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THE ULTIMATE FINISH

ISSUE 22 OCTOBER 2018

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Your Passion.
Our Coatings.

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**AXALTA SERVICES
SUPPORT
BUSINESSES
TO THRIVE**

**NEW AUDURRA
AND SPIES HECKER
PRODUCTS**

**GREEN STAMPING
- THE WAY
OF THE FUTURE**

**JUSTIN WALSH'S
RACING PASSION**



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**

Your Passion. Our Coatings.

Here at Axalta, we know that our coatings are often the final shining step in your passion project – be it a custom restoration, new machinery, racing car or rowing boat.

The vast array of different applications for Axalta products featured in this issue exemplifies how versatile our products are.

This issue celebrates “Your Passion. Our Coatings.” through a range of amazing things our customers have achieved using Axalta’s products, and we continue to be impressed by your achievements.

Improving environmental sustainability is a growing concern for many businesses, and we are pleased to feature Wise Crash Repairs and Butch Bennett Crash Repairs on Pages 4 and 5, who have been recognised for their sustainability initiatives with Green Stamp Accreditation. We'll see more and more businesses striving to improve their environmental footprint.

On Page 10 we show how you can use Axalta’s fantastic product range in the growing classic car restoration market. While on Pages 20 and 22, you can see how the new range of Audurra and Spies Hecker products make your work quicker and cleaner.

We’ve listened to you, our readers, and we’ve introduced some tips to assist you to run your bodyshops more efficiently and safely. On Page 21 we describe how to establish effective Standard Operating Procedures (SOPs) – designed to get the most out of your staff, while keeping them engaged in the development of core processes.

Sincerely,

Steven Brett
Managing Director
Axalta Coating Systems



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Going Green

SMART SOLUTIONS EARN TOP GREEN STAMP RATINGS

The auto repair industry faces plenty of challenges when it comes to embracing eco-friendly practices. However, with an increasing awareness of environmental issues and recognition of the benefits to both the business and the broader community of 'going green', accreditation programs like Green Stamp are taking off.

With chemicals in use and broken parts and packaging to be disposed of, automotive repair workshops have the challenge to meet growing environmental concerns.

But this is all changing, with refinishers and collision repairers increasingly looking for opportunities to leverage sustainable practices. This is making environmental accreditation programs, such as the Green Stamp, a core priority for businesses.

The Green Stamp Accreditation Program is being driven by the Motor Trade Association (MTA) and insurers, in an effort to recognise and shift the impacts the automotive industry can have on the environment, while encouraging businesses to come up with innovative solutions to these issues. By rewarding 'eco-minded' businesses with the Green Stamp, this program encourages workshops to go above and beyond, and implement smart strategies to solve complex environmental problems. When you see that Green Stamp, you know you're dealing with a business that takes their responsibility to future generations seriously.

“Environmental accreditation programs such as Green Stamp are as much an asset to the business as they are beneficial to the environment.”

Here at Axalta we have been proactively working with our customers on sustainability initiatives. Axalta Services' training equips repairers with the strategies they need to meet their sustainability goals, such as achieving Green Stamp Accreditation, and develop their environmental management skills.

One of the tools taught to businesses who participate in the training is eco-mapping, a process that enables them to hone in on the environmental impacts their workshop might be having on the planet.

By drawing up a birds-eye-view map of the business site, it's possible to identify the areas where the most water and energy are used, and where waste is generated. Owners and



staff can then use this information to come up with solutions, such as reducing energy use by installing LED globes or limiting waste by exploring new recycling options.

In the process, the workshop also becomes more efficient, and owners find they make financial savings too, as wasteful habits are curtailed and energy and water bills decrease.

With sustainability becoming an ever-pressing concern in customers' minds, environmental accreditation programs such as Green Stamp are as much an asset to the business as they are beneficial to the environment, enabling them to promote themselves as an eco-conscious shop.



To find out more on how to achieve Green Stamp Accreditation scan the QR code or visit www.greenstamp.green



What is the Green Stamp Accreditation Program?

Run by the MTA in each state and territory, the national Green Stamp Program recognises and encourages the efforts of businesses who go above and beyond in their sustainability initiatives. The program aims to:

- Raise awareness of environmental impact in the automotive industry
- Encourage innovative solutions to environmental issues in the workshop
- Reward 'green-minded' businesses who strive towards sustainability
- Shift consumer perceptions.



Eco-mapping draws a birds-eye-view map of the business

Wise Crash Repairs, SA

Proactive in their 'green thinking' for the past three decades, Wise Crash Repairs in South Australia exceeded their own expectations when they were awarded a rare Level 3 Green Stamp accreditation for their outstanding sustainability accomplishments.

The family-run business, founded by Alan and Sue Wise in 1979, is one of the largest in the Murray Bridge area. Assistant Manager and son Trevor Wise says that sustainability has always been a key focus, and their long-term environmental action plan has evolved over time to include plastic and metal recycling, LED lighting, and waste reduction.

Axalta customers for 18 years, Alan and Trevor have switched to the Spies Hecker Permahyd Hi-TEC water-based paints, and recently installed a new, more efficient USI Italia spray booth. They then decided to pursue Green Stamp accreditation.

"We were already actively meeting a lot of the criteria," says Trevor, who used eco-mapping to pinpoint further improvements. "Once we installed a new solar panel system, we went through the audit process and achieved the highest Green Stamp accreditation, Level 3."

The award underscores the high standard the family has set for their company - Trevor serves at board level for Carcraft SA, and has utilised Axalta's Services' program to strengthen and streamline their business operations.

Wise Crash Repairs will continue to go above and beyond in its sustainability efforts, with more initiatives – including collecting rainwater for use in the wash-down area – planned for the future.

