM NuTech still mainly supplies OEM manufacturers, the company increasingly supports a broad range of manufacturing, automotive and industrial applications, distributing on a state-by-state basis.

“The advantage of working with a global partner like Axalta is the fact that we always have a global reference in the industry somewhere. Generally, if we get a request, we can track down a link and a solution somewhere in the world where Axalta is already supplying powder coating for that application or that industry. That’s a huge advantage.”

“During the last few years, there has been more emphasis on technology. Axalta products are providing flexibility for faster line-speed and this is increasing productivity. At the same time, we’ve been able to reduce energy costs with lower operating temperatures. As electricity prices go up, this is making a real difference.”

OEM NuTech has a fully functioning laboratory at its Fremantle site. Mike’s team of seven provides technical support, site validation in terms of quality control, and process improvement in both application and curing.

Tech Tip

THE IMPORTANCE OF STIRRING

When it comes to mixing colour across the scales, it's essential that the paint colour is stirred thoroughly before activation, particularly when mixing three-layer ground coats and activated basecoat.

Ensure the colour in the mixing cup is stirred well prior to the addition of the activator, to make certain all pigment has been encapsulated by the binder before activation.

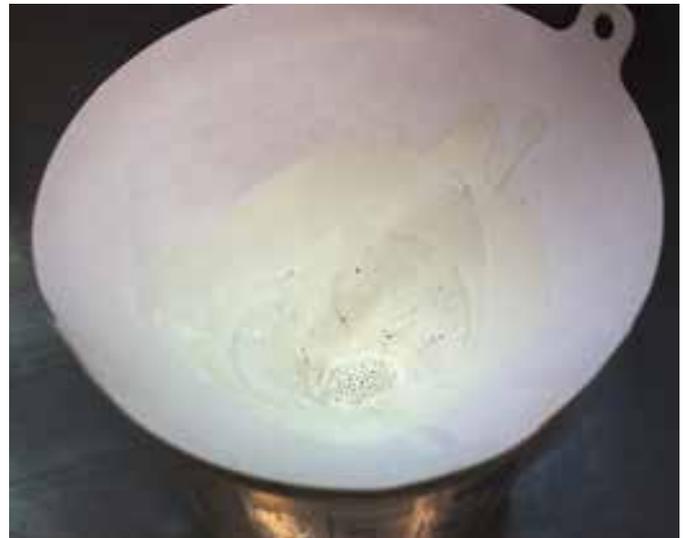
Continuing to make colour without thoroughly stirring can cause the activator to 'bind' to the pigment, causing it to separate.

This can impact colour reproduction and result in pigment 'specks' in the job. These 'specks' can even pass through multiple 125-micron filters.

Compare the images of stirred and unstirred paint to see what can happen if this critical step is ignored. Where the paint has been stirred correctly, the colour appears properly reproduced. However, where the paint was not stirred as recommended, black pigment has separated out and is caught in the filter.



An example of properly stirred paint



An example of improperly stirred paint – the black pigment has separated and caught in the filter



2019 BUSINESS COUNCIL

Take this incredible opportunity to update your knowledge on latest industry trends, network with other collision repair professionals and learn techniques to improve your business.

*Facilitated by Mike Anderson,
Collision Advice USA*

WHEN: 11-13 August 2019

WHERE: Novotel, St Kilda, Melbourne

REGISTER YOUR INTEREST:

www.axalta.com.au/axaltaservices

or email: axalta-information@axalta.com



The team at Masis Bodyworks

Masis Bodyworks

40 YEARS WITH STANDOX

Masis Bodyworks was established in 1973 by brothers George and Greg Tachjian and is now owned by their sons, Raffi, Harry, Ara and Alan. From the very beginning, the family committed to Standox.

Alan and Raffi have been involved in the repair industry for 23 years. When they took over from their fathers in 2005, they relocated to Crows Nest on the North Shore in Sydney.

Raffi says the industry has changed tremendously since then and every year it is getting harder.

“It might turn around but for now, it’s the toughest it’s been for 40 years. The vehicles are becoming more complex to repair and we need to be constantly training staff to keep ahead of expectations. In addition, our costs are increasing.”

The business employs six people and the repair shop is only 200 square metres.

“We are likely one of the smallest but one of the most efficient repair shops in Sydney. Assessors walk in here and before they physically see the business, they think we operate from a space that might be two or three times the size.”

Raffi says the family knows how to run a business, pointing out how their efficiency, quality of work and customer relationships keep them alive.

