

# THE ULTIMATE FINISH

OCTOBER 2015 ISSUE 16



## Punch One

Solar Car takes on Australia.

### INSIDE THIS ISSUE

**Sustainability is at the Heart of Axalta**

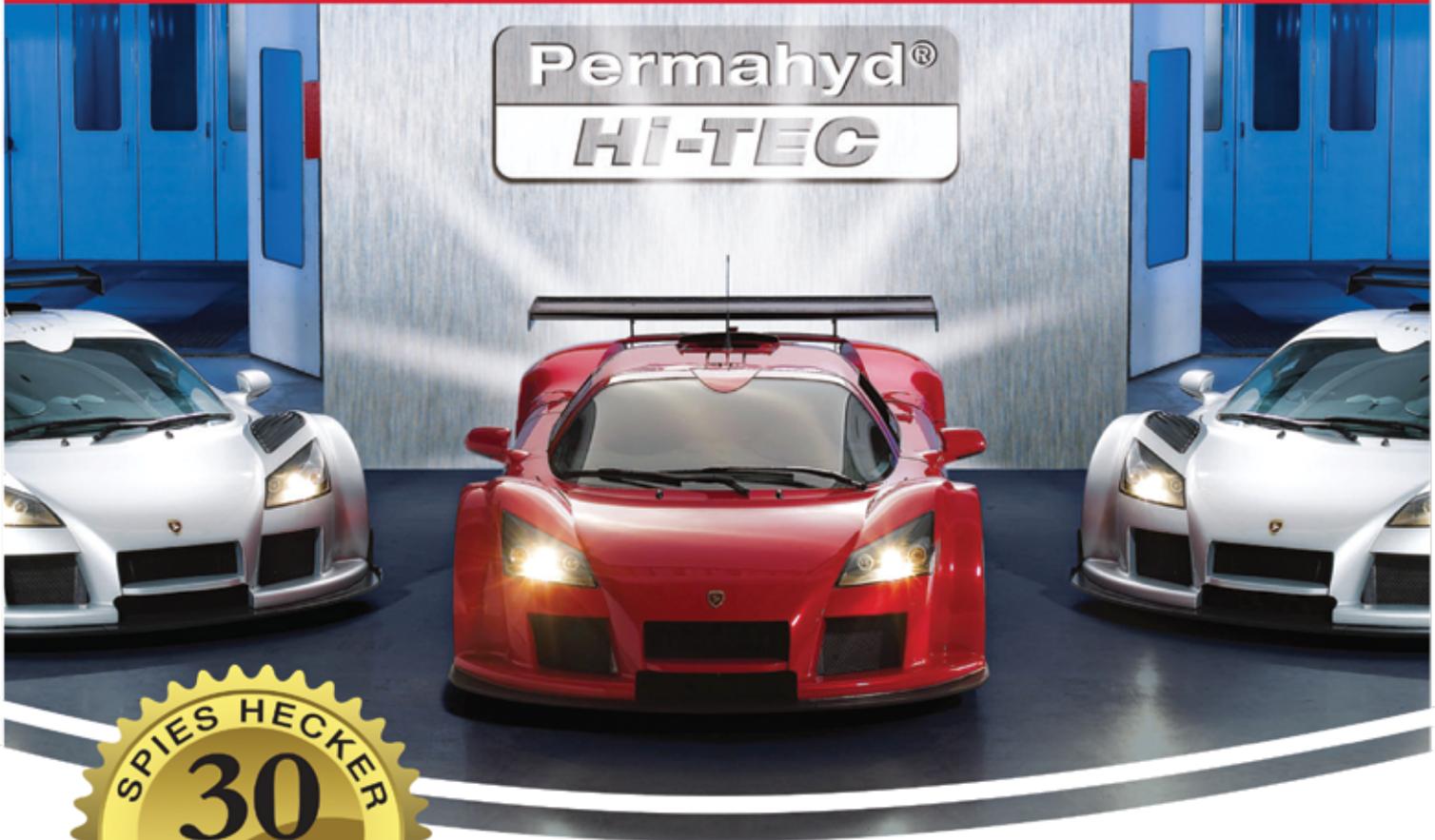
**How Pre-LEAN can Transform your Business**

**Practical Tips for Summer Refinish Work**

**Standex Celebrates 60 Years of Innovations**



# The innovative waterborne system



For over 30 years, Spies Hecker has been evolving to meet the ever-changing needs of refinishers in Australia. Our advanced, innovative Permahyd® Hi-TEC waterborne basecoat range is testament to this: one-and-a-half coats is all it takes to completely apply the Hi-TEC basecoat, eliminating any intermediate flash-off period. After a brief final flash-off, you're ready to apply clear coat as the final step in a process that is efficient, timely and cost-effective. Once you've seen it in action, you too will know the benefit and value of Permahyd® Hi-TEC.



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AN AXALTA COATING SYSTEMS BRAND

Spies Hecker – simply closer.



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## Message from the MANAGING DIRECTOR

Welcome to another issue of The Ultimate Finish magazine.

In this issue we continue to celebrate some exciting milestones for 2015.

Standex turns 60 and we reflect on how the brand has evolved over the years and how the focus remains on innovation, with the launch of the new e-learning portal - MiKEY. This comprehensive e-learning programme allows refinishers to learn on the go, where they need it most.

Spies Hecker celebrations resume, with the focus on four more shops that enjoyed the journey with us since the launch back in 1985.

Axalta's focus on sustainability is highlighted in this issue. One of our key beliefs is the importance of sustainability: sustainability of our products, of our customers' business models, and of our industry overall. We strongly believe that a forward-thinking, innovative approach and our commitment to embracing new and sustainable technologies will allow us to evolve and thrive.

I read with interest the cover story on the Punch Powertrain Solar Car. This is innovation and sustainability working together to push the boundaries. The 2015 World Solar Challenge is being hosted in Australia (18-25th October) and we wish all the participants a very successful race.

Our re-branded Refinish Performance Management (RPM) team continues to excel; working closely with our collision repairers to ensure they are leading the way with industry-best practices, such as Pre-LEAN and LEAN. We recently assisted one of our customers, SmashCare, when setting up a rapid repair shop – helping to ensure the processes are in place to take the business forward.

Meanwhile, we continue to bring you the latest information on new product releases, new distribution partners and success stories from many of our customers.

Of course, our success wouldn't be achievable without the ongoing support of our valued customers and distributors.

From where we're standing, the future of Axalta looks bright. Enjoy reading this issue!

Sincerely,

**Steven Brett**  
Managing Director  
Axalta Coating Systems



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**COVER PHOTOGRAPHY** View of Punch Powertrain Solar Team's car.  
See page 6-7 for more information.

Published for and on behalf of Axalta Coating Systems by Solutions Outsourced.

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# UNLOCK PRODUCTIVITY + PROFITS HOW PRE-LEAN CAN TRANSFORM YOUR

## SUPPORT TEAM REBRANDS AS REFINISH PERFORMANCE MANAGEMENT

1.

Our business support consultancy has rebranded as Refinish Performance Management (RPM), in place of the programme previously known as Axalta Business Services.

“We work with our customers to implement solutions that drive productivity and profitability in their bodyshop, so we have chosen this new name as it better reflects our focus on performance,” said Ken Catford-Potter, Strategic Services Manager.

“It’s only a name change, so the components of the programme itself remain unchanged and existing customers will simply be rolled over into RPM. Our services will still include personalised consulting and coaching, training courses on ‘best practice’ procedures using Pre-LEAN and LEAN concepts, industry networking opportunities, and access to tools that

can help improve the way you market and manage your business.”

The RPM team is already busy planning the next National Business Council (see page 26 for more details). “This event is a great opportunity to talk to like-minded bodyshop owners and managers,” Ken adds.

If you are interested in registering in the Refinish Performance Management (RPM) programme, contact your local Refinish Performance Management Consultant, visit [www.axalta.com.au/rpm](http://www.axalta.com.au/rpm) or contact Axalta directly on [axalta-information@axaltacs.com](mailto:axalta-information@axaltacs.com)



EDUCATION



COACHING



TOOLS



PERFORMANCE  
GROUPS

Pre-LEAN is a consultation programme that focuses on all aspects of operation within a bodyshop. It is designed to help support businesses in putting fundamentals in place to foster a successful and profitable enterprise.

The programme covers blueprinting, parts management and production management/controls and according to Robin Taylor, Refinish Performance Management (RPM) Consultant, they are the “three core aspects that every shop needs to have in place, to run their business effectively.”



2.



3.

# BUSINESS

4.

## What our customers are saying about Pre-LEAN and LEAN:

"I wanted to thank you for the sensational LEAN course you held last week. I learnt so much and realised how much transforming we still have to do! We're very excited about learning these new methods and ideas to put into practice. We appreciate all your help and time and look forward to growing in the future with your much appreciated knowledge."

- Shannon Baird, Managing Director,  
Regency Auto Body Repairs in Bentley, WA.