Butch Bennett Crash Repairs, SA

Butch Bennett is proof that it is possible to be environmentally responsible in the crash repair trade, despite the raft of challenges that might be in your way.

Butch established his crash repair business in the Clare Valley, South Australia more than 35 years ago, and was aware of his ecological footprint from the start. In pursuit of Green Stamp accreditation, his collision repair facility has implemented responsible disposal, reusing and recycling of parts and chemicals.

"All old panels, bullbars, radiators, condensers, and batteries are loaded onto our tow truck and taken to a scrap metal yard," says Butch.

"Radiator coolants are collected, and reclaimed air conditioner gas is collected and reused through our re-gassing machine," he adds.

They also collect leftover paint and thinners, which are cleaned in their recycling machine to make gun wash thinners. Hazardous waste is minimised, thanks to the use of the water-based Spies Hecker Permahyd Hi-TEC range.

Their quest to reduce the ecological footprint of the shop doesn't stop at waste disposal – they are also mindful of their energy use.

"The workshop produces a lot of power through our 200 kW solar panel system, and we have recently fitted LED lights in the workshop and the spray booths," says Butch.

"We are very conscious of the waste that goes into landfill, knowing the breakdown cycle is massive, and we would like to know we have done the right thing for future generations to come."



Michael was a popular friend and colleague

Michael Barrie

SO LONG, FAREWELL

It is with heavy hearts that we announce the passing of long-time Axalta employee Michael Barrie in April this year.

Michael was with Axalta for 27 years, as QLD Technical Consultant. He was instrumental in building the business in the Pacific Islands, Fiji, Papua New Guinea, Samoa and American Samoa for the last 10 years.

An automotive painter by trade, his technical knowledge of automotive and aviation products and training skills were outstanding, and his professionalism was admired and valued by colleagues and customers alike.

“He spoke his mind, which was good,” said friend and colleague Michael Venner. “He was a likeable guy – the joker of the team and he was so full of energy.”

Michael was a valued member of the Axalta team and his contribution to business was significant for his customers.

“He was a likeable guy – the joker of the team and full of energy.”

Michael had a notable impact on growing the Axalta market in his region, including Fiji.

“Michael added value to our business with his extraordinary technical skills. He helped us be acquainted with the products offered to us by Axalta, once we were appointed as distributors for the brand in 2016,” said Zainal Haroon, Director of Classic Paint and Hardware Supplies Fiji.

“We developed a great friendship in these two years and I would always pick his brains to know more about the history of the brand, the products and the industry globally. I have always believed that you have a lot to learn from someone with Michael’s experience, as he could not only educate you about the innovative products which Axalta is renowned for in the industry, but also tell you a bit about how it evolved,” Zainal continued.

“Michael was a good man, a great professional and a very positive friend... his energy was infectious wherever he went. Michael’s long history with the Fijian market includes one of his finest achievements which was overseeing the transition from PPG to Cromax (then known as DuPont) for Asco Motors Fiji. Toyota vehicles are immensely popular with the Fijian people and Asco Motors dominates almost every segment in the automotive industry. His work will always be remembered and appreciated by people in the automotive industry,” Zainal concluded.

Michael was always passionate about cars.

“He was always tinkering,” said Venner. “He used to look after his kids’ vehicles and his garage at home was like a workshop, he loved working with cars.”

Michael and his wife June enjoyed travel and adventure. They took a three-month European trip for his long service leave. They also took trips to northern Australia, outback driving and four-wheel driving.

He will always be fondly remembered as a good friend and an all-round great guy.

Michael leaves behind his wife June and children Ashlee, Aaron, Steven and Kristen.

Stanley's Panel Works

ACHIEVING I-CAR GOLD

It is widely recognised that ongoing training is vital in the collision repair industry to remain on top of the latest technologies and advancements. Axalta customer, Stanley's Panel Works, located in North Queensland, has dedicated significant time and financial investment to ensure they remain at the forefront of their industry. The team was recently rewarded for their hard work when they achieved I-CAR Gold Collision status.

"Modern day crash repair technology is rapidly changing and evolving. It is critical to be aware of and up with the latest trends and repair methods. To deliver the absolute highest standard of repair, investment in training must be undertaken. I-CAR Gold Class reflects the commitment of Stanley's Panel Works and, more importantly, their team members, to further develop their skills and their ability to deliver excellence in collision repair," said David Leszczewicz from Stanley's Panel Works.

I-CAR is a car training organisation that works directly with companies in the refinishing industry to collaboratively develop, and then deliver, training programs that provide workers with the skills to repair cars safely, to the latest standards and technological requirements, while promoting efficiency and best practice.

Director OEM & Industry Relations at I-CAR Jason Trewin said: "Stanley's Panel Works in Cairns made the commitment to achieve I-CAR Gold Class two years ago, and have recently received their accreditation. It's fantastic to see a front-runner in the industry setting the standard for all those to follow and by achieving I-CAR Gold Class, Stanley's Panel Works join an elite group of repairers to be recognised with this certification."

This unique approach benefits not just the repairer shops, but also insurance companies. By working with the latest

manufacturers' information, assessors and repairers are on the same page and it helps to ensure that expectations are in alignment. There are also measurable benefits that help to improve business for repairers and assist in encouraging return business.

Stanley's Panel Works has dedicated significant time and financial investment to ensure they remain at the forefront of their industry.

"The training provided by I-CAR improves shop turnaround times," says I-CAR Training Coordinator Gary Wood. "Through improved knowledge and efficiencies, businesses are achieving notable improvements to cycle times and vehicle throughput. Repairing a vehicle to look as good as new is no longer the only priority; vehicle integrity and ultimately the safety of the customer are major considerations for any repair. Incorrect repairs can reduce a five-star crash rated vehicle to three stars or less. Our training helps the repairer to understand the importance of safe and quality repairs."