“Expectations are high. Back when my dad and my uncle were running the business, customers didn’t have the same knowledge. Today, customers will notice the slightest colour difference, the finish or the gloss. There is no room for error.”

“I can’t compromise quality. Paint reps will say they can reduce what we pay for paint, but they can’t guarantee the quality or the technical service.”

Even though Masis Bodyworks isn’t classified as a prestige repairer, almost 30 percent of their work is carried out on prestige cars as their client base has evolved over the years. Recently in one week, the business was working on two Mercedes-Benz vehicles, an Audi and a BMW.

Raffi says that’s why they’ve been loyal to Standox for 40 years.

“Our customers expect it. We’ve had reps from other brands approach us and say they have a cheaper alternative. We know we could be paying less for paint but Standox is an exceptional product and it’s what our customers expect.”

Territory Business Manager - Anthony Thrift

Technical Consultant - Mark Latham

Distributor - Pinnacle Paint Supplies

Paint System - Standox

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GINO POLESE TALKS ABOUT HIS PORSCHE 356

Gino Polese is sales manager for Axalta distributor, SA Color, in the inner south-western suburb of Edwardstown, Adelaide. Gino has been working on several restoration projects and was eager to talk about his Porsche 356 Coupe. Renovating and restoring cars has been Gino's passion.

"I love motor cars. My passion is to be able to find a car that needs restoration, pull it apart and put it back together. For me, it's just good fun."

Gino says he bought the Porsche in 2005, discovering that as soon as he saw it, he knew he wanted to restore it, paint it and then enjoy it as a driving car.



The Germany Coat of Arms on the rear grille

"I chose Standox because I'm a painter by trade and I've been passionate about cars for most of my life. I was always going to do it in Standox because it's a premium product."

"It took me two years to restore it. I took it off the road and stripped it down. I metal-finished the whole body work – not entirely on my own. Where I could get new parts, I did. The rest I just restored. Most of the panels are original; I just panel-beat them back to how they were originally."



The Porsche 356 up close

“Most of the work was done at Cafasso Motor Body Repairs which is a Mercedes-Benz repair centre. I was good friends with the manager, Gary Rainsford. He would import cars and this was the first car he sold. I said I’d buy it if I could use his workshop.”

Gino says when he bought the car, it was originally black with white flames painted across the front.

“I changed it to a Porsche 1970 colour called Zinn Metallic. The car is an entirely original, matching-number car; it also has the same month and birth year as my own birthday. Of all my cars, I love the Porsche.”

Territory Business Manager - Peter Kingsley-Rowe

Distributor - SA Color

Paint System - Standox



Gino Polese standing in front of his beloved Porsche



H&M Malaga Smash Repairs

RESTORING A 1968 HK MONARO

Muoi Nguyen from H&M Malaga Smash Repairs in Western Australia is reticent about putting his Holden HK Monaro Coupe in *The Ultimate Finish*, understandably due to the attention it could receive.

“I drive it about twice a month,” said Muoi. “One of my pastimes is taking my wife out on a Sunday morning cruise around Perth, where we generally park up beside the Monaro while enjoying our breakfast.”

The Holden Monaro is a rear-wheel drive coupe that was first produced by Holden in 1968. Named after the Monaro region in New South Wales, Holden’s new coupe was introduced as a two-door pillarless hardtop with an eight-cylinder engine and available in three models, including Muoi’s Monaro GTS.

Original colours were Bright Metallic Blue, Ermine White, Inca Gold Metallic, Picardy Red, Silver Mink Metallic and Warwick Yellow. Like the original, the Monaro is finished off in Bright Metallic Blue.

“Gerome Macri at Axalta was able to assist me with perfecting the Bright Metallic Blue colour.”

“It took me an entire day to strip the Monaro and six months to paint it. I paused the project for six years



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Muoi's HK Monaro in front of H&M Malaga Smash Repairs

and resumed it again in June 2018 while working just one day per week on the car. The car was completed in just under four months."

"A complete restoration took place – it was restored to how it would have been originally. I thoroughly pulled the car apart, stripped the paint back to bare metal then repainted it before putting it back together. All the parts are original. It's an original matching number car."

Muoi immigrated to Western Australia in May 1982 and began work as a spray painter in 1988 at a local repairer in Balcatta. With his English skills disadvantaging him, he learnt the skills of the trade solely by watching. In 1999, a TAFE lecturer visited the repair shop and noticed the developing skills of the apprentices that Muoi was training.

