

THE ULTIMATE FINISH

APRIL 2015 ISSUE 15



Spies Hecker

Celebrating
30 YEARS
in Australia

INSIDE THIS ISSUE

E-Learning Online
Importance of Colour Libraries
Next Generation Bodyshops



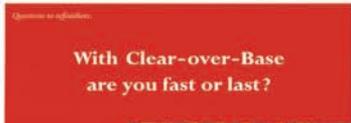
1985.



1988.



1990.



1994.



1998.



2000.

Even in the area of color fading, the increase of clear coat adds the system of the future. Are you prepared for the fast changing requirements of automotive refinishing? Are you ready to ensure perfect gloss and high durability?



2006.



2011.

optimum n. (pl.-ma) - 1. the most favourable conditions. 2. the best or most favourable situation. 3. resulting in the best outcome.

2015.

SPIES HECKER

The complete VOC Compliant

Refinishing in a New Dimension.

Permasolid® Clear Coat 8

Permahyd® Hi-TEC. The innovative waterborne system.

DU PONT Performance Coatings

SPIES HECKER

Spies Hecker - simply closer

For over 30 years in Australia, Spies Hecker® has been evolving to meet the ever-changing needs of our customers in the refinish market.

To us, this means more than simply working in partnership with our customers. With a focus on delivering customised system solutions, we aim to meet and then exceed demands by working with our refinishers to leverage our skills and knowledge together, growing every step of the way.

With Spies Hecker, our customers are Simply Closer to easy-to-use paint products, dependable colour solutions and comprehensive support services. From 1985 until now and for decades to come, we never stop moving forward – and neither do our refinishers.



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Warren McMartin - owner of ACE,
Rod McHugh - owner of McQ Smash Repairs and
Paul Wake - Axalta National Sales Manager



Letter from THE EDITOR

Celebrating new products and exciting milestones in 2015.

We have plenty to celebrate in this issue of **The Ultimate Finish**, with several new product partnerships, a brand new e-learning portal for our refinishers, and a landmark 30 years celebration for Spies Hecker in Australia!

Our refinish clients occasionally require unique solutions, which was precisely the case with Sikorsky Helitech, who approached us when overhauling one of the largest helicopters in the southern hemisphere. The results of this complete heli-makeover are spectacular, but don't take my word for it; turn to **page 18-19** to see for yourself.

We've also been working behind the scenes to develop our new interactive e-learning programme, which offers internet-based learning that technicians can complete on a desktop, laptop or tablet. The course content is available across Standox®, Spies Hecker® and Cromax®; flick to **page 4** to learn how this on-the-job training can help move your business forward.

Meanwhile, we're proud to announce that a range of new products are now available to help refinishers achieve the smoothest possible finish. These include Audurra sandpaper and Sagola spray guns; turn to **page 22 and 23**, respectively, to learn more.

Finally, this year represents a truly exciting milestone for Axalta. Whilst we are always looking forward and seeking opportunities to innovate – the number of inspiring 'next generation' collision repairers we work with (**page 6**) is testament to that – we also draw on our long history in the industry to inform future decisions.

One bold decision we made three decades ago has certainly paid off; the decision to bring Spies Hecker to Australia! In 1985, we officially launched into the Australian automotive market, with the Spies Hecker paint system installed at Alan Doyle Crash in South Australia, and dozens more installed in the months afterwards.

A number of those original customers are still with us today, and we're thrilled to celebrate an incredible 30 years in the Australian automotive refinishing market (**page 8-9**). Here's to another 30 years, and many more beyond!

Sincerely,

Steven Brett
Axalta Coating Systems



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Axalta launches e-learning in 2015

'On the go' learning from your laptop or tablet

After successfully launching the Passport Training System with Axalta technicians and distributors in 2014, Axalta will now provide a range of e-learning modules for refinish customers throughout Australia and New Zealand during 2015.