This is not an achievement that is easily reached – of the approximately 3,000 shops registered with I-CAR, only 16 have achieved Gold Class status to date.

Territory Business Manager - Stephen Morris

Technical Consultant - Geoff Stringfellow

Distributor - Wholesale Paint Group

Paint System - Standoblu



Stanley's Panel Works' team achieving gold

Pinnacle Paint Supplies

SUPPORTING UMINA SURF CLUB ROWING BOAT

A passion for surf lifesaving and community has seen Axalta distributor Craig Wilding, of Pinnacle Paint Supplies, jump on board with the rowing team at Umina Surf Life Saving Club, providing sponsorship and a paint job to give them a competitive edge.

Craig was originally approached to support the Open Women's and Under 19 Men's rowing crews at Umina, and he didn't hesitate – especially as his two sons row at the club.

With Axalta's philosophy of 'Your Passion. Our Coatings.', Craig says he was confident that the refinishing range, from the basecoats to the final clear-coat, would be up to the task and could withstand the tough conditions the fibreglass boats would encounter.

Craig says being able to utilise the latest scientifically engineered products from Axalta has greatly assisted both teams. Appearance, performance and corrosion protection are all important in competition, and Axalta coatings offer superior durability, are lightweight and are abrasion resistant, giving Umina's teams the competitive edge.

"Using the most advanced coatings from Axalta, we're helping the volunteers do what they do best – save lives."



The rowers have had great success at state and regional levels and, bolstered by the strong support of Pinnacle Paint Supplies, have competed on the international stage in a boat painted by Craig himself.

“The Axalta logo is on the oars, and our Pinnacle Paints logo is on the reverse, so it’s also a great advertising opportunity,” says Craig.

His decision to support the club boiled down to the great work they do in the community, he added, something he is passionate about as a dad himself. “We’re proud to work alongside such a worthy organisation,” he says.

“Through our sponsorship and protecting the boats and oars we’re helping the volunteers do what they do best – save lives!”

Photos by Richard Black.

Your Passion.
Our Coatings.



“Umina Stingers” dominating the waves



Ready for action Umina Surf Life Saving’s Boat Crew





Think Colour. Think Standox.

THE CAR RESTORATION MARKET IS GROWING

The prestige and classic car restoration market is a growing, lucrative business opportunity for repairers and restorers. Standox combines high-quality products with expertise in refinishing classic cars and comprehensive repair solutions. The range has highly advanced traditional and digital tools and colour documentation that helps perfection-seeking refinishers restore classic cars to their former glory.

Standox's Classic Colour Documentation allows bodyshops to show how a classic car would have looked with its original paintwork.

For many classic car owners, a flawless car body and paintwork is a key outcome of their restoration. However, the bodywork of old vehicles is susceptible to rust or ageing effects, such as colour fading. Even the smallest of scratches or dents can affect the car's appearance. Restorers and bodyshops are increasingly looking for ways to achieve a flawless finish to capture this growing market.

Step One – Determine the paint used

The first step is to establish what kind of paint has been used on the classic car. It is generally the case that the older the paintwork of a vehicle, the simpler its structure. Original classic car paintwork usually consists of one single coat of nitrocellulose paint. The Classic Colour Documentation allows enthusiasts to get an approximation of how their classic car would have looked with its original paintwork. It also provides insight into the colours available at the time. For more information on Classic Colour Documentation go to: www.standox.com.au/ClassicColourDocumentation

Today, these paintwork materials are a thing of the past and have largely been replaced by state of the art, environmentally friendly water-based systems, such as Standoblue from Standox, which is ideal for painting classic cars.

Step Two - Estimate the work required

Bodyshops looking to expand their classic car restoration, repair, overhaul, and servicing of classic cars, can access specialised tools (traditional and digital), support and documentation to meet the demands of the discerning classic car owner. Standox consultants offer expert assistance from how to correctly estimate the amount of work required, how to prepare, repair and protect historic cars to colour matching using the latest in colour retrieval software and Classic Colour Documentation, including a series of technical journals called Standotheks.

Step Three - Consult Standotheks before beginning work

Standotheks include invaluable know-how regarding all aspect of refinishing and includes "Prestige and Classic Cars". This journal gives owners and lovers of classic vehicles the chance to obtain detailed information on everything you need to know about the painting of classic vehicles from work estimates, substrate preparation when painting over old paintwork, colour matching plus winning and dealing with classic car owners.

Interested bodyshops can obtain further information on Standox Classic Color Partner that includes a step-by-step video on how to paint a classic car at www.standox.com.au/ClassicColorPartner



Scan the QR code to view Standothek - Prestige and Classic Cars.

Gary A Smith

CELEBRATING BIGGER AND BETTER PREMISES

The Christchurch earthquake could have spelled disaster for Geoff Smith and his collision repair business. Instead, he decided to make lemonade out of the lemons he'd been dealt, and built his dream panel shop in a fantastic new location.

The devastating earthquake in 2011 tore apart the city of Christchurch in New Zealand's south island, and Gary A Smith was no exception. The collision repairer, who had been providing residents of Christchurch with first class repairs and service for several decades, was left with premises that were uninhabitable after the quake.

Faced with the grim prospect of rebuilding, owner Geoff decided to jump on the opportunity to move onto bigger and better things. The recently upgraded facility now functions with a state of the art, energy efficient spray booth, complete with the eco-friendly Standox waterborne paint system.

"It's taken a few years for us to get here, but the new site has all the latest and greatest facilities – there's nothing else like it in Christchurch," Geoff says of their new premises.

Geoff's father, Gary, started the business in the late 1960s, and Geoff has continued the tradition of high-quality service and innovation since his father's retirement. Though the business draws on its many years of experience in the industry, it also embraces a modern and forward-thinking culture, bound by the motto: "Forget about the past, our future is coming."