"He asked me if I had trained apprentices and I replied yes. The lecturer then asked if I was a trainer and I replied that I was not. He said I was very good at what I was doing, therefore, he promised to get me my spray-painting certificate."



Muoi with his pride and joy



The HK Monaro is painted in Bright Metallic Blue

"I started using Spies Hecker in the 1980s when I was restoring cars. Even now, those customers tell me the paint and the finish on their cars is still the same."

"I worked for G&C Delaporte Smash Repairs for 12 years, where I then decided to take a big leap and open my own business in 2005."

"I am very satisfied with how the Monaro was completed under the workmanship of my staff. I feel reassured about my vehicle as it was restored using only the highest quality of products by Spies Hecker."

"With one project done and dusted, there is always another waiting around the corner."

Territory Business Manager - Peter Kingsley-Rowe

Technical Consultant - Gerome Macri

Distributor - Global Autocoat

Paint System - Permahyd Hi-TEC

Holmes Smash Repairs

A LOVE FOR CARS . . . AND HOCKEY

While most people were enjoying a relaxing long weekend in Queensland late last year, Darren Holmes was representing Toowoomba at the Masters Hockey Championships. Not only did he walk away as a state champion, but he also retained his position in the Queensland team. He is well known for his perseverance, community support and team-building, and this theme continued again early this year when Darren beat his own repair industry record by repairing 102 cars – in one week.

“We have cracked 100 a couple of times during the last six months, but 102 is a record,” he said.

Darren operates two Car Craft Accident Repair Centres in Toowoomba and his family business has been repairing vehicles in Queensland for more than 50 years. Holmes Smash Repairs was established in 1966 and Darren, with his wife Michel, took over from his father in 2007. His second shop was opened in 2018 and specialises in drive-in drive-out repairs.

“Two years ago, I decided to split the work flow. We’ve been working with our average repair costs and I realised that we needed a bigger pool to maintain a profit margin. We’ve been trying to repair enough cars to even out the average and we found we needed about 80 or 90 cars a week to achieve this.”

“The service was important. Axalta technical support is very good and so is the training.”

“We call the new shop HSR Express. It allows us to offer quicker turnaround times on small, driveable repairs. I’ve put a small team of my best people in there, including two painters and two apprentices.”

Darren employs 45 staff including two mechanics, six spray painters, a windscreen fitter, an auto electrician and seven apprentices. He uses Spies Hecker Hi-TEC Waterborne in both shops.

“About two years ago we opened the paint contract to all the Australian suppliers. I consulted with our head painter and we decided that Spies Hecker gave us the best results, and Axalta gave us the best technical support and training.”

Apprentices are essential to the business.

“I’m a big believer in trying to give my employees a career path. Now that we’re bigger, I’ve been able to expand on that. I had quite a few guys who were strip-fitters, labourers and a few painters who had worked for us for a while. I suggested they could upgrade their skills as part of an apprenticeship. Some of the older guys who were really interested to get a qualification – we are fast tracking them through.”



Darren Holmes and his team at HSR Express

Technical Consultant - Simon Powell

Axalta Services Consultant - Dean Mills

Distributor - Brisbane Refinish Supplies

Paint System - Permahyd Hi-TEC





Artini Crash Repairs

A LONG-TIME LOYAL CUSTOMER

Artini Crash Repairs is a family owned and operated business that is proudly managed by Sam Artini, who took over from his father, Joe in 2016. The business was opened in South Road, St Marys in 1995 and services most of the southern suburbs of Adelaide.

Sam started at 19 and worked his way from the bottom, to managing the floor, to managing the business. He employs 12 on the shop floor and repairs 20 to 25 cars per week, with jobs ranging from small to large cars and the occasional small truck or motorbike.

“When dad was running the business, it was an old-school crash repair shop. We had no real plans – just get the cars in and get them out. When I started to take over, it became obvious that the industry was changing fast and I needed some help.”

“I started by learning everything I could from Axalta. We now run the business from the financial figures. It’s been a big change transforming from the old-school and trying to apply this knowledge to what we’re planning for the future.”

The results have been impressive. Since Sam took over in 2016, he’s been able to significantly increase efficiency, productivity and his volume of work. He’s seen an increase in the dollars as well.

“For example, we’ve implemented productivity measuring software – staff clock on and off – and this helps manage their productivity. It’s really so we can look at the data and diagnose it – look at it at the end of each day – and measure productivity improvements and where the shop might be lacking.”