Available for Standox, Spies Hecker and Cromax customers, e-learning is an internet based learning programme that your technicians can complete at your workshop using a desktop, laptop or tablet. The course content is divided into a number of modules that can be paused and repeated at any time so anyone can study at their own pace.

All learning modules are structured and presented in a consistent format using videos, animated graphics and photos, which keep the learning experience interesting. All technical content is new and revised to suit the needs of the modern repairer working with the latest substrates, materials and VOC compliant products.

1. **Standox**
MiKEY - Standox's E-Learning Programme
2. **Spies Hecker**
MyTraining - Spies Hecker's E-Learning Programme
3. **Cromax**
E-CTC - Cromax's E-Learning Programme

At the end of each module - apart from a brand's product module - there is a short test. If participants complete the modules one through to seven, and achieve a pass rate of 80 percent or more, they become an e-certified painter.

After this, the participants will be invited to a hands-on Skills Assessment (Axalta Passport) to finalise the e-programme and become a fully certified Standox, Spies Hecker, or Cromax painter.

All learning modules are structured and presented in a consistent format using videos, animated graphics and photos, which keep the learning experience interesting.



There are nine different languages versions available.

THE IMPORTANCE OF

Colour matching

Refinishers' guide to creating a colour library

1. Ben Ledbrook from Hume Smash Repair "our personal colour library is fast, easy and helps with colour accuracy time and time again"

2. Axalta has placed more than 30,000 spectros worldwide



There's nothing worse than seeing a beautiful, clean repair job finished with a colour match that's just not quite right. Thankfully with Axalta's blended colour matching libraries and Spectrophotometers, this is rarely an issue for our collision repairers.

With the most advanced colour matching tools from Axalta, refinishers can identify the breakdown of any panel colour that passes through their bodyshop. Each colour reading can be recorded and stored for future use. Ultimately, refinishers end up with their own unique colour library and this enables them to supply consistent colours to their customers without the need to read the same colours over and over again.

Introduced in October 2004, the Spectrophotometer (or 'spectro') – a hand-held digital colour-measuring device for vehicle paint finishes – is just one of a range of quality tools Axalta offers to help improve a collision repairer's speed and accuracy in the colour matching process.

"The Spectro's high tech camera is the key to measuring the pigment colour of the car through the use of LED Sensors," says Axalta Colour Quality Co-ordinator Daryl Aeschilmann.

"When the spectro is connected to our colour software, it uses the 'measurement reading on the spectro' and matches this as close as possible to a colour in our official colour database. If possible, it will 'shade'

the original colour formula to match it to a 'blendable' colour for the repair," Daryl says.

"The shaded or adjusted formula can be saved as personal formulas, which become the foundation of a bodyshop's unique colour library." Daryl says.

Once the formula is selected, it is printed and attached to the back of a sprayout card. Refinishers can spray out the colour onto the card with the formula attached. If the colour is correct, apply clear coat, cure and file away under manufacturer and colour code.

A bodyshop's personal colour library can be accessed any time, either electronically through a bodyshop's personal formula or physically through the sprayout card library. This puts the collision repairer in the driver's seat, providing opportunities to save time and improve efficiencies in their bodyshop.



How to create a colour library?

1. Determine the colour

Leveraging state-of-the-art LED measuring optics, every colour can be determined in less than 60 seconds by placing the spectro close to the damaged area on a cleaned and polished section of the car body.

2. Find the formula

The results from the spectro are transferred into the customer's PC. You can then enter manufacturer, colour code and quality to allow the software to evaluate the colour measurement and find the ideal formula for a blended match. The system automatically calculates a correction to the formula, if required.

3. Mix the colour

The ideal complement to the spectro and colour retrieval programme is a computer-based scale system for mixing the colour. If the PC and spectro are connected, the formula found by the retrieval programme will be directly passed on to the digital scales. This aids in more accurate mixing of colours ensuring a closer colour match for our refinishers.