As long-time users of the Standox paint range, Geoff says the quality of the product can't be beaten, delivering a reliable finish time after time. He particularly appreciates the

support Axalta has to offer – something that certainly didn't go unnoticed as Geoff rebuilt the business following the earthquake.

"We got a lot of help and support from Paul at Axalta – they were amazing," he says of Paul Wake, Sales Director for Axalta Coating Systems. "Axalta have been really fantastic throughout the process of getting us back on our feet."

The new site has all the latest and greatest facilities – there's nothing else like it in Christchurch.

Today, the state-of-the-art shop is a manufacturer-approved collision repairer for prestigious marques such as Mercedes Benz, Volvo, Jaguar, Land Rover and BMW. They're also a registered structural repair centre of the NZ CRA, and preferred repairers for Holden, Suzuki and Hyundai.

They recently celebrated the opening of the new facility with an epic party, complete with a DJ mixing tunes from atop a hoist and graffiti artists letting loose in the spray booths.

Territory Business Manager – Aaron Baty

Distributor – RJP Panel & Paint Supplies

Paint System – Standoblue



Gary A Smith celebrating in style

Spot On Panels

NEW VENTURE FOR QUALITY REPAIRER

Spread over an impressive 7500 square metres, the newest addition to the Spot On Panels' group of collision repairers is in a class of its own.

Spot On Panels boss Vesco Jolevski, who opened his first shop in 1982, couldn't be prouder of his latest project in Deer Park, Victoria.

Boasting six spray booths, 12 preparation bays, 18 scissor hoists, six chassis aligners, four polishing bays, two massive storage rooms to neatly store parts trolleys, and the full range of Spies Hecker products, the new premises are clean, modern and, most importantly, enables the business to deal with a huge volume of work. These great facilities were part of the reason Spot On Panels were awarded the 2018 Best New Shop by *Paint and Panel Magazine*.

"We have to build big shops because that is what insurance companies are after. To stay in the picture, you have to deal with the big boys and if you don't spend the money to keep up with new systems, you're out (of the game)," Vesco says.

"I've been planning this shop for some time and construction began two years ago. It's been a long project, while I'm also running three other panel shops and have family and kids."

Over the last three decades, Spot On Panels expanded from one small shop in Sunshine to a thriving multi-site operator with sites across Melbourne's western suburbs.

From day one, the business has proudly used the Spies Hecker paint system, as "it's a good product that delivers a great result every time. We rarely have any issues with it and it helps us to achieve a good quality of repairs and workmanship."

"To stay in the picture, you have to deal with the big boys and if you don't spend the money, you're out."



The modern premises are designed to meet insurance needs



Spot On Panels expanded from one small shop in Sunshine to a thriving multi-site operator

Just as important as product quality is relationships, and the relationship that Spot On Panels has developed with Axalta over the last 30 years has enabled the business to grow with full support and training around the latest refinishing technologies.

The new premises, in Melbourne's outer west, are next door to their existing business, which will continue to operate.

The company also has two other collision repair shops in Maidstone and Sunshine North. Vesco estimates the new venture has cost around \$16 million but is already valued at \$26 million, and Vesco estimates "the land has probably doubled in value since I bought it".

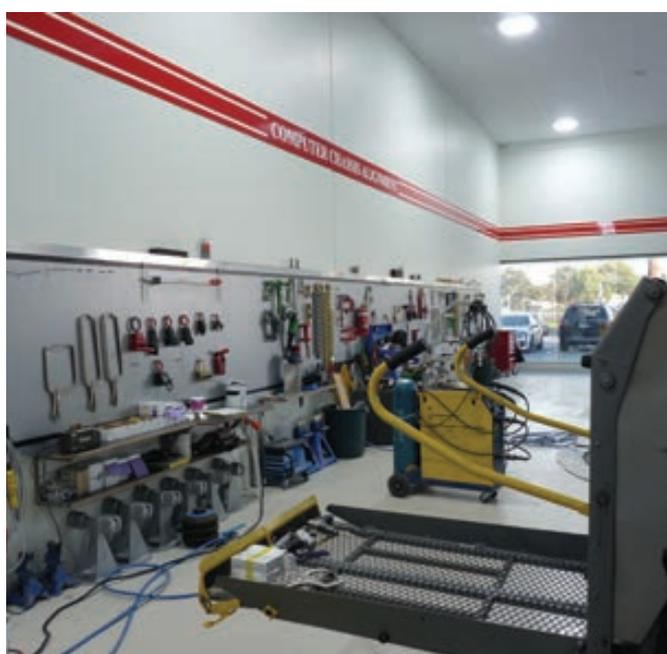
Congratulations to the team on their fantastic new premises!



The bodyshop is in a class of its own



The business has grown over the last 30 years



The premises are state of the art

"I've been planning this shop for some time and construction began two years ago. It's been a long project, while I'm also running three other panel shops and have family and kids."

Territory Business Manager - Michael Kirchner

Distributor - Automotive Paint Supplies

Paint System - Permahyd Hi-TEC



Steven Brett with Damage Control Accident Repair Centre, celebrating the 2017 Best New Shop Award

Damage Control Accident Repair Centre

REPAIRER TAKES TOP GONG

A stylish shop and superior customer service has seen Damage Control Accident Repair Centre win *Paint and Panel Magazine's* Best Large Shop in WA for 2018, in what has been a busy few years for Anthony Arnold and his crew.

After taking out the WA Best New Shop Award for 2017, Damage Control Accident Repair Centre went on to win the same award at the national level.

“We focus on performing high-quality repairs, which get the customer back in their car as soon as possible.”

Owner Anthony is no stranger to such accolades – his first business won Best New Shop way back in 2007. In addition to their much-deserved win, in late 2017 the company relocated from their Maddington premises, where they had been operating since 2005, to a state-of-the-art shop in Forrestdale, in the new Crossroads industrial estate.