## 1. Blueprinting

In collaboration with your RPM Consultant, you review your processes regarding getting the vehicle into your system. "This is about stripping down and identifying all of the damage and all of the parts required to enable a vehicle to be repaired," Robin explains. There are often issues that are hidden or can't be readily seen, so this evaluation aims to help you thoroughly identify all components of the job up front. "This allows you to hold off on putting the vehicle into production until you have all the parts needed," Robin says.

## 2. Parts management

After all parts have been identified, collision repairers need to order parts and ensure availability, so you can avoid putting the car in production prematurely. This core programme helps you to create a process to order parts, receive parts (ensuring they're correct and not damaged) and mirror match parts, to ensure a smoother repair process. "You might order a bumper bar, for instance, and when it arrives, it's prepped and painted – and it's only when it's fitted that you realise it's the wrong bumper bar. This can be quite a common and costly mistake. The concept of mirror matching ensures that they're right early in the process, so you don't get these issues at the end," Robin says.

## 3. Production management/controls.

Reviewing this segment of your business allows you to maximise productivity and efficiency, as it is all about "knowing how much work you need to get into your system each week and booking the right amount of work into the shop," Robin says. "If you can only process 25 vehicles a week, there's no point bringing in 40 cars. Bringing in the right amount of work to match your resources and then having the right systems for scheduling the work through your shop, allows each car to flow through the shop in the shortest possible time."

The definition of LEAN is "doing more with less," but we broaden this definition to include "doing good with less resources – materials, energy, pollution – to achieve ultimate sustainability."

Achieving these three operational efficiencies may seem like a daunting task, however, help is at hand via Axalta's Pre-LEAN and LEAN programmes, which assist bodyshop owners to achieve their goal of a long-term sustainable and profitable business.

1. Collaboration helps drive productivity and profitability
2. Robin Taylor Presenting Pre-LEAN Course, Adelaide
3. Identifying all areas of damage is an important part of the process
4. Pre-LEAN - Success is in your hands



## LEAN

### Doing more with less

LEAN is a process of identifying and eliminating waste, whilst still achieving the ultimate goal, customer satisfaction!

## Pre-LEAN

### Preparing for a LEAN transformation

Pre-LEAN is an interactive course, aimed at preparing a bodyshop for LEAN transitions ahead. Collision repairers learn strategies to increase performance by understanding the principles behind production planning and work scheduling, which ultimately reduces bottlenecks, leads to reduced cycle times and improves profitability.

MORE THAN JUST A PHILOSOPHY

**SUSTAINABLE;**

**VISION, ACTIONS, FUTURE**



At Axalta Coating Systems, sustainability isn't simply part of our business; it's an integral philosophy ingrained into everything we do. The following is a selection of Axalta's sustainability objectives and projects, which all fall under our broad philosophy that a sustainable vision and sustainable actions will lead us towards a sustainable future.

**"...sustainability must be about productivity and profitability as much as it is about effects on the environment and society more indirectly. We find that doing the right thing in the right way helps us increase productivity, lower costs, increase worker safety and helps our customers lessen their consumption of resources and impact on the environment."**

Charles Shaver  
Chairman and CEO



### Forward-Thinking Innovations

Our scientists and engineers worldwide are dedicated to developing responsible coatings and application technologies to make our products sustainable from the research and development (R&D) stage.

China's R&D network is leading the way globally, with purpose built laboratories that include an R&D Centre and Global Color Laboratory, Powder Coating Laboratory, plus two laboratories in Changchun and Shanghai that are dedicated to supporting the development and improvement of coatings for our OEM customers.

Today, Axalta's R&D capability builds on the more than 1,800 patents with the purpose of making our products sustainable and to help efficiencies in bodyshops, including:

- Waterborne coatings: Low VOC emission in production and application, with energy saving coating application methods.
- High solid solvent-borne coatings: Lower VOC emissions in production and during application by OEMs.
- Powder coatings: No VOCs or targeted hazardous air pollutants.

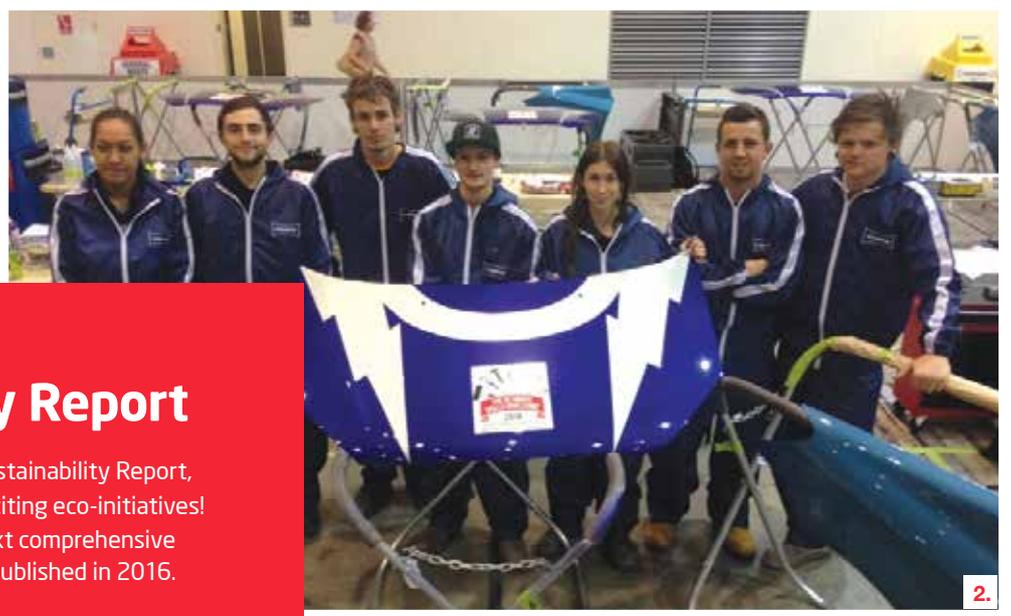
1. Charles Shaver and Yao Wen at the Mother River Protection Donation Agreement signing ceremony
2. 2014 WorldSkills Regional Champions
3. Punch One Solar Car

## Cromax Supports the Punch Powertrain Solar Team's Car

In 2015, Cromax partnered with Punch Powertrain Solar Team in Belgium. They applied and applied the eye-catching bespoke Cromax colour paint formulations for the special solar car - called Punch One - which was built by a team of 16 young electrical engineering and electro-mechanics students. The team came third in the European Solar Challenge in October 2014 and third in the inaugural Abu Dhabi Solar Challenge in January 2015.

From 18-25 October, the team will be competing at the 2015 World Solar Challenge in Australia. The race will put Punch Powertrain Solar Team's latest car, against 30 other teams from 19 different countries, on a journey that covers over 3,000km between Darwin and Adelaide. If you would like to know more about this exciting race go to [www.worldsolarchallenge.org](http://www.worldsolarchallenge.org)





## Sustainability Report

Look out for our upcoming Sustainability Report, highlighting all of Axalta's exciting eco-initiatives! Last released in 2014, our next comprehensive Sustainability Report will be published in 2016.

### Waterborne: Living the Values

Our global CEO, Charles Shaver, lives and breathes Axalta's passionate commitment to sustainability through waterborne – and it shows. Under his leadership, the introduction (and constant evolution) of waterborne paint technology has become a core of our sustainability movement, with our patented Eco-Concept process representing one of the most advanced waterborne coating processes today. Its application reduces investment and operation expenses by an estimated 20% and can lower energy use and emissions. We recently opened a waterborne plant in Germany and another in Shanghai, further demonstrating our commitment in this field.

### The Mother River Protection Project

We practice what we preach at Axalta, which means sustainability is ingrained not just in our philosophies, but also in how we behave as employees. In 2015 Axalta joined the "Mother River Protection" initiative, organised by the China Youth Development Foundation. Axalta will donate 1,000,000 RMB (approx. \$AUD 225,000) over three years to this vital environmental sustainability project, while Axalta staff members will volunteer their time to help to build an 'Axalta Forest,' planting trees along the Yellow River and Yangtze River headwaters. This will not only contribute to water resource protection, but will also support ecological awareness in China.

### Sustainable Technology Education Project

Axalta is committed to sustainability on a global scale, with programmes such as the Sustainable Technology Education Project, which commenced in 2013 and supports academic excellence in the field of sustainable technology. As part of the programme, Axalta:

- Provides scholarships to students at China's top materials science and chemical engineering universities
- Holds periodical campus Tech Talks hosted by Axalta scientists and
- Partners with universities for co-op programmes.

## Initiatives in Australia

### Sponsor of the Sustainability Awards

To encourage sustainable growth of our industry, Axalta aims to reward collision repairers who don't just think about today, but who actively think about everyone's tomorrow. That is why Axalta has proudly been a long-time sponsor of the annual Sustainability Awards with Paint & Panel Magazine, which recognises refinishers with a sustainable business model that will stand the test of time.

### Partnering with WorldSkills

Axalta are proud to announce the signing of a two-year contract as Principal Category Partner with WorldSkills Australia. This will involve mentoring and nurturing up and coming talent with product training, exposure to the latest work practices and sustainable techniques, problem-solving strategies, teamwork development and leadership skills. Our passion for the industry means we are committed to supporting events and initiatives such as WorldSkills, which promote the industry's sustainability and longevity.