From left: Sam and Joe Artini are both passionate about Artini Crash Repairs. Pictured with Estimating Manager, James Kutcher



“We can look at inconsistencies in terms of the available technology or the skills and ability of the individual worker and what we might need to do to assist with that.”

In addition, Axalta Services has done an overhaul of business processes, including the introduction of a profit and loss system. Sam says Axalta training has been valuable, not just in terms of guidance but in terms of implementing the knowledge and support in a useful and practical way.

Technical Consultant - Mick Tutty

Axalta Services Consultant - Ewan Pettigrew

Distributor - Crash Supplies, Adelaide

Paint System - Permahyd Hi-TEC

Wallaby Crash Supplies

KATE ZOVI CELEBRATES 20 YEARS

Congratulations to Kate Zovi on celebrating 20 years of service at Wallaby Crash Supplies – a Sydney-based distribution partner for Cromax and Axalta products. Kate is business manager at Wallaby Crash Supplies and will celebrate 20 years with the business on 19 April, 2019. She runs the business from every angle other than sales, saying that it's challenging and rewarding.

Kate's hard work and dedication was recently acknowledged when she was presented with the Best Supplier Award at the 2018 Women in Collision seminar - hosted by *Australasian Paint & Panel* magazine on Friday 16th November, 2018 in Melbourne.

"The award was a great surprise. When I started at Wallaby, I had a minor office role and the business was very small – maybe half a dozen people. But as the industry grew, so did our business and so did my responsibilities. Since then, we have tripled in size and my role has grown progressively."

"I am thankful to Jim and Janelle Crisp who have encouraged me through the years and always had faith in me to do what's best for their business. I am also grateful to our Wallaby team who are working hard every day to make Wallaby Crash Supplies the success it is today."



Kate Zovi with the Best Supplier Award

Tech Tip

SETTING UP YOUR SAGOLA 4600 XTREME



Using a spray gun to get that smooth, glossy finish on a vehicle is really satisfying. You want an even, gleaming, polished look with no stripes or mottled texture and you want to avoid dense paint that gathers at panel or style line edges. The key piece of equipment to achieve



perfection is the spray gun and its setup will determine your quality of work.

Since its launch in 2017, the Sagola 4600 Xtreme is our most popular spray gun. With a range of nozzle setups and aircaps, this gun is ideal for basecoat and clear coat applications.

Setting up your Sagola 4600 for spraying is as easy as 1, 2, 3.

Ideal set-up for waterborne basecoat

- 1. Spray Fan Adjustment should be fully open**
- 2. Fluid Adjustment should be fully open**
- 3. 1.8 to 2.0 bar air pressure**

Nozzle sizes come in 1.2, 1.2XL, 1.3 and 1.3XL depending on climate conditions and humidity range. For cooler, more normal climates a 1.2 nozzle is a perfect choice. For warmer climates a step-up in nozzle size may be preferred, however the humidity level will also play a role in selection.

Parkers Body Shop

A PASSIONATE PAINT JOB

When Parkers Body Shop's Colin Parker was asked to help restore a classic 1955 Ford F100 for a customer, he was thrilled.

"When we got the car at Parkers Body Shop, it was already repaired, primed and prepped by Paul Butler at Air-Con & Auto Electrix," said Colin.

The Ford F100 owner wanted his car painted black, so Colin suggested Cromax Centari AM5 Jet Black for the job.

"Cromax 6000 and the CC6400 high solid clear was used to achieve the desired finish. At this point, the car is still in pieces back at Air-Con & Auto Electrix's workshop, but it is looking fantastic. We have produced an absolutely amazing finish. This car will be a high value, show quality restoration."

"Customers tell us that our repairs are so good that they can't tell anything has happened."

Based in Clontarf, north of Brisbane for nearly 34 years, Parkers Body Shop is a strong supporter of Cromax and its reliable results.

"We started using Cromax at Parkers Body Shop about five years ago and we haven't looked back. It's a consistently great product and it's fast drying. All our painters know how to use solvent and they're comfortable with it."

Parkers Body Shop handles insurance and private work, with a focus on making sure the business offers great service and quick repairs. Communication is important.

"When we tell a customer that a repair will take five days, we make sure we can get it back to them in five days."



Restoration work is progressing rapidly

Technical Consultant - Geoffrey Stringfellow

Distributor - Brisbane Refinish Supplies

Paint System - Cromax



Parkers Body Shop is a strong supporter of Cromax



Your Passion.
Our Coatings.