4. Spray out and check colour

The formula information can be written or printed onto the back of a spray out panel, which can be kept in the refinisher's personal colour library for future reference.

Colour libraries help refinishers achieve colour matches quickly, reliably and efficiently. For more information about Axalta's colour matching tools, contact your local Technical Consultant or Axalta Colour Services Support on 02 8818 4368, or email axalta-colour.team@axaltacs.com

Next Generation

Bodyshops

Where experience meets progress

As the average age of a bodyshop owner increases, we're starting to see involvement from the second generation of family members – and in some cases, the third generation – in creating the “Next Generation of Bodyshops”.

In an increasingly competitive automotive market, it's essential that collision repairers look to the future when refining their business strategies, to ensure they are evolving with modern customers, business models and refinish technologies.

This is an area where Next Generation Bodyshops excel, as they don't just consider their month-to-month goals when assessing their business.

Instead, they focus on concepts of social, environmental and financial performance – also called the three P's (people, planet and profit), or the three pillars of sustainability – over the medium and long term, to ensure their business remains competitive now and in the future.

It often takes a combination of well-earned experience from the older generation, together with the fresh ideas and insights of the newer generation, to create a collision repair business that can survive and thrive in today's marketplace.

South Tweed Autos Smash Repairs Tweed Heads, NSW

South Tweed Autos Smash Repairs has been operating in Tweed Heads, NSW for over 30 years. Ray Walkden took ownership of the established repair facility in 2006, and his son Trent bought into the business in 2010.

Over that period of time, the business has grown steadily in both the volume of weekly throughput and staff levels. Testament to Ray's loyal and family-based approach, many of these staff members are still with South Tweed Autos Smash Repairs today.

“We've been undertaking a lot of growth in the last two years, and without the support and knowledge of Business Services from Axalta, we would have found the task of turning our bodyshop into a medium-sized business near impossible,” Trent confesses.

“We've been working closely with Scott Wiseman from Business Services. Scott's corporate background has really opened our eyes to what is necessary to own a successful business, including the foundations you need to set to prepare for sustainability. It has taken us from thinking like bodyshop owners to thinking like business owners.”

As he came to South Tweed Autos Smash Repairs from outside the smash repair environment (Trent had spent almost a decade working in the Paintless Dent Repair industry), Trent has been able to develop a unique vision for the business.

“My focus is to constantly look from the outside in, ensuring that the service being delivered to all customers, including insurers, work providers and repeat clientele is consistently the highest standard in the region,” he says.

Energy and drive

“The energy and drive that a new generation has brought to this business has paid dividends, by building on the successful platform that we had established during the formative years,” says Ray Walkden.

1. Ray Walkden
2. Ray's son Trent Walkden
3. Recent renovations to South Tweed Autos Smash Repairs bodyshop





4.

Walker Crash Repairs

Prospect, SA

Where sustainability reigns supreme

Multi-generational collision repairer Walker Crash Repairs is leveraging its depth of experience and its commitment to modern, eco-friendly practices, to ensure the business remains “here for the long haul”.

A family business still operating under the same ownership of John Walker, Walker Crash Repairs began trading in 1976. Today it boasts a staff of 16, including Chad Buckley as manager and John's two sons, Mark and Sean, on board as production manager and production coordinator respectively.

Having the second generation on board has helped steer the company in a new direction, as they've “established several meaningful actions for a sustainable future,” explains Chad. “These include installing a 30kW solar system, converting our ovens to natural gas, and installing fully insulated BondorPanels® to all walls throughout the shop.”

They are also long-time waterborne users, originally with Spies Hecker Permahyd, and more recently with the Spies Hecker Permahyd Hi-TEC paint system.

“The transition on the floor was absolutely seamless. Having been a waterborne shop for so long, we were perfectly positioned to make the change and within the same day we were full steam ahead and have never looked back,” Chad says.

“The ease of application, workability, time efficiency and the coverage sets it apart from anything else on the market today.”