### Refinish Performance Management

Our support service, Refinish Performance Management, also echoes our commitment to a sustainable industry, by delivering a series of programmes and courses to help bodyshops run their businesses more effectively and efficiently.





# WHO IS CELEBRATING SPIES HECKER -

With a commitment to innovation and new technology, Spies Hecker continues to inspire loyalty and a strong fan base throughout Australia. In this issue, we celebrate a number of clients who have been on the journey with Spies Hecker Australia since the very beginning.

In the vehicle refinishing industry, Spies Hecker is renowned for being ahead of the pack in regards to ongoing advancements in technology.

As a result, Spies Hecker's lasting and loyal customer base appreciates the brand's depth of reputation and proven track record, while also benefitting from a series of tech-driven evolutions over the years.

These include the launch of the waterborne paint system over 20 years ago, in 1994; the introduction of the Permasolid HS 275, a one-stage top coat series that delivers high productivity and an exceptional finish; and the launch of Permahyd Hi-TEC in 2013.

Here, we're celebrating a number of collision repairers who have been loyal Spies Hecker Australia users since day one: Cummins Crash Repairs in Cummins, South Australia; Andrew Paterson Crash Repairs in Alice Springs; Cartrek Aust (trading as Re-Car Aust) in Footscray, Victoria; and ACE Crash in Portland, Victoria.

The refinishers highlighted on these pages represent just some of our many 30-year customers, located throughout Australia. We're proud to have established so many lasting relationships and look forward to sharing the journey with our long-term and newer customers for many years into the future!

1. Terry Skipworth (Skippy) standing next to vehicles he has restored and painted
2. Andrew Paterson standing outside his bodyshop



## Cummins Crash Repairs, South Australia

Terry "Skippy" Skipworth, owner of Cummins Crash Repairs, is such a loyal fan of Spies Hecker that he's continuing to use the paint range well into semi-retirement!

Located in the Eyre Peninsula region of South Australia, around 650km west of Adelaide, Cummins Crash Repairs has been servicing the local community since 1970.

Owner Terry Skipworth says they've used Spies Hecker coatings since the brand launched in Australia 30 years ago, and they've stuck with it over the years, as they've always achieved excellent results with minimal fuss.

"People have tried to get me to move to other products," he says. "But I find it to be a very good system to use, so I stay with Spies Hecker."

Earlier in 2015, Terry made the decision to move into semi-retirement after more than four decades in the collision repair industry.

"I needed a sea change, so I bought a work shop at Port Neill, around 75km away from Cummins," Terry says.

"I'm starting a restoration shop and I'm taking Spies Hecker with me!"

## Apology

In our April 2015 article Spies Hecker – celebrating 30 years in Australia, we mistakenly referred to former Spies Hecker General Manager Michael Preece as Mike Pearce. We apologise for this error.

# 30 YEARS WITH US? SIMPLY CLOSER.

## Andrew Paterson Crash Repairs Battling the elements in the Northern Territory



If you would like to know more about practical tips on refinishing in extreme climates whilst still achieving outstanding results turn to page 23.

For Andrew Paterson Crash Repairs in Alice Springs, having the right refinish product can make all the difference between a quality result and a mediocre finish. That's why he's proudly used Spies Hecker to help him battle the elements in the Northern Territory for three decades and counting.

It is well known in the refinish industry that your specific requirements as a spraypainter are dictated by a number of unique factors, including your location, your business model and your regional climate.

Case in point is Alice Springs, where Andrew Paterson Crash Repairs is located. Here temperatures routinely climb to 35 degrees Celcius (and higher) in the summer months and on top of that the nearest major city is 1,500km away!

Owner/operator Andrew Paterson jokes that a car can get baked "just sitting out the front of the workshop" during summer, which is why he's proudly been using Spies Hecker paints for three decades.

More recently, he made the move to waterborne, as it stacks up in all conditions, including the desert.

Andrew's business had specific refinish needs – namely, their paint system needed to be able to withstand the harsh, hot conditions of the Top End's climate - that is when he decided to be one of the first to install Spies Hecker's Hi-TEC paint system in the Northern Territory.

"We were one of the first in the Northern Territory to use Spies Hecker when it was first launched in Australia," Andrew says.

"We've been using Spies Hecker ever since because we know the product well. At any time, we can ring up one of the reps in Adelaide or Spies Hecker directly if there's an issue, and the problem will be quickly solved. You stand by the product, so we stand by you."

**SPIES  
HECKER**

WHO IS CELEBRATING 30 YEARS WITH US?  
**SPIES HECKER - SIMPLY CLOSER.**



**Cartrek Australia, Trading as Recar Australia, Victoria**

Having used Spies Hecker for almost three decades, Cartrek Automotive Australia – which recently rebranded to Recar Australia – has long been impressed by the paint system’s “quality and versatility.”

Established in 1953, Recar was created to provide high quality repair and refurbishment services to trucks and trailers in Sunshine, Victoria. Cartrek Automotive Australia has since bought out Recar, while also rebranding its passenger vehicle repair business to the same name.

The collision repairer uses Spies Hecker on passenger vehicles, alongside Imron Fleet Line from Cromax for commercial vehicles.

“We’ve been using Spies Hecker since 1985 and it’s been great over the years. The commercial vehicle range has also been fantastic,” explains owner Bob Jones. “The versatility of it is perfect for the different applications we’ve got, which includes commercial vehicles and cars, and incorporates everything from straight colours to metallics and pearls.”

Cartrek faces many unique challenges and Bob explains that Spies Hecker have played a substantial role in helping the business overcome a range of issues.

“Keeping up with the latest colours is always a challenge. When new colours or new vehicles come, Spies Hecker always have their field staff look after us, which is great,” Bob says.

“The training staff are really good – Bill Gray has been fantastic. They’ve standardised our methods throughout our five branches and now everyone’s on the same page. If someone in Townsville has a problem, they can call Melbourne and generally, because we’re using the same products and same methodologies, we can help them out from different locations. That has been a huge benefit to our business.”



**ACE Crash Repairs, Victoria**

After commencing their business relationship with Spies Hecker in June of 1985, Ace Crash Repairs have remained loyal customers to this day – and it’s for a very good reason, according to owner Trevor Bullock.

“We’ve never had any problems with Spies Hecker and when you find a good product, you stick with it,” Trevor says.

When Trevor and his wife Karin originally launched their business in 1976, they had their panel beating and painting areas together in one workshop.

“We soon realised that our refinishing section needed to be separate from the panel beating area, so we built a prep and paint section and installed a spray and bake oven in 1985,” he says.

“We were introduced to Spies Hecker paints by Bill Lavence, who at the time was the owner with Stork Industrial, and we were one of the first shops in the western district to go this way. Our painters had very few problems adapting to the new refinishing method.”

The loyal long-term Spies Hecker user continues to operate Ace Crash Repairs out of the seaside township of Portland, located around 360km west of Melbourne.

His business will celebrate 40 years next year and we’re proud to confirm that from the moment Spies Hecker launched in Australia, Trevor has been on the journey with us.

“As time has passed and the vehicle industry has changed, so did our panel and paint shop, along with Spies Hecker and our distributor, Adelaide Crash Supplies,” Trevor adds.

“We have had a great relationship with insurance companies and our customers over almost 40 years, and this is only achievable with good and dedicated staff, supporters and suppliers.”

3. LEFT TO RIGHT: Bob Jones (Business Owner) and Cameron Jones

4. ACE Crash Repairs’ team





# SMASHCARE VIRGINIA LAUNCHING NEW PREMISES IN BRISBANE

Passionate about processes and technical training, multi site operator SmashCare is celebrating the opening of the latest addition to its portfolio, SmashCare Virginia.

Based in Brisbane, SmashCare has branches throughout Queensland, New South Wales and Victoria. In the second half of 2015 they launched their newest premises in Virginia, around 10km north of Brisbane's CBD.

SmashCare started as a single-site business in 1982 and has "grown from there," explains Andrew Stoddart, regional manager for SmashCare Queensland and New South Wales. Over the years, owner Vaughn Pappin's goal of SmashCare becoming a national repairer has been realised with 10 branches across Australia, and the employment of almost 200 personnel.

Their Virginia site, was built "primarily to do volume-based vehicle repairs for rapid turnover, based on an agreed repair cost and agreed volume," Andrew says.

"We've got a number of shops working under this model with various insurers already, including our other site at Brendale (in the Moreton Bay region). We started the process of operating under this type of business model 10 years ago with Suncorp."

They have been using the Spies Hecker Permahyd Hi-TEC paint system for around 18 months, which they transitioned to in order to "gain a competitive edge," Andrew explains. "We've been really happy with the results so far."

SmashCare are also customers of Axalta's Refinish Performance Management programme, having completed several modules of the Pre-LEAN and LEAN programmes as part of their arsenal for future growth.

"I've done the 5S course and also Kaizen," says Andrew. The aim of the 5S programme is to help participants organise their workspace for efficiency and effectiveness, while LEAN Kaizen – which means 'continuous improvement' – is a methodology that helps to eliminate waste and boosts efficiency.