They made the decision to move in an effort to realise Anthony's dream of creating a purpose-built facility that could become the foundation of a long-term sustainable business that meets the demand of insurance companies.

“I have realised the business I've been developing over 15 years by thinking about how I can meet my customers' needs,” Anthony explains.

It's a sleek, modern and customer-focused environment, and a poster shop for the industry, with only the best equipment and supplies – including the quality Spies Hecker refinishing range.

“We focus on performing high-quality repairs, which get the customer back in their car as soon as possible, having

the best experience possible,” Anthony continues. Having used the Spies Hecker range since 2016, Anthony says the products help give them the competitive edge in the market.

The new location incorporates Anthony's other business, DC Tyres, and also gives them exposure to some 25,000 passing cars per day, something that has helped grow the already successful brand.

Further expansion into another unit nearby has enabled Anthony to improve the efficiency of the shop, using the new space for larger tow-in repairs, while keeping the main workshop clear for smaller jobs to flow through freely.

For RAC alone, Damage Control Accident Repair Centre has been repairing around 100 driveables and 30 to 40 non-drives per month, averaging out at around 32 cars per week. With the paint department becoming more productive, Anthony utilises any lulls to bring the painters over to help the panelbeaters with stripping and fitting. The idea is that all the staff become multi-skilled to protect workflow. These achievements were recognised with a well deserved Best Large Shop award from *Paint and Panel Magazine*.

Territory Business Manager – Peter Kingsley-Rowe

Technical Consultant – Gerome Macri

Distributor – Global Autocoat

Paint System – Permahyd Hi-TEC

G&C Delaporte Auto Body Repairs

NEW APPROACH PAYS OFF

Significant investment and dedication to creating an efficiently run workshop has paid off for this family owned business.

G&C Delaporte Auto Body Repairs in Balcatta, Western Australia is a family affair in the truest sense – started by Graham Delaporte and his wife Carol in 1978, the operation is now run by their three sons Mark, Greg and Paul.

Graham's grandsons have now joined the business with the intention that the third generation will eventually take over the shop, as their fathers have done before them.

Such industry longevity is not due to luck. The Delaportes are dedicated to investing in their business to stay up to date with the latest technologies, paint and equipment.

They recently made a significant financial investment to ensure that they have the technology and expertise to repair the cars of the future.

"Although we had made some changes since we were established in 1978, we recognised that our equipment was getting old and it was time for an upgrade," explains Greg Delaporte.

"I consulted with a number of organisations and found most couldn't provide us with the services we needed and it was time for a change, so we moved to use Axalta Services and Spies Hecker products. We decided to redesign our workshop to include Lowbake ovens, preparation bays, new Car-O-Liner, welding equipment and 1Q1 Management System."

The Delaportes consulted with Axalta Services and worked closely with their consultants to ensure that the changes they made to their shop increased efficiency while maintaining the high-quality outputs expected by their customers.

"Axalta Services helped us to rethink how we do things."

In addition to training the team on implementing the new paint processes, Axalta Services has supported them to be more effective in a number of ways – which all add up to a better-run business.

"We have created a number of efficiencies by focusing on reducing the movement of vehicles and creating a better workflow. It is quicker for the repairer, who is able to move each vehicle into the next section without any hold-ups. Our booths are never empty and this has increased the vehicle outputs – everything is just faster," concludes Greg.

Territory Business Manager – Peter Kingsley-Rowe

Technical Consultant – Gerome Macri

Distributor – Global Autocoat

Paint System – Permahyd Hi-TEC



The Delaportes are dedicated to improving business



Justin Walshe

HARTS IN THE RACE

A passion for cars and motorsport racing has led Justin Walshe around Australia and New Zealand, delighting fans with speed and showmanship.

Justin Walshe, owner and director of Harts Automotive Paint Supplies, located on Queensland's Gold Coast, has long been involved in the business of cars. With over 23 years in the industry under his belt, including 18 years as the owner of his own business, Justin's passion for everything automotive is evident.

Harts Automotive Paint Supplies is a long-time distributor for Axalta Coating Systems – selling Cromax and Stodex to local bodyshops and the public.

However, in the early 2000s, Justin's interest in cars took on another level when he started his journey in motorsport racing at his local drag strip Willowbank Raceway.

Starting off in an entry level street car – a HQ Holden – Justin was bitten by the racing bug, clocking up a very respectable 10.2-second quarter mile at 130 miles per hour.

The standard distance of a drag race is 402 metres or 1/4 mile.

“Over the past 15 years, I have progressed through many different cars and various classes,” Justin explains.

“I have won a couple of national championships, won another half a dozen championships in South East Queensland and held and continue to hold a number of records on a national level and also at various tracks around Australia.”

These days Justin races three different styles of race car. Two being owned by Graeme Cowin, owner of Rocket Industries and Aeroflow Performance Products, with the third car being owned by himself and wife Karen.

The first and most frequently raced car by Justin is known as a Nitro Funny Car, with which he competes right across Australia from Perth to Cairns and anywhere in between in a National series known as “Outlaw Nitro Funny Cars.”

This series is purely built around the “show” aspect with all cars having their own character names and interaction with the fans being the highest of priorities. At any given event it is not uncommon for the drivers to sign thousands of posters and hero cards and spend plenty of time talking with fans.

The city races see grandstands full with over 10,000 fans while the rural tracks he visits seem to have half of the town there crammed in to see the action.

The funny car that Justin races in this series is known as “The Terminator” which is based on a 1969 Camaro body constructed of carbon fibre. These bodies are mounted to a chrome molly chassis and are powered by a supercharged V8 hemi engine that drinks some 40 litres of nitro methane per run.