The White Lady, open for business

The White Lady

A FANCY NEW FOOD VAN FOR AN OLD LADY

The White Lady is an Auckland food van that's been a New Zealand institution since Easter weekend, 1948. Established and still run and managed by the Washer family, The White Lady is one of the oldest and longest running mobile food businesses in the world.

Recently, the family commissioned a brand-new unit – they wanted a purpose-built, 14-metre-long food van for a site in Queen Street that would replace an old cart that was originally commissioned in the 1960s. The new food van was custom designed and built by truck body specialists, Boss Motorbodies in Auckland and then painted by Peter Maxwell and his team at Auckland Truck Spray.

“We’ve always used Cromax Imron Fleet Line and high-solids at Auckland Truck Spray. It’s a stunning product that works well with the Axalta clear coat.”

“It took us about three weeks,” said Peter. “The unit needed a solvent clean and then we used Cromax P7 Epoxy on it before we top coated with Imron Fleet Line Elite, and then we used the Axalta EZ-Clear. The Imron Fleet Line Elite top coat is a high-performance polyurethane that is exceptionally durable and we needed that; the food van will always be outside in the weather and graffiti can be a problem.”

Peter says he used high solids in one application and then came back again in one pass, allowing him to keep the job very clean.

“We were able to clear coat the outside in one sitting with all the doors and windows, and we had it all masked and then we addressed the inside. After baking it looked stunning. Then, she went off for a final fit-out and the signage and she’s now parked in Queen Street.”

“The family are loving it. They were using caustic cleaner to remove the graffiti and now they just need liquid detergent and a bucket of water to wash it off.”



The White Lady is one of the longest running mobile food businesses

Technical Consultant - Craig Marshall

Distributor - Resene Automotive & Light Industrial

Paint System - Imron Fleet Line

Sagola Range

NEW INDUSTRIAL PRODUCTS

As import partner of spray guns manufacturer Sagola, Axalta has recently expanded the range of guns available in Australia to include an industrial range. These guns are designed specifically for general industrial use – including solvent and water-based painting of decorative walls and ceilings, steel fabrication, wood, metal and more. All Sagola industrial guns come with a three-year warranty, which is exceptional for the industrial market space. In addition, two new Sagola pressure pots are being made available in 10-litre and 2.5-litre sizes.



Atlanta 200

Atlanta 200 Electric Airless Pump

The Atlanta 200 Electric Airless Pump is ideal for the fast application of medium velocity industrial products. It's rated at one horsepower, with free flow of two litres per minute, a maximum pressure of 180 bar and maximum 0.018" tip. The Atlanta 200 can be used with the new PSAM104 industrial spray gun.

Raider 160

The Raider 160 pneumatic pump is specially manufactured to satisfy the needs of small metal and wood working manufacturers with low cost maintenance. It's suited to clearcoat, lacquer, basecoat, enamel and light primer applications, with free flow of 1.26 litres per minute and a maximum 0.013" tip.



Raider 160

Sagola products are designed for longer life and reliability by using quality and durable materials and components.



Double 250 and Compact 235

Spray Gun Washer

Like all premium spray guns, it is important to ensure they are cleaned well, and this is where a gun wash machine is a large benefit. The new **Double 250** handles both water and solvent cleaning of any spray gun, while the **Compact 235** is for solvents only. Both machines come with a two-year warranty.

For more information on these new products talk to your Axalta distributor or visit www.axalta.com.au/Sagola.

Sommerville Smash Repairs

OBTAINING GOLD CLASS

Sommerville Smash Repairs joins a select group of repair shops in Australia that have been awarded I-CAR Australia's Gold Class certification. Based in Nerang on the Gold Coast, the business employs 28 staff and repairs around 80 cars per week.

Joint owner Chris Agnew says the only way to be Gold Class certified is by training staff and for Sommerville, it's taken a few years to achieve and required a huge commitment.

"We're not just talking about upskilling the staff in the workshop – it's also the office staff and the management team."

Chris began by talking to Axalta Services consultant, Dean Mills who provided access to practical methods for improving shop productivity, along with courses for managing the business. Axalta is an I-CAR training partner, so Sommerville Smash was able to gain training recognition for a range of face-to-face and online courses – both for paint technicians and office staff.

"Dean provided support and flexibility, and he helped streamline the workflow in the shop and set up the processes," said Chris. "Axalta provided us with courses which were accessible online via e-learning, and we used them to upskill everyone from panel beaters to the office staff. Dean was then happy to implement targeted training to meet our specific needs for I-CAR accreditation."

Chris says Sommerville is reaping the rewards and knowledge is being shared amongst staff.