By incorporating Pre-LEAN and LEAN philosophies into their culture, SmashCare have recognised that it "all comes down to process," Andrew says. This has played a significant role in helping them setting up a rapid shop with a sustainable business model, such as their new premises in Virginia.

"Once you start to orientate on process, you can start to push volume with less hassle," Andrew says. "It means you can work on pull production rather than push production, which is a huge advantage."

**National MSO Manager** - Michael Kirchner  
**Technical Consultant** - Danielle Allen  
**RPM Consultant** - Robin Taylor  
**Distributor** - Brisbane Refinish Supplies - Archerfield  
**Paint System** - Permahyd Hi-TEC

- 1. Front of SmashCare Virginia's premises
- 2. SmashCare Virginia's reception
- 3. Assessment bays



1.



2.



3.

# STANDOX CELEBRATES 60 YEARS OF INNOVATIONS



Standex is recognised around the world as one of the most high profile, premium brands of refinish paint systems. Our brand has helped to shape the industry with pioneering refinish paint products, services and technologies. This evolutionary path has ensured that Standox is synonymous with high quality and is why we are proud to celebrate our 60th anniversary of innovation in 2015.

Standex's story began when Dr. Kurt Herberts developed the innovative paint and gave it a name that combines two words: "Stand" from Standoil, a derivative of refined linseed oil (a raw material in the paint's production), and "ox" from oxidative, to signify drying. By the 1950s Standox paint had evolved into a refinish product range. Its success was driven by strong colour matching with OEM colours, and the slogan 'The Art of Refinishing' became the brand's signature.

Standex has evolved continuously in close cooperation with its customers. This relationship between sales partners and bodyshops, which remains a pillar of the brand's philosophy today, supported its growing market share and by 1960, the Standox logo, in its now-familiar design, began to be used on the pale blue bow tie background.

Today, the Wuppertal production facilities for waterborne paints are currently being expanded after major investment and will be launched in this year. Standox does not stand still, so a 60-year history of brand innovations is set to continue.

## The Art of Refinishing

Early on, Standox recognised that it was not enough to just offer good products. So supporting initiatives have also played an important role in its success, for example:

- Right from the start, it offered seminars and training courses for refinishers and bodyshop owners that led to qualifications.
- Most recently, the introduction of MiKEY e-learning in 2015 has allowed refinishers to gain qualification through a highly interactive, web-based learning tool.

## Pioneering product innovations

Over its 60-year history, Standox has launched materials pre-empting market needs:

- The metallic two coat paint (1968) made it possible to create new colours
- The introduction of the blending technique (1973)
- One Visit Application (1992) simplified many refinish work steps
- Breakthrough with environmentally-responsible waterborne paint systems with Standohyd (1995)
- Standoblue (2010), the Standox flagship brand is the latest in cutting edge technology
- Introduction of Standwin iQ (2015) colour search programme improved colour management and accuracy
- Introduction of MiKEY (2015), a highly interactive, web-based e-learning tool.



4.



For more details visit [www.standex.com.au/60](http://www.standex.com.au/60)

1. Standox can evolution

2. & 3. A flavour of the early years

4. Founder Dr Kurt Herberts in his younger years



## OSBORNE SMASH REPAIRS

# INVESTING IN FUTURE GROWTH AND SUSTAINABILITY

1.

With a strong commitment to the sustainability and future growth of their collision repair business, Osborne Smash Repairs in WA has their eye firmly on the prize.

Michael Angi, owner of Osborne Smash Repairs, has recently invested significantly in the 40-year-old business, installing new booths and prep bays and overseeing a number of general workshop improvements and expansions.

Currently using the Standox solvent paint system, the next upgrade on his agenda is a transition to waterborne. Having used the Standox solvent range since 1999, the collision repairer is pleased with the results he is getting, but says he will upgrade to

Standoblu in the near future in an effort to further improve productivity.

“We’re a family-owned panel and paint shop – mum and dad started it in 1976 and then I took over around 2008 – and we’ve got more than 20 staff on the workshop floor and in the office,” Michael explains.

“Standoblu is the next step for us. We’ve been using Standox since ‘99 and we’ve never had a drama, so it’s a natural progression.”

Michael upgraded their premises recently and installed Spanesi ovens alongside six mini cooling benches, which lift vehicles to a better working height and allow staff to work more comfortably.

“I’ve gone for European-made ovens, for the fact that they should outlast me! We should get at least 25 years out of the European ovens and already they’ve sped up our processes substantially. The cars have gone

down from a 45-minute bake in a conventional oven to a 13-minute bake,” Michael says.

Increasing their productivity has allowed them to increase their vehicle throughput, and Michael expects that a transition to waterborne will further improve their efficiency and output. So, he has leased additional premises to expand the workshop site.

“The workshop is already 1,000 square metres but we’ve run out of space, so I’ve just leased another 450 metres for the strip and refit stages of the repairs,” he says.

It seems that business is booming for Osborne Smash Repairs, and with a focus on future sustainability and improving productivity, Michael is certainly committed to growing his enterprise.

### Service with a smile

“We like working with Standox and our distributor Park Automotive, since they’re just around the corner from us, and the product is really, really good. The service is great and the guys love working with the paint.”

- Michael Angi,  
owner of Osborne Smash Repairs



2.

**Technical Consultant** - Wade Magatelli

**Distributor** - Park Automotive

**Paint System** - Standox Basecoat

1. Osborne Smash Repairs' premises

2. One of Osborne's Spanesi ovens



2.



3.



1.



4.

# JACK HILLERMANS SMASH REPAIRS SMOOTH SAILING WITH STANDOBLUE WATERBORNE

Jack Hillermans Smash Repairs have been operating for 60 years, but they're not afraid to move forward with technology, recently transitioning to the Standex waterborne paint system, Standoblue.

**Distributor** - All Cars Paint Supplies - Sydney  
**Paint System** - Standoblue

Established in Willoughby on the North Shore of Sydney in 1955, Jack Hillermans Smash Repairs has a long and trusted reputation in the industry. They employ a skilled team of more than 25 professionals and restore all makes and models of new and prestige vehicles on their 2,000 metres squared, multi-level premises.

With high-end vehicles comprising the majority of their business, owner Jack Alajajian says it's imperative that they use the best quality materials and suppliers they can throughout the repair and refinish process.

As long-standing Standex users, they were pleased with the results they were getting with the solvent finish, but began investigating waterborne last year in an effort to stay at the forefront of new paint technology.

"We've been using Standex for over 20 years and we've always found it covers well," says Jack.

"However, waterborne is the way the industry is going at the moment, so we felt it was time to move across."

After testing the Standoblue paint system with the support of their distributor, All Cars Paint Supplies in Sydney, Jack and his team were convinced of its merits and made the decision to upgrade to waterborne.

The transition process was smooth and Jack says the benefits – such as time and productivity savings due to only doing one-and-a-half coats – were immediate.

"Once it's on, it's great and the staff really like [working with] it. There's also a quicker turnaround in actually painting the vehicle and the colour matching is excellent," Jack says.

"We've found that when it comes to the final finish, it's a much better result and the quality is fantastic."

1. Front of Jack Hillermans Smash Repairs' premises
2. Inside Jack Hillermans Smash Repairs' bodyshop
3. Storage and assessment bays
4. An Audi being restored



1.

# MASIS BODY WORKS VW KOMBI BROUGHT BACK TO LIFE

When a VW Kombi van rolled into Masis Body Works' Crows Nest premises, they were only too happy to restore the classic vehicle to her former glory.

A second-generation family business run by the Tachjian brothers, who operate the business after it was established by their father almost 40 years ago, Masis Body Works has been using Standox since it was first introduced in Australia.

"We don't compromise on quality or substitute with cheaper brands for primers or thinners, everything we use, from A to Z, is Standox," explains Harry Tachjian.

"That leads us to the VW Kombi that we worked on, which was fully restored. The whole job was completed using Standox and the final quality, as you can see, is excellent. It's a head-turner! Everyone who sees it says 'Wow!'"

The team didn't know what to expect when they began pulling the vehicle apart, with Harry explaining it was "like opening up a

can of worms. We stripped it back to bare metal after finding and removing two or three different layers of house paint on the car," Harry says.

When applying the new finish using Standox, they were able to reduce their labour output, as the One Visit Application method allowed them to trim idle time in the coating process and in the spray booth. This was important for a job of this size as "it's a big car," Harry says. "It's about double the height of a standard car, so getting a painter to apply the paint chews up a lot of time and materials."

1. LEFT TO RIGHT: George Tachjian, Raffi Tachjian, Jason Pringle, Ara Tachjian, Harry Tachjian and Kevork Kajakajian

2. Before restoration

3. After restoration



2.

**Distributor**  
All Cars Paint Supplies - Sydney

**Paint System**  
Standex Top Coat and Basecoat



3.

## What was used to restore the VW Kombi?

- Standox Epoxy Primer to seal off all repairs prior to priming
- Standox VOC System Filler to prime the complete body of the car
- Standox Non Stop Primer as a wet on wet primer prior to applying Top Coat
- Standox VOC Top Coat with VOC hardeners for both colours on the car.