These cars scorch down the quarter mile in just 5.4 seconds and reach speeds of 270mph in that short distance. Nitro Funny Cars are famous for their unpredictability and roof high flames from the exhaust which has left many a smile on the faces of the delighted fans.



Did you know?

A funny car is a type of drag racing car that has a tilt-up fibreglass or carbon fibre body. The chassis is often custom made and the motor is placed front of the driver.

The cars look similar to the road-version of the car, however that's where the similarities end!

Your Passion.
Our Coatings.



Justin suited up and ready to race

Justin is frequently found behind the wheel of a "Nitro Altered" car called Berzerk, again owned by Graeme Cowin.

These cars are more of an old school throwback to the days gone by of hot rodding and drag racing. They are shorter in the wheel base than the funny cars and predominately have an open body style. The Nitro Breathing supercharged Hemi engine propels these wild little cars down the quarter mile in just 5.8 seconds at speeds of up to 245mph.

"I have a love of cars and the bug just bit me - I had a taste of competitiveness and nothing was going to stand in my way of having a crack."

Justin's personal car is known as a "Top Alcohol Altered". While this car is still very new and has not seen the track much due to other racing and business commitments, the car has shown great potential. Its performance levels of 5.6 seconds per quarter mile at 245mph make it the fastest Alcohol Fuelled Altered in the world with a lot more to come.

As a paint distributor, Justin is in a unique position to supply the paint for all three cars plus organise the painting.

"Axalta's vast product range has always suited our needs for that 'fast' finish," he says.

If you are out at the track and have the chance to see these cars in person, make sure you stick your head into Justin's pit area and say hi. He will be all too keen to give you a tour of the pits, cars and race transporters. Well worth the look.

Territory Business Manager - Steve Morris

Technical Consultant - Jason Farrow

Distributor - Harts Automotive Paint Supplies Gold Coast

Photos by Dave Reid dragphotos.com.au



**Your Passion.
Our Coatings.**

The Donric Group has grown

Sunbury Coaches

GAINING A COMPETITIVE EDGE

When Richard Baird and Don McKenzie started their small school bus business back in 1980, they never imagined the phenomenal growth the company, Donric Group, would achieve.

Starting with just eight vehicles as Sunbury Coaches, the business soon expanded to include touring coaches and began offering route services in Sunbury, VIC in 1982. The Donric Group was then formed and has since grown to include Bacchus Marsh Coaches, Organ's Coaches Kyneton and the Gold Bus Ballarat, along with the original Sunbury Coaches, with more than 300 buses and coaches in their fleet.

"We've been using Imron Fleet Line for more than 18 months. It's a lot easier to use than previous paints we've tried."

Tim Baird, Richard's son, now manages the company bodyshop, which employs four staff who are responsible for the maintenance of all the buses across the entire fleet. From minor repairs through to full resprays and refurbishments of older buses, Tim and his crew rely on the Cromax range to keep them ahead of the game.

"We've been using Imron Fleet Line for more than 18 months, and we haven't had any dramas with it, we're very happy," says Tim. "It's a lot easier to use than previous paints we've tried."

Tim says the one-and-a-half coat system has helped the shop become more efficient, and the added bonus is they use less paint, while still achieving the premium appearance and outstanding performance they've come to expect from the products.

While Bacchus Marsh Coaches, Sunbury Coaches and Organ's Coaches Kyneton all use white vehicles with their individual company decals, the star of the show is definitely the unique Gold Bus Ballarat.

The bus was painted using the Imron Fleet Line clear-over-base system, using the Centari 6000 as the metallic base and the Imron EL500 for the clear coat, with stunning effect.

"There was a lot more work involved in spraying the clear-over-base for the Gold Bus, compared to other vehicles, but you get that standout finish compared to the standard white coaches," says Tim.

The Donric Group plans on remaining at the forefront of the transport business into the future, with operations as diverse as government contracts and school tours, through to the glamorous Gold Bus ensuring they have the upper hand on their competition.



Gold Bus Ballarat

Territory Business Manager - Michael Kirchner

Technical Consultant - Matthew Carlin

Distributor - Jefferson Paint Supplies

Paint System - Imron Fleet Line by Cromax

Your Passion.
Our Coatings.

The two wheel articulated tractors are designed and built for Australia's sugar industry

Agri-Con Equipment

QUALITY START-UP THRIVES

Agri-Con Equipment is an Australian success story – a family-run business that innovatively meets the needs of farmers by providing quality, reliable farm equipment designed and built in Australia that outlives all its competitors.

In 2016, Cameron Greaves launched Agri-Con Equipment, a Bundaberg-based start-up that designs and builds quality agriculture equipment for the demanding Australian market. Within the first two months they sold \$2.5 million worth of equipment.

“We build articulated trucks for the sugar industry that provide high performance and longevity.”

As a contract farmer, Cameron was tired of low-quality equipment breaking down constantly, costing money and valuable time while maintenance repairs were undertaken. To respond to the identified gap in the market, Cameron, along with his wife Jenna, father Paul and brother Ben, decided to bring a high-quality product to the market – which included everything from the design of the vehicles to the paint finish.

“I was sick of low quality products. We cover a lot of ground during 24-hour operations and the machinery was constantly breaking down. We decided we would do the research and development and got the best people from around the world to develop high-end equipment for the larger farming businesses. These are premium products, with the best of everything for longevity. The paint was the same way, we needed the paint to meet the needs of the machine.”

The new machines are painted with Axalta's Nason Industrial range, which provide a durable finish.

Before Agri-Con Equipment launched its innovative hauling equipment, sugar farmers were using field tractors to tow trailers, which are 30% less efficient and also the life expectancy one-third of an Agri-Con truck.

“It's a niche market,” Cameron went on to explain. “We build articulated trucks for the sugar industry that provide high performance and longevity. We have also allowed for driver comfort, providing air-bag suspension, so the drivers are more than happy to do a long shift, rather than trying to do the same work in a tractor.”