"The journey has been streamlined by the support from Axalta Services and the diversity of online training courses available. Our thanks must go to I-CAR and Axalta for their assistance."



The Sommerville Smash Repairs team



PATTONS PAINT AND PANEL

Pattons Paint and Panel has been an Axalta customer for 30 years, and new owner Tony Fullgrabe expanded the relationship.

The business is based in the small town of Northam, WA which has a population of 6,500. It processes 15-20 cars a week and Tony says these consist mostly of "heavy duty kangaroo jobs."

"In Northam, we experiment and it's interesting," says Tony. "We've painted caravans, horse floats and a small plane."

When Tony became the new owner of Pattons Paint and Panel, he updated to Syrox waterborne. He says it's the best thing he ever did.

"I've been an Axalta customer for 30 years and the Axalta technology is impressive. It's different from 30 years ago – when you match colours these days, the computer does all the work. I can tell you, Axalta is very good. We get a lot of support."



Tony Fulgrabe (centre) with the Pattons team

RECOGNITION AWARDS

40
YEARS**STANDOX**

Masis Body Works CROWS NEST, NSW

30
YEARS**AXALTA**

Pattons Paint & Panel NORTHAM, WA

SPIES HECKER

G&C Body Works SLACKS CREEK, QLD

CROMAX

Swansea Smash Repairs CAVES BEACH, NSW

25
YEARS**AXALTA**

Habib Bros Truck & Car Smash Repairs AUSTRAL, NSW

STANDOX

Perth Panel & Paint OSBORNE PARK, WA

SPIES HECKER

Ace Smash Repairs LEETON, NSW

20
YEARS**STANDOX**

Brett Tainsh Smash Repairs ARANA HILLS, QLD

SPIES HECKER

Mannum Crash Repairs MANNUM, SA

CROMAX

Franks Body Works NORTHGATE, QLD

Phil Johnson Smash Repairs MT PRITCHARD, NSW

15
YEARS**STANDOX**

Astoria Motors & Body Works BENTLEIGH EAST, VIC

Trilogy Smash Repairs ALEXANDRIA, NSW

SPIES HECKER

Dendy Auto Panel Beaters BRIGHTON EAST, VIC

Hudson's Panel Beaters PITTSWORTH, QLD

T&J Smash Repairs YENNORA, NSW

CROMAX

Aero Paint Australia HORSHAM, VIC

ER McNamara's Smash ST PETERS, NSW

Kawana Panel & Paint NORTH ROCKHAMPTON, QLD

40
YEARS

MASIS BODYWORKS



The team at Masis Bodyworks

Masis Bodyworks, a 200-square metre repair shop employing six people, was established in 1972 by brothers George and Greg Tachjian. Now owned by their four sons, they say they know how to run a business, pointing out how their efficiency, quality of work and customer relationships keep them alive.

"The vehicles are becoming more complex to repair and we need to be constantly training staff to keep ahead of expectations," says one of the sons, Raffi. "In addition, our costs are increasing."

From the very beginning, the family committed to Standox, having been loyal customers for more than 40 years.

"Our customers expect it," says Raffi. "We've had reps from other brands approach us and say they have a cheaper alternative. We know we could be paying less for paint but Standox is an exceptional product and it's what our customers expect."

30
YEARS

SWANSEA SMASH REPAIRS



The team at Swansea Smash Repairs

Swansea Smash Repairs, south of Newcastle, has been working with Axalta from 'day-one' – about 30 years. Barry Gibbins has been working with the business for 28 years and has owned it since 2009. In late 2018, Swansea Smash took on Adam Collins as a business partner to further move the company forward.

The business repairs between 10 and 15 cars a week and has one spray booth, and Barry says it's important his team is on the ball and everything is running to plan.

"We've got three permanents and a casual in the panel shop, and we have a painter and a casual in the paint shop. We don't have a lot of competition. About 75 percent of our jobs are insurance work; we're in an industrial area so we don't get drive-through business."

Barry says he's always received impressive support from Axalta.

"We were with Spies Hecker until a few years ago when we moved to Cromax. It was an easy move – Axalta has always been able to help us sort out any problems."



XTREME BRILLIANCE.



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The Xtreme System opens an entirely new world of exceptionally fast process times. What's more, it's extremely economical in terms of energy consumption. With the Xtreme System it's possible to dry at 60°C, 40°C or even at 20°C. Depending on your shop's workload, you can choose between extremely fast drying, with high throughput, or extremely low energy consumption.

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