## NOW AVAILABLE MIKEY

# BECOME A STANDOX REFINISH EXPERT WITH E-LEARNING

MiKEY, the Internet-based learning programme from Standox, allows technicians to complete training at your workshop using a PC, laptop or PC tablet.

All seven learning modules are structured and presented in a consistent format using videos, animated graphics and photos, which keeps the learning experience interesting. The modules can be paused and repeated at any time so everyone can study at their own pace and there are nine different language versions.

If participants complete the modules and achieve a pass rate of 80% or more, they become an e-certified painter. At the successful completion of the programme, participants will be invited to a hands-on Skills Assessment to become a fully certified Standox painter.

1.

**Benefits to your business:**

- Efficient and practical staff training
- Instant access to the latest developments
- Better working practices and improved results
- Flexible studying times
- Good value for money.

For more details visit [www.standex.com.au/MiKEY](http://www.standex.com.au/MiKEY)

# DEBBIE EVANS 20 YEARS IN THE INDUSTRY AND COUNTING



1.

1. Surprise 20th party for Debbie Evans (centre), Jim Crisp to her left and Janelle Crisp to her right

## Celebrating women in the automotive industry

Debbie Evans was working a four-day week in a bank when Jim Crisp, owner of Wallaby Crash Supplies, offered her a part-time role. That single day per week soon grew into a full-time position and this year Debbie celebrates 20 years in the automotive industry!

It was around 2001 that Debbie moved into a full-time position with the business, located at Wetherill Park in western Sydney, and today she is a key member of the team at Wallaby's, which employs a number of female staff.

"It's a very sociable job; I visit around 100 shops per week. My customers are fantastic and we've built great relationships," Debbie says.

"I hear about their ups and their downs, and what's going on in their lives. I've even been to one customer's wedding, and I've stayed friends with some customers who aren't in the industry any more."

Debbie says she's seen a lot of changes in the industry over the last two decades, and believes that women are becoming a growing force in the automotive trade.

"I think from way back when [I started] to where we are now, it's more women friendly and there are more women involved in the industry overall," she says.

"It's not always an easy job, and you do have to be thick-skinned and able to laugh and joke with the boys. Mostly they're respectful, but you have to have a sense of humour – otherwise, this industry is probably not for you."

Debbie, who celebrated 20 years with Wallaby Crash Supplies in 2015, adds that she is seeing more women enter the industry now than ever before.

"There are more female reps than there used to be and more women spray painters coming through," she adds. "You see the respect the guys have for the women in the industry now."

# WILSONS PANEL WORKS RENOVATED, REFRESHED AND RARING TO GO



1.

1. Wilsons Panel Works' bodyshop

The opportunity to acquire the building next door was the catalyst for Wilson's Panel Works in Toowoomba, Queensland to upgrade their premises and expand into new territory.

It was working with Scott Wiseman from Axalta's Refinish Performance Management that made Wilson's Panel Works, users of the Cromax paint system, realise they had room to improve in resourcing, planning and organisational structures," says workshop manager James McCallum.

Scott Wiseman, in collaboration with Scott Town (Technical Consultant - Axalta), and Alan Olive (Technical Rep - Brisbane Refinish Supplies), has assisted them with designing a workshop floor plan set up for 'smart' or fast-tracked repairs, which has lead into further conversations around creating efficiencies within their workplace.

"We've been working quite closely with Scott for the last eight months or so; after observing our operations for a day, he prepared some feedback in a report. We've taken his review on board and implemented some changes based on the suggestions he put forward to us," James says.

"The business that was originally beside us worked in furniture restorations and 2-pack kitchens, so it already had spray booths. There's been a fair bit of change to move it from their floor setup to a panel repair and paint shop layout, but we did it in manageable stages and the end result is fantastic."

Now that the expansion is complete, they are experiencing "a much easier workflow," James says, with the potential of increasing production levels when required.

"Next up, we will be taking Wilsons Panel Works through some Pre-LEAN courses, so they can implement some systems and processes to the take the business to the next level," adds Scott Wiseman.

**Technical Consultant** - Scott Town

**RPM Consultant** - Scott Wiseman

**Distributor** - Brisbane Refinish Supplies - Archerfield

**Paint System** - Cromax



# REGENCY AUTOBODY REPAIRS CROMAX 6000 FOR THE COMPETITIVE EDGE

Perth-based Regency Autobody Repairs are using Cromax 6000 – together with a suite of Axalta’s support services – to give their commercial car fleet collision repair business the competitive edge.

Regency Autobody Repairs was started around eight years ago, when Shannon Baird moved to Perth from Victoria to take over an existing repair and refinish business.

“Shannon started the business and I began working with Shannon about a year and a half ago,” explains Chris Bridge, who came on board as a partner in early 2014. “We’re a panel and repair shop that mainly does commercial car fleet vehicles and we’ve got seven staff.”

A spray painter by trade, Chris estimates that he would have sprayed around 10 different products. Out of all of them, the Cromax range offers the best coverage and is “by far the most user-friendly,” Chris explains.

“Tim, one of our other spray painters, would have sprayed around 10 [different brands] as well, and he agrees. The coverage of Cromax is just unreal and we love how easy and quick it is to apply.”

These benefits come in handy on the workshop floor, where accuracy and

efficiency is essential. To streamline repairs, they have also invested heavily in the sustainability and growth of their future, having completed an extensive six-month renovation that included installation of a new preparation and baking area.

“We have recently expanded to a second factory unit and purchased new spot welders, auto robot pulling/measuring systems and Master Booth ovens to help our growing business,” Chris says.

Their involvement with Refinish Performance Management (RPM), has also helped them to transform the business, particularly after they completed the Pre-LEAN programme.

“We’ve been working with Robin Taylor for about a year now and we’ve implemented a lot of changes. We’ve basically tried to take on every piece of advice that he’s given us, from the office right through to every process the boys follow now,” Chris confirms.

New practices include setting up an improved ‘Chart of Accounts’ to enable

better understanding of business performance, and setting regular sales targets to drive the business. Blueprinting, which helps repairers process vehicles more efficiently through their system, by identifying all of the damage and all of the parts required is upfront, is “something we practice a lot now,” Chris adds. “We’re focusing on following that to be as streamlined as possible.”

**Technical Consultant** - Wade Magatelli

**RPM Consultant** - Robin Taylor

**Distributor** - Park Automotive

**Paint System** - Cromax

1. Preparation booth
2. Spray booth and paint mixing room
3. Regency Autobody Repairs’ premises



Cromax®



1.



2.



3.

SWITCHING TO CROMAX PRO WATERBORNE

# HUMPHREYS AUTO REFINISHING

Humphreys Auto Refinishing in North Rockhampton, Queensland, is a recent convert to Cromax Pro, after a visit from Axalta's demo van showed them what results were possible.

Humphreys Auto Refinishing has been operating out of Rockhampton, around 600km north of Brisbane, for almost three decades. For this second-generation family business, colour accuracy in refinishing is not just important, it's essential, as it is the core function of their day-to-day work.

"We focus on paint at our shop, we do little panel work here," explains co-owner, Jonathan Humphreys.

"Our father started this business in 1986, then my brother Nathan and I took over at the beginning of this year. We were using a different water based system, but it was too slow and that's why we went to Cromax."

Before installing Cromax Pro, Jack says they were putting "five or six coats down and it was taking too long to dry."

Having already made the move from solvent to a competing water brand, they were convinced of waterborne's benefits.

They were, however, less than impressed with the results they were achieving, so began exploring other refinishing options.

A visit from Axalta's demo van in late 2014 allowed them to see the finish that Cromax Pro could achieve and the decision to install Cromax Pro was made.

"It's only my brother and I working here and originally he was a bit hesitant to change, but when he saw the demo van and what was possible he said, 'Hell yeah, this is way better!'"

"It's been really good, we've had excellent results so far. The colours are matching spot-on and we haven't had a bad colour yet. The clears dry quickly and we haven't had a single job where we've had to give it two coats, just one-and-a-half coats does the job. With Cromax, you more or less just clean your gun and it's ready to go."

## Service goes the extra mile

"The Axalta reps are really helpful - if you ring them with a question, they always come back to you quickly with an answer. Their customer service is really good, especially compared to what we were using before. We didn't even have a rep with our previous supplier!"

**- Jonathan Humphreys,  
Co-owner of Humphreys Auto Refinishing**

**Technical Consultant** - Jason Ryan

**Distributor** - Inspirations Paint Rockhampton

**Paint System** - Cromax Pro



4.

1. LEFT TO RIGHT: Co-owners of Humphreys - Jonathan Humphreys, John Cunningham and Nathan Humphreys

2. The front of Humphreys' premises

3. Colour library set up in paint room

4. Nathan Humphreys in spray booth

# NYMANS SMASH REPAIRS

## FLEET LINE EQUALS FLEXIBILITY

Established in 1977 by Bill Nyman, Nymans Smash Repairs has grown and diversified to become the largest regional commercial vehicle repair and refurbish centre in NSW. They work on a range of vehicles and equipment each week, which is why they rely on Imron Fleet Line to get the job done.