Not satisfied in developing one product, Agri-Con Equipment has responded to the needs of other types of farmers, recently releasing a trailer with a power pack that allows macadamia nut farmers to process their harvest in the field. Farmers move the trailer from field to field, eliminating the need to establish a processing shed in each field.

“We are manufacturing heavy duty Australian-designed and Australian-built machines that provide our customers with money savings as soon as they purchase the machine.”

The company is revolutionising the Australian Agricultural Industry, and will continue to grow to meet Australia's unique farming needs.

Territory Business Manager - Stephen Morris

Technical Consultant - Mick Venner

Distributor - Inspirations Paint Bundaberg

Paint System - Nason Industrial



Audurra Range

NEW AUDURRA PRODUCTS

Axalta continues to expand its Audurra range of refinish non-paint consumables to now include safety glasses, masking film, a disposable spray gun cup system and nitrile gloves.

NEW



Audurra's products are tailored to provide superior performance through innovation and technology. The latest products on offer from Audurra exemplifies Axalta's commitment to help bodyshops meet their productivity, safety and efficiency goals.

Safety Glasses

These modern eye-protection glasses bring safety, functionality, quality and design together to meet the rapid advances in the industry. The lightweight, metal-free Audurra Safety Glasses have a wrap-around curve lens design with flared lateral temples for additional comfort. The clear lenses are scratch resistant with an anti-fog coating for additional safety, making them ideally suited for general bodyshop use.

Audurra products provide time and cost efficiencies.

Masking Film

Audurra's plastic film masking sheets are a translucent, high-density polypropylene film designed to protect vehicles from paint bleed-through and overspray during the painting process, helping to reduce time and labour required for paint masking.

The film comes in a standard size of 4.8m x 120m inside an easy-to-dispense cardboard box.

Disposable Cup System

Audurra's disposable cup system is a simple solution to the time-consuming process of continuously cleaning air spray gun cups or mixing cups. The cups save time, reduce paint usage and exposure to harmful fumes and chemicals, while minimising mess and the necessary clean up between jobs.

The system includes specialised reusable plastic mixing cups with flexible disposable liners and lids. The design enables a refinisher to mix paint in the cup on the scales then clip it onto the gun with a fitted adaptor, spray then throw away the used liner. The system includes various adaptors that fit most brands of spray guns. The cups are made of heavy duty polyethylene and suitable for both waterborne and solvent paints.

Blue Nitrile Gloves

Audurra's industrial high strength disposable Blue Nitrile Gloves offer superior performance for a variety of bodyshop applications and are a great alternative to latex gloves. The blue, powder-free, soft nitrile gloves are easy to recognise, puncture-and-chemical-resistant, and provide excellent durability and barrier protection. The gloves are ambidextrous in design with textured fingertips to provide extra grip for wet or dry situations.

To find out more about the Audurra range contact an Axalta distributor today or go to www.axalta.com.au/audurra.

Standard Operating Procedures

SOPs GET THE BEST RESULTS

An important aspect of any Quality System is ensuring that all staff members work to standard processes, which are captured in explicit Standard Operating Procedures (SOPs). This not only increases productivity but also reduces mistakes. SOPs ensure that everyone follows the same rules, as often each person has a slightly different idea of the “right way” of completing a task.

SOPs are a set of clearly written instructions that outline the steps or tasks needed to complete a job or operation.

The instructions should be brief and written simply for ease of reading and understanding. They are designed so that each step can be completed the same way to the same high standard with no defects.

SOPs provide bodyshops with many benefits, including:

- Standardised work methods
- Elimination or reduction of waste
- Training materials for new employees to reduce induction time and for staff education
- Evidence of compliance to quality standards, safety and environmental standards
- Visual aids for ease of comprehension.

SOPs should be specific for your bodyshop and reviewed regularly to identify and implement improvements. Many bodyshops have existing SOPs in place that have not been reviewed for years, causing employees to disregard them as irrelevant.

A review of SOPs could be triggered by new equipment, repair methods, products and processes, or changes in the vehicle technology.

The most effective SOP documentation reflects the current state, and not an aspirational or perfect state of business.

“SOPs should be developed specifically for your bodyshop and not set in stone, but subject to improvement and change.”

Successful SOPs are also developed in consultation with employees, as they are the people that will work the process every day, and they know best what works — and what doesn't!

“We work with bodyshops to implement solutions that drive productivity and profitability,” said Robin Taylor, Axalta Services Manager. “Our consultants help bodyshops operate to their fullest potential through the understanding and development of strong Standard Operating Procedures that are relevant and specific to the bodyshop. Using a collaborative approach model with highly visual cues such as posters, each team member will operate to best practice to maximise results, time and again.”

Tips for Effective Standard Operating Procedures

- Make them short or put them in bullet form.
- Print them in poster format and hang them up in the relevant work areas.
- Make them visual and use pictures wherever possible.
- Display **GOOD SHOW / POOR SHOW** where appropriate. Show visually what is acceptable and an example of what is not acceptable.
- Conduct random audits to ensure the procedures are being followed.
- Seek improvement ideas from your staff and review each SOP regularly.



Spies Hecker Range

HS SPEED SURFACER 5500



Based on innovative technology, the new Permasolid HS Speed Surfacers 5500 with ultra-fast air-drying properties and Priomat Reactive Pretreatment Wipes 4000 have been designed to significantly speed up work processes.

The surfacer is easy to apply, requires no flash off times and is ready for sanding after just 20 to 40 minutes air drying at ambient temperatures. In addition to the short drying time, the surfacer, once dry, provides refinishers with a very smooth surface helping to deliver an optimal substrate for subsequent base coat application.