Their huge commitment towards going green led to Walker Crash Repairs winning Paint & Panel magazine's National Sustainability Award in 2014, an honour that Chad says is “truly representative of the hard work and effort that our team puts in to delivering the best product possible, whilst being environmentally conscious.”

4. Staff at Walker Crash Repairs

People and training

“We focus on people and training, creating an environment where people want to come to work at Walker Crash Repairs. The result is a highly skilled team, who are willing, enthusiastic and motivated to learn,” says Chad Buckley.



5.

Emu Plains Smash Repairs

Emu Plains, NSW

The combination of a mother's 46 years' industry experience, coupled with her son's passion for driving the enterprise forward, is a surefire recipe for success for Emu Plains Smash Repairs!

A family owned and operated business, it opened in 1969 as a joint venture between Noelene and Phil Hawks, Noelene's brother, Jack, and his wife Sue. Jack and Sue have since moved on, leaving Noelene and Phil in charge – until their son Darren bought into the business with his wife, Amanda.

“I started here as an apprentice painter in 1989 and I did that for about four years, before dad took me under his wing and showed me how to do a bit of everything, from invoicing to managing staff. It gave me a great grounding,” Darren explains.

Phil was semi-retired when he fell ill and sadly passed away. Phil had been using the Spies Hecker paint system for more than 10 years, so it is now operated under Darren's leadership, with Noelene and Amanda job-sharing the office management.

They have introduced a number of initiatives to help drive Emu Plains Smash Repairs forward, including three large-scale renovations over the years. In addition they have a comprehensive and modern website that helps direct new traffic to their business.

Darren is not sure how much further the family tree will grow within the business; “I've got two girls and the youngest just started high school. They haven't really shown an interest in cars... yet” he says.

5. LEFT TO RIGHT

Darren - Owner and Director, Noelene - Owner and Director, Amanda - Office Manager

Leveraging loyalty

“I still have customers who say, ‘I knew your father’ or ‘I knew you when you were this small’. There's a lot of loyalty and we're often repairing cars that belong to the grandkids of dad's first customers, which is great,” says Darren Hawks.

Spies Hecker

Celebrating

SINCE
30
 1985

Spies Hecker - simply closer.

Spies Hecker has been writing paint history for more than 130 years and for the last 30 of those years, it has developed a strong following down under. We look at the brand's impact in Australia since launching in 1985.

With forward-thinking products for car and commercial vehicle repairs, Spies Hecker remains one of the leading paint suppliers in its field.

It was during the 1980s, when refinishers began complaining that the quality of thermoplastic paints used for refinishing was no longer up to scratch. This is when Australian distributor, Berger Paints, began to cast their eyes internationally for leading technology in the industry. It was this search that led them to Spies Hecker.

In 1984, Jim Demetriou and Rob Sainsbury headed to Germany on behalf of Berger Paints, where they had just three weeks to learn the Spies Hecker range. "Rob was to learn the sales and marketing and I was to learn everything about the technology," Jim recalls.

The following year, the first official Spies Hecker paint system was installed for Alan Doyle Crash in South Australia, officially launching Spies Hecker in Australia. Within 12 months, 54 systems had been installed across the country and within a decade, the Spies Hecker range was among the top three in the Australian market.

Mike Pearce, who had already taken the brand to South Australia, eventually joined the organisation and led Spies Hecker as General Manager.

"Mike changed for good the way we carried out our business, from the way we worked with our dealers to our decision making processes," Jim says. "Business grew at an exceptional rate from then on."

The brand has since changed hands several times: From Berger Paints to William Holding, ICI Dulux, Croda Herberts, DuPont and now Axalta Coating Systems.

Ultimately, the success of Spies Hecker is attributed to a combination of passionate people, the quality of the product range and customer-driven technical solutions that move you forward. It is these factors that have seen Spies Hecker become one of the most respected refinishing brands in the market today.