"We are a smash repair company, doing both heavy and light vehicles, so we do trucks, buses and cars along with caravans, motor homes, horse floats and livestock transport," explains Rick Vine, one of two partners – alongside Gary Fitzgibbon – who has recently joined the Tamworth-based business.

"We get involved in a lot of different government contracts with refurbishment, repaints of vehicles and repainting in fleet colours and so forth."

With such a varied workload, their main challenge is matching each unique job with the most suitable coating.

"One advantage we have with the Imron Fleet Line system is that it is a multi-leg system that can go between binders. This gives us a lot of different variations within one system, allowing us to match any type of work with the most appropriate coating," Rick says.

"The finish is excellent and we find that the results are great every time."

Citing the Imron Fleet Line paint system's "flexibility and ease of use" as the main

features of the range, Rick adds that the customer service from Axalta is another big advantage.

"We find our reps to be very helpful – if we have any questions, they're on the ground straight away to answer them, or they'll provide us with technical advice over the phone."

1. Nymans' shopfront after a repaint and new signage was installed
2. Body refurbishment and refit of a transport vehicle

**Technical Consultant** - Steven Viney  
**Distributor** - Southern Cross Paint Supplies (NSW)  
**Paint System** - Imron Fleet Line by Cromax

## NETWORKING AND KNOWLEDGE SHARING

# FLEETCARE CONFERENCE, BRISBANE 2015

Close networking and the opportunity to exchange ideas have been cited as the key benefits of Resene Automotive & Light Industrial's (RALI) 5th annual FLEETCARE Network Applicator Conference, held alongside the Brisbane Truck Show in May 2015.

RALI, Imron Fleet Line's New Zealand importer, had more than 20 delegates travel to Brisbane from New Zealand to attend the conference, which included plenty of time for network members to discuss industry trends and ideas.

A group discussion was held during the conference sessions, inviting delegates to talk about the issues that affect their daily operations. Effective inputs and actions were raised as a result, including the now-regular digital Network Newsletter, along with commercial-specific promotions.

An interesting Australian CV Repair Survey was also presented by Steven Brett, General Manager for Axalta Coating Systems, while Craig Marshall, RALI's New Zealand Commercial Manager, presented a New Zealand version of responses to the survey questions.

Delegates had the opportunity to get out and about during their visit. They visited Sikorsky Helitech's impressive Brisbane headquarters; a site visit that was kindly arranged through Axalta Coating Systems. The delegates also attended the Brisbane Truck Show, which gave the team a chance to see the latest industry innovations and global product launches within Australasia.

1. Brisbane Truck Show 2015
2. The Network visiting Sikorsky Helitech
3. Fleetcare Network members, Marty and Annie Jarrett from Marty Panelbeaters in Levin enjoy the Brisbane Truck Show





## MIXERS AUSTRALIA

# TRUCKS, TRAINS AND LIGHTHOUSES

1.

Brisbane-based Mixers Australia is not only the largest Australian-owned mixer manufacturer in the country, it's also one of the busiest, with a client base that covers everything from mining to marine maintenance.



2.



3.

Mixers Australia's primary business involves designing and building steel and aluminium concrete bowls and frames for mining, transport, logistics and marine industries, before refinishing them with Imron Fleet Line or Nason Industrial coatings.

"We're the largest Australian-owned transit mixer manufacturer in Australia. Our biggest opposition is Malaysian-owned and they make their mixers in Malaysia and have them shipped back to Australia, so our competitive edge allows us to offer a more specialised and tailored service, as we make our mixers right here in Brisbane," explains director and business founder, Luke Forbes.

Luke began his career in the industry 36 years ago, when at the age of 15, he started working with his father in the family business, Forbes Engineering.

That business was sold and eventually ceased operating, which prompted Luke to open Mixers Australia in 2001. He then took over the on-site paint shop, Northside Sandblasting, in 2003 when the contractor that was running the business left.

Today, Mixers Australia employs around 22 permanent staff and five contractors, while Northside Sandblasting has four staff.

Working on such complex jobs with a range of specific needs, they have found

the Nason Industrial paint system – which is formulated to be fast, versatile and easy to apply – to be more than suitable.

"The finish is fantastic and the high-gloss shine that we get on the mixers is great," Luke says.

"We're now doing trials with Queensland Rail, in conjunction with Scott Millington and the team at Brisbane Refinish Supplies. We just recently trialled refinishing a cabin on a train, so we're hopeful of a positive outcome."

Existing projects include manufacturing semi-trailer stainless steel mixers for Mount Isa Mines and AN (ammonium nitrate) 30 tonne storage bowls for Downer Mining.

While Northside Sandblasting sandblasts and refinishes projects for Mixers Australia, they also do outside work "for the likes of Superior Jetties and Australian Maritime Systems," Luke adds.

"We just recently worked with them to repaint the handrails and platforms on the Byron Bay Lighthouse, which was over 100 years old. They brought it up to us in pieces and we worked on each section individually, so that was a great project to be involved in."

1. Holcim 7.6 metre mixer
2. 7.6 cubic metre hydraulic mixer
3. 7.6 cubic metre hydraulic mixer at D & L Forbes Batching Plant

**Technical Consultant** - Glenn Holloway

**Distributor** - Brisbane Refinish Supplies

**Paint Systems**

Cromax Imron Fleet Line & Nason Industrial



# MORE THAN JUST A PRIMER

When it comes to industrial coatings, productivity translates into product versatility, optimal coverage and fast turn-around times. The Nason Industrial product range continues to evolve in meeting these demands and offers both versatility and value for the industrial market.

The latest product addition to the Nason Industrial range is 100C 2K DTM Primer, a 2K satin gloss, high film build epoxy mastic Direct-To-Metal primer.

It is based on Axalta's phenalkamine epoxy technology that results in fast and low temperature curing and a protected surface that can be re-coated or returned to service more rapidly. It also offers excellent anti-corrosion and anti-weathering properties, making it suitable for use on various substrates including properly prepared and primed steel, galvanised steel, aluminium (hard and soft), primed and un-primed fibreglass (also GRP and SMC), cured OEM coatings and polyester putties.

A unique primer 100C 2K DTM must be tinted prior to application when using Nason, Nason Industrial or Imron Fleet Line concentrated tinters. By tinting the primer, the overall solids content of the product is increased, allowing for effective coverage in fewer coats and ultimately driving down application costs. We have a range of colour support tools to help you select the best colour for your requirements.

This primer is ideal for use on commercial vehicles, construction machinery and agricultural equipment and is available through the Axalta distributor network.

1. Boomerang Engineer's white grain trailer
2. Corlar 100C DTM Primer Binder



**The 100C 2K DTM Primer can be used as:**

- A high performance epoxy mastic primer in a two or three layer coating system, which is so universal it can go over most substrates;

**OR**

- A single layer high performance internal coating for almost all surfaces (universal), which can be coloured to produce a quality of finish that does not need a topcoat.

## MEZZANINE FLOOR BUILDERS CORLAR IS THE IDEAL PAINT



When Mezzanine Floor Builders are working with a refinishing product it must be hard-wearing, durable and resistant to corrosion. Fortunately, Axalta's Corlar Epoxy Primer ticks all of these boxes and then some.

Working on everything from everyday office and storage floors to bespoke custom projects, Mezzanine Floor Builders in Ingleburn, New South Wales are the experts in helping businesses to put otherwise wasted space to work in buildings with excessive headroom.

When crafting new mezzanine flooring solutions for their customers, which has included the likes of Winston Wines and Coca Cola, finding the most durable flooring finish is imperative, explains director, Andrew Krysztoforski from Mezzanine Floor Builders.

"We've used a number of different refinish products. We've tried that many [finishes] and yours is just absolutely the best," Andrew says of Axalta's Corlar Epoxy Primer, which is based on modified polyamide epoxy technology and is designed to deliver consistent, premium-quality results and corrosion protection.

Most recently, Andrew and his team worked on a mezzanine flooring project for Channel 7 studios using Corlar Epoxy Mastic Primer.

"They've got three floors. The largest one was 750 metres squared, along with a mezzanine floor of about 100 metres squared for the Better Homes and Gardens set, and a photography studio room for their magazine," Andrew explains.

They refinished the timber floors in Corlar – often used in commercial transport, industrial, aviation and marine applications – to take advantage of the coating's durable properties.

"We've found that it's hardwearing, requires less touch-ups and has a good finish," Andrew says. "It also has a fast drying time so for high-volume projects it's the ideal paint."

1. Every floor is a fully engineered structure
2. A new mezzanine floor designed to improve workspace area

## REFINISHING OUTSIDE THE SQUARE AXALTA TRAINING CENTRE GETS THE 'CORLAR' TREATMENT!

Axalta's Regional Training Centre recently underwent a freshen up using Axalta's Corlar 2.1 ST Epoxy Mastic Primer, a VOC compliant, two-component, satin gloss primer.

A highly durable and diverse coating, Corlar delivers outstanding corrosion and chemical resistance. It can be brushed, rolled or sprayed over a range of surfaces, including carbon steel, galvanised steel, stainless steel, aluminium, concrete, concrete block and wood, and it has an easy mixing ratio of 1:1 with Corlar hardener.