Permasolid HS Speed Surfacers 5500 is available in white, grey and black. It should be mixed with the special Permasolid Speed Surfacers Hardener 3550 in a ratio of 1:1 and can be reliably applied in two to four spray passes without intermediate flash-off. The surfacer not only offers very fast air drying, but can also be force dried.

The wide application possibilities make Permasolid HS Speed Surfacers 5500 and the Priomat Reactive Pretreatment Wipes 4000 suitable for use on small damage repairs, for Speed Repair and also for partial resprays. The system is of particular interest to bodyshops aiming for higher throughput and who want to avoid bottlenecks caused by surfacer drying times. Their use can significantly increase the bodyshop's overall productivity.

For more detailed product information and to see an application video, please visit www.spieshecker.com.au/speed-5500.

Maxine Colligan

FOCUSING ON RUSSIA IN 2019

As WorldSkills Australia's Gold Partner, we congratulate Maxine Colligan from Campbelltown TAFE, NSW for her outstanding achievement at the 2018 WorldSkills National Championship for Vehicle Painting. The competition was held at Skills Show Australia 2018, from 2 - 4 June at Ultimo TAFE in Sydney.

"For more than ten years Axalta has mentored and nurtured up and coming talent with product training, providing exposure to the latest work practices and techniques, problem solving, development of teamwork and leadership skills," said Paul Polverino, National Training Manager for Axalta.

Maxine excelled in the competition as runner up to Kaine Corpuz, QLD. She now has her sights set on competing on the international stage, where she hopes to represent Australia at the 45th WorldSkills International Competition in Kazan, Russia, 2019.

"We are very proud to support exceptional young Australians like Maxine and provide them with opportunities for growth in the field of automotive refinishing," says Paul.



Maxine during the Skills Show Australia in June 2018

RECOGNITION AWARDS

30
YEARS

SPIES HECKER

Butch Bennett Crash Repairs CLARE, SA
Eastern Shore Bodyworks MORNINGTON, TAS
Erin Panel Works ERINA, NSW
Walker Crash Repairs PROSPECT, SA

CROMAX

Terry's Bodyworks PENGUIN, TAS

25
YEARS

AXALTA

BT Ryan Smash Repairs MATRAVILLE, NSW

STANDOX

Proudlove's Smash Repairs WEBBERTON, WA

SPIES HECKER

Mid Mountains Smash Repairs LAWSON, NSW

20
YEARS

STANDOX

Jack Hillermans ARTARMON, NSW
Parker Smash Repairs HARDEN, NSW

SPIES HECKER

Brady's Body Works COOPERS PLAINS, QLD
Melbourne Panel Repairs SOUTH MELBOURNE, VIC
Perre Bros Smash Repairs WOLLONGONG, NSW
Romano's Smash Repairs Canning Vale CANNING VALE, WA

CROMAX

Mick Young's Smash Repairs KALLANGUR, QLD

15
YEARS

SPIES HECKER

Albion Park Smash Repairs ALBION PARK RAIL, NSW
Illawarra Collision Repairs UNANDERRA, NSW

10
YEARS

AXALTA

Trayco Metal Fabrication INVERMAY, TAS

STANDOX

Mark Scott Classic and Customs WILLUNGA, SA

CROMAX

Connors Welding Works GRACEMERE, QLD
Exclusive Mechanical & Smash Repairs SMITHFIELD, NSW
M E Dale Crash Repairs ST MARYS, SA
Main Street Smash Repairs BEENLEIGH, QLD
Regency Autobody Repairs BENTLEY, WA

30
YEARS

WALKER CRASH REPAIRS



Brothers Sean and Mark Walker

Walker Crash Repairs, in Prospect, South Australia, was founded in 1976. A real family business, the bodyshop was started by brothers John and Greg Walker. Today, the bodyshop is run by John's sons Mark and Sean. The team at Walker Crash Repairs is celebrating 30 years with Spies Hecker.

The brothers are continually looking for ways to improve efficiency, and the Spies Hecker range is always evolving and remains as effective and efficient as ever for them.

"The product is always consistent and there have been some new products come out in the range recently that are really great and have enabled us to speed things up and reduce energy costs, while still delivering high-quality outcomes that looks really good as the finished product," says Mark.

30
YEARS

BUTCH BENNETT CRASH REPAIRS



Butch Bennett Crash Repairs

Butch and Todd Bennett have been operating their collision repair business in South Australia's gorgeous Clare Valley since 1981.

From humble beginnings with just two employees, they have grown to become leaders in the local industry – Butch was the first repairer north of Adelaide to set up a computer quoting system, and implement a jiggling system for chassis alignment.

At their state-of-the-art, purpose-built workshop they now employ 12 staff, including Butch and his wife, and their vision is to provide the most modern and advanced vehicle repair facilities in the state.

"We have used Spies Hecker for over 30 years and haven't found any other paint system as good as it," says Butch.

"The colour matches are very good, the finish is extremely good and the water base is user-friendly and environmentally friendly," he adds.

Butch says the Spies Hecker range keeps the painters happy, as they enjoy knowing their job will be completed successfully with a high-quality finish.

Ready to Win the Race

– with the new, ultra-fast HS Speed Surfacers 5500.

COMING
SOON



Finish first with the **NEW** Spies Hecker Permasolid® HS Speed Surfacers 5500 and Priomat® Reactive Pretreatment Wipes 4000. We are talking race speed, with an impressive air-drying performance that allows sanding after only 20–40 minutes. The winning result, a smooth surface that guarantees exceptional gloss hold-out after top coating. And when combined with Permasolid HS Speed Clear Coat 8800, it achieves a flawless, vivid finish. www.spieshecker.com.au 1800 292 582



Scan to view the
5500 Video

Hi-TEC
Performance

Speed Repair

Spies Hecker – simply closer.



An Axalta Coating Systems Brand