The Riverstone Training Centre was first opened in 1996 and underwent extensions in 2005 to accommodate the growth in the

business. On average, Axalta trains around 350 customers each year through Axalta Training Centres located across Australia.

"Customers have been singing the praises of Corlar 2.1 on all types of substrates," says Paul Polverino, Axalta's National Training Manager. "We knew it performed extremely well on concrete floors, so we thought, 'why not use it in our own training centre?' The results speak for themselves."



# SUMMER IS COMING

## PRACTICAL TIPS FOR SUMMER REFINISH WORK

Summer brings hot temperatures, often coupled with either very high or very low humidity. Despite these demanding conditions, it is still possible to achieve outstanding refinish results, with a few simple tips.

### Tip 1.

#### Determine temperature and humidity levels

It is important to ascertain the ambient temperature of the spray booth prior to mixing both solvent and waterborne paint, as the temperature and humidity levels will determine the adjustments required to make the product application easy, avoiding unnecessary increases in paint used.

### Tip 2.

#### Consider waterborne elements

Summer can mean high humidity which can affect the application of a waterborne basecoat system. At higher humidity these paints are easier to apply, however longer than normal flash off times are to be expected. Increasing air volume through specific drying equipment can also make a big difference. In a hot and dry environment, however, waterborne basecoats dry very quickly, which represents a challenge for refinishers if the spray mist is not absorbed properly, dry underspray and clouding can occur. The correct product setting will keep the paint flowing long enough during application under difficult conditions to achieve good surface wetting. The use of a larger spray gun nozzle and set up can also help in extreme climates.

### Tip 3.

#### Choose the right combination of hardener and thinner

When clear coats are applied at high temperatures, choosing the right hardener and thinner is critical. To avoid drying problems, such as blisters and other defects, and to ensure an impeccable result in terms of gloss and flow, refinishers should choose slower drying products. It's also important to slow wet on wet primers, using slower hardeners and thinners (the slowest to suit the driest conditions) to help with overspray absorption, provide the smooth laydown required for top coats.

### Tip 4.

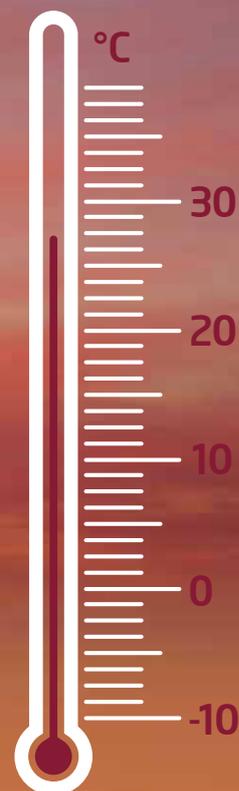
#### Paint in the morning

As the temperature tends to rise during the day, and the drying cycles make it almost impossible to lower the temperature, it is advisable to carry out larger or more demanding refinish jobs in the morning when it is cooler. Plan your spray booth usage sequence of vehicles carefully when the weather forecast predicts extreme temperatures.

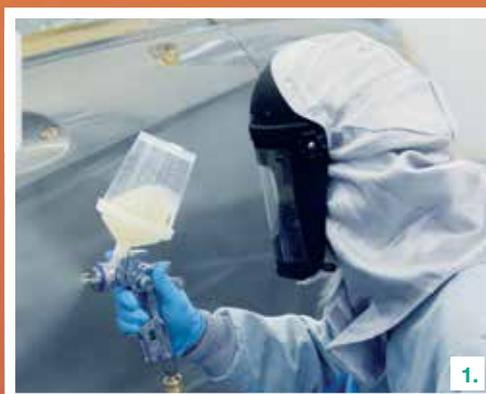
### Tip 5.

#### Wear a sweatband!

In high humidity it can be beneficial to wear sweatbands to prevent beads of sweat falling onto the fresh paintwork and ruining the job.



**Summer climates around Australia and New Zealand may differ. Our Technical Consultants can provide you with local advice on high-temperature applications to suit your bodyshop's conditions or details can be found on the technical datasheets.**



1. Refinish work in summer is carried out under tougher conditions, but a few simple steps can still lead to first-class results.

## SAGOLA 5300 PURIFYING FILTER WITH REGULATOR

# 3 STAGES TO CLEAN AIR

Sagola, renowned for their quality spray guns are also a manufacturer of filtration systems. Through our partnership with Sagola, we are pleased to introduce the **Sagola 5300 Purifying Filter**, the latest in purification and regulation technology to offer maximum filtration efficiency in the spray booth.

The existence of impurities in the air system is more and more critical to the final result and satisfactory finish. With waterborne paints their absolute incompatibility with any kind of grease or organic fumes means that the air required for spraying must be of the highest quality. The Sagola 5300 filtration system guarantees maximum air quality and minimum pressure loss throughout the line. This is achieved through a three stage process:

### At a glance: 5300 Purifying Filter with Regulator

- Offers maximum filtration efficiency through 3 stages
- Air Flow: 2.500 l/min.
- Maximum working pressure: 12 bar.
- Automatic drain
- Outlets for 2 guns
- Ideal for waterborne and HS paint lines



### Stage 1

Sinterised brass 8 micron pre filtration eliminates water and oil impurities.

### Stage 2

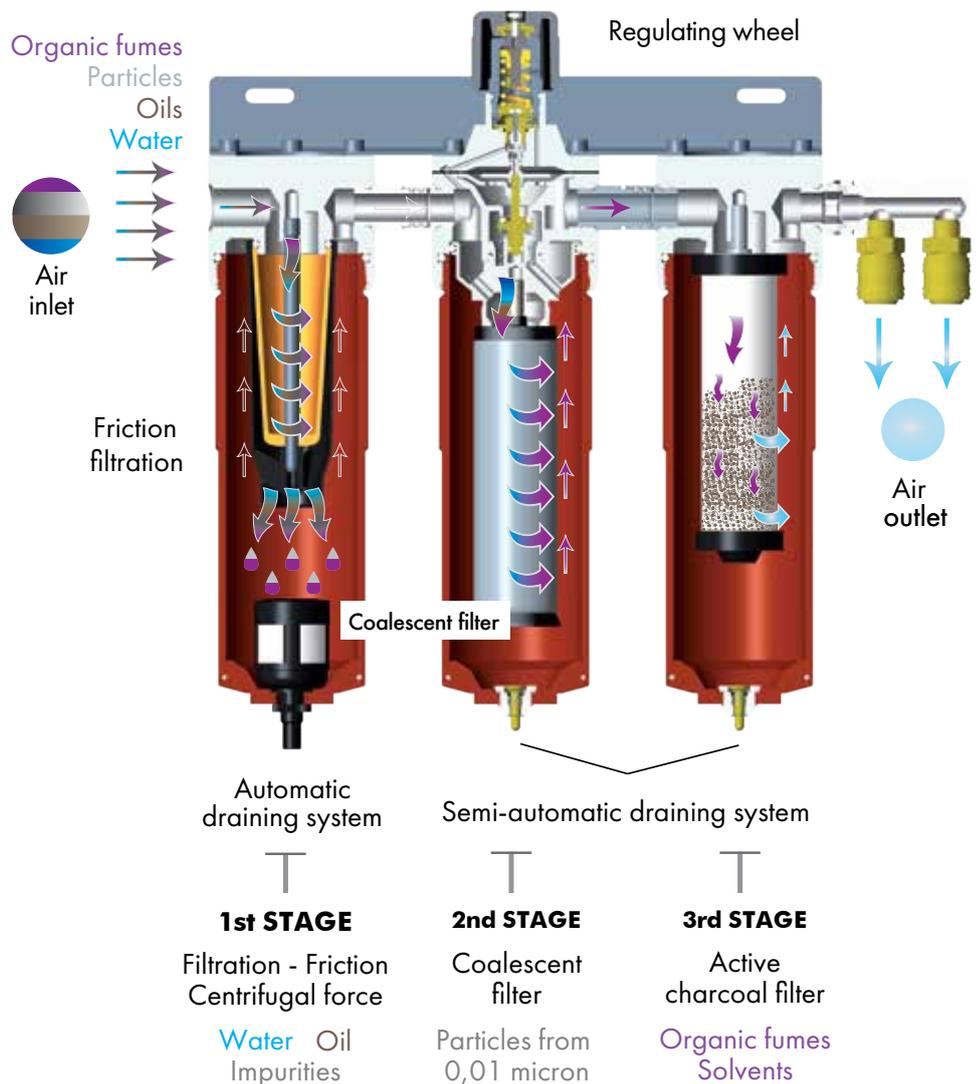
Eliminate particles that are larger than 0.01 microns through a Coalescent filter.

### Stage 3

Final filtration by a wide surface active charcoal filter that eliminates organic fumes and solvents, a must for breathable air.

Sagola has been producing high end quality products for over 60 years. It is their passion for designing products that are innovative, yet robust. All Sagola products comply with the strictest safety standards for the manufacturing of painting equipment and comply with EC regulations and ATEX standards. Filters come with a 3 year warranty.

For more information on this product please contact your local Technical Consultant or Distributor.



For more information on the maintenance of Sagola's Purifying Filter visit:

<https://www.youtube.com/watch?v=BWpUhiToqRY>

1. 5300 Purifying Filter with Regulator

# RHEINMETALL JOINS FORCES WITH AXALTA

1.

## Axalta Coating Systems in Australia Wins Significant Military Contract

Axalta Coating Systems Australia has signed an agreement with Rheinmetall MAN Military Vehicles Australia (RMMVA) to provide coating products for over 2,500 Australian military logistic vehicles being produced as part of the Australian government's LAND 121 Phase 3B Defence Programme.

LAND 121 was established to replace the current fleet of Australian Defence Force (ADF) field vehicles, modules and trailers, and enhance the ground mobility of the ADF. RMMVA succeeded in gaining the Land 121 Phase 3B contract in 2013, to supply the Commonwealth of Australia with more than 2,500 medium and heavy military logistic trucks, all of which must be pre-treated and painted with Australian Paint Approval Scheme (APAS) certified paint. In 2014 RMMVA put out to tender the supply of APAS certified paint.

To win the bid, Axalta demonstrated its ability to develop customised and specialised product solutions for this highly specialised market. In addition to providing special end-use coatings, Axalta's technology includes application techniques designed to improve cycle times and coating productivity.

Under the contract, Axalta will provide the entire supply chain from production and supply of coatings, as well as warehousing and distribution within Australia and will also provide technical support to optimise application.

"The agreement with Axalta Coating Systems Australia showcases RMMVA's ongoing commitment in engaging

commercial companies to support the defence industry sector," said RMMVA Managing Director Marco van Lieshout. "This partnership creates cost efficiencies for the entire programme."

Axalta will produce in Australia and export the full suite of components for the paint, which includes hardeners, thinners, primers and the different colours required for the camouflage pattern. All coating products comply with APAS and will be produced in Australia, generating flow on benefits into the Australian economy through localised trade and employment.

"This is the first defence contract of such magnitude for Axalta and signals another important step in our company's growth strategy,"

**- Sobers Sethi, Vice President for Axalta's South and East Asia region.**



2.



3.

1. An example of one of the vehicles to be coated as part of the project – the HX 77 8x8 heavy tactical truck

2. HX 77 8x8 heavy tactical truck

3. HX 77 with integrated load handling system and protected cabin

# OUR NEWEST DISTRIBUTORS

During the past 12 months Axalta has strengthened its distributor network with the appointment of several new distributors. We welcome the following businesses:



SOUTHERN CROSS PAINT  
SUPPLIES

## Southern Cross Paint Supplies NSW

Southern Cross Paint Supplies is a new Axalta distributorship established in the Tamworth region of NSW to service the Collision Repair and Industrial Markets.

Southern Cross Paint Supplies' focus is on providing support to customers from Port Macquarie to Tamworth, whatever their paint requirements. Their range of products include Spies Hecker, Cromax, Imron Fleet Line and Nason Industrial. Southern Cross also carry a full range of ancillaries and equipment from sandpaper to spray guns.

**Southern Cross Paint Supplies**  
CALL 02 9756 1188



Jefferson  
Paint Supplies

## Jefferson Paint Supplies VIC

Jefferson Paint Supplies is a well-established automotive paint supplier that are part of the Jefferson Group. They service the greater Melbourne area with branches on both sides of the city (Sunshine and Braeside). Jefferson's have built their reputation on customer satisfaction, balancing competitive prices and the ability to offer frequent deliveries. They range both the Standox and Cromax product lines.

**Jefferson Paint Supplies**  
CALL 03 9300 5877



Wholesale  
Paint  
Group

## Wholesale Paint Group QLD

Wholesale Paint Group (WPG) is a one-stop shop for all your paint requirements from domestic through to automotive. WPG have partnered with Axalta to offer a range of coatings for industrial application. Nason Industrial and other Axalta products will be available across all four locations – Cairns, Townsville, Mackay and Gladstone.

**Wholesale Paint Group**  
CALL 1300 438 724



# 2016

## National Business Council Refinish Performance Management

**WHEN:** 8-11 March 2016

**WHERE:** The Hydro Majestic, Blue Mountains, NSW

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.

— REGISTER YOUR INTEREST —

[www.axalta.com.au/rpm](http://www.axalta.com.au/rpm)



### SPIES HECKER

**ACE Crash Repairs**  
PORTLAND, VIC

**Andrew Paterson Crash Repairs**  
ALICE SPRINGS, NT

**Cartrek Aust**  
FOOTSCRAY, VIC

**Cummins Crash Repairs**  
ADELAIDE, SA

**McQ Smash Repairs**  
REVESBY, NSW

**Trev's Pro Street Panels**  
MONASH, SA



### SPIES HECKER

**A Mamic & Sons Auto Smash Repairs**  
BROADMEADOW, NSW

**East Maitland Body Repairs**  
EAST MAITLAND, NSW

**Portside Mitsubishi**  
ALBERT PARK, SA



### STANDOX

**Jonathon Bodyworks**  
SLACKS CREEK, QLD

### CROMAX

**DS Kowald Crash Repairs**  
GOLDEN GROVE, SA



### STANDOX

**Dick Porter Body Works**  
SOUTH BRISBANE, QLD

### SPIES HECKER

**Adams Smash Repair Shop**  
KIRRAWEE, NSW

**Currumbin Paint & Smash Repairs**  
CURRUMBIN, QLD

**Lilyfield Smash Repairs**  
ROZELLE, NSW

**McDowalls Panel Works**  
PROSERPINE, QLD

**Smithfield Collision Repair Centre**  
SMITHFIELD, SA

### CROMAX

**Bumpertech Queensland**  
SUMNER PARK, QLD

**C&L Motorcabs**  
BLACKBURN, VIC

**Lindleys Panel Works**  
NORTH ROCKHAMPTON, QLD

**Parkers Body Shop**  
CLONTARF, QLD

**Perfect Panels**  
GLEN IRIS, VIC

**Rolscar Smash Repairs**  
SUMNER PARK, QLD

**Sharp St Smash Repairs**  
BELMORE, NSW

**T & J Ryan Panel and Paint**  
ULLADULLA, NSW

**Willsmore Motor Body Repairs**  
WOODVILLE, SA

**Zarate T&K Smash Repairs**  
AYR, QLD



### STANDOX

**Advantage Panel & Paint**  
OSBORNE PARK, WA

**Banana Graphics**  
BAYSWATER NORTH VIC

**Buddhas Motor Cycle Spray Painting**  
SLACKS CREEK, QLD

**Leighton Panel & Paint**  
BICTON, WA

**Marque Restoration**  
KILKENNY, SA

### SPIES HECKER

**Campbelltown Motor Body Repairs**  
NEWTON, SA

**Car Repair Factory**  
TULLAMARINE, VIC

**Kimba Motor Body Repairs**  
KIMBA, SA

**Nyngan Panel & Paint Shop**  
NYNGAN, NSW

**Paint & Panel**  
HAMILTON ISLAND, QLD

**Penno Smash Repairs**  
BENDIGO EAST, VIC

**Re-car Australia**  
NOBLE PARK, VIC

**Tuncay Ozken**  
PADSTOW, NSW

### CROMAX

**Economy Crash Repairs**  
SOUTHPORT, QLD

**Fairway Crash**  
HAMPSTEAD GARDENS, SA



### STANDOX

**Burleigh Smash**  
WEST BURLEIGH, QLD

**Depulu Wheel Reconditioners**  
ASHMORE, QLD

**Premier Panel Services**  
FERRYDEN PARK, SA

**Specific Prestige**  
KESWICK, SA

### SPIES HECKER

**Cambridge Collision Centre**  
COORPAROO, QLD

**Eastside Collision Centre**  
BOTANY, NSW

**Goolwa Elite Collision Repairs**  
GOOLWA, SA

**Milperra Road Smash Repairs**  
REVESBY, NSW

**Panelhaus Accident Repairs**  
CANNING VALE, WA

**Spot On Panels**  
DEER PARK, VIC

### CROMAX

**Asco Motors (Tonga)**  
MAILETAHA NUKU'ALOFA, TONGA

**Bundaberg Sandblasting**  
BUNDABERG, QLD

**Component Coating Services**  
QUEANBEYAN, NSW

**Golberts Restorations**  
ARNCLIFFE, NSW

**Jezza Paint and Panel**  
WODONGA, VIC

**JPV Creative Custom Smash Repairs**  
KOGARAH, NSW

**Lansvale Holden**  
LANSVALE, NSW

**Premier Smash Repairs**  
DANDENONG, VIC

**Preston Toyota**  
PRESTON, VIC

**Pymble Prestige Smash Repairs**  
HORNSBY, NSW

**Reichstein Brothers**  
LOXTON, SA

**Safa Glass**  
NORTHGATE, QLD

**Stephen Scuderi Crash Repairs**  
AYR, QLD

**Urban Art Projects**  
NORTHGATE, QLD

**Warehouse 27 Automotive Refinishing**  
OLD NOARLUNGA, SA



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