The history of Spies Hecker in Australia

- 1985** Spies Hecker launch in Australia.
- 1986** 50+ systems installed across Australia.
- 1994** Launch of waterborne basecoat technology: Permahyd 280/285.
- 1999** Integration in the DuPont Group.
- 2004** Market launch of a mixing concentrate system for commercial vehicles. First Flash UV-curing product.
- 2010** Launch of Permahyd Base Coat Hi-TEC 480.
- 2013** Integration into Axalta Coating Systems.
- 2015** Spies Hecker Australia celebrates 30 years!

ecker

years in Australia

“We were one of the first in the area to put in an oven and move to baked enamel paints... We began using Spies Hecker at that time and we’ve been with them ever since. The colours are good, it’s a very user-friendly paint and we haven’t had any problems with it.”

Trevor Bullock from Ace Crash Repairs was an early adopter of the Spies Hecker paint system.

Why do our customers love Spies Hecker?

Unsatisfied with other products on the market, Trevor Matthews from Trev’s Pro Street Panels began using Spies Hecker shortly after it launched down under and he’s never looked back. “I was actually one of the first in South Australia to get it in... and it has never been out of my shop since,” he says.

For Rod McHugh at McQ Smash Repairs in Revesby, it’s the paint system’s consistent performance and back up support and service from Spies Hecker that has kept his business loyal to the brand for three decades. “In the very early days we had a couple of issues and they were taken care of,” he says. “We haven’t had any problems since and the support has been excellent.”

Customers proudly celebrating 30 years with Spies Hecker in 2015:

- **Ace Crash Repairs** – Portland, VIC
- **Cartrek Aust Pty Ltd** (trading as Recar Aust) – Footscray, VIC
- **Cummins Crash Repairs** – Cummins, SA
- **Dianella Panel Beaters** – Dianella, WA
- **McQ Smash Repairs** – Revesby, NSW
- **Trev’s Pro Street Panels** – Monash, SA



1. Spies Hecker can evolution since 1885

If you are thinking about transitioning your paintroom to waterborne, feel free to contact Axalta for more information on 1800 292 582.

SAS Smash Repairs

Insurer drives repairer to water

SAS Smash Repairs in Gateshead, NSW recently celebrated almost four decades in the business by transitioning to Spies Hecker waterborne.

A busy collision repairer that predominantly deals in insurance repairs, SAS Smash Repairs has been servicing the Newcastle community of Gateshead since 1978.

“Steve established the business and I bought into it as a partner many years ago. It’s a family owned and run business with about 13 staff,” explains co-owner Ewan Jones.

It was a not-so-gentle nudge from Suncorp that prompted Ewan and Steve to move from their solvent paint system to waterborne in 2014. As long time Spies Hecker solvent users, they had great confidence in the brand, as they’d experienced first-hand the high levels of customer service and problem-solving.

When they transitioned to waterborne in September last year, Spies Hecker Permahyd Hi-TEC was their obvious first choice. That said, there was some initial reluctance to go to waterborne from their painters, who were accustomed to working with solvent and unsold on the merits of moving to water.

“We had been considering going in that direction for environmental reasons, and because it seems to be the way the industry is moving forward. Then Suncorp said they required us to move to waterborne and it was all systems go,” Ewan says.

“We have a great rapport with Mark Turner and his team at Automotive Colour and Equipment, and they provided great training. We also had demos in Glendale, here in Newcastle. For one of our painters especially, it alleviated his concerns about going from a system he knew

“The boys are getting used to the new system and products but as time goes by that’s improving. The transition was as painless as it could have been,”

very well to a brand new technology. For our second painter, he was really excited about it once he went and did some training and saw how well it all worked.”

“It’s only a matter of time before other insurers start making similar requests of their collision repairers,” Ewan adds, because “once a big organisation like Suncorp starts the process, then the others will start to follow suit.”

As far as results go, his painters have been impressed by the finish they can achieve with waterborne, together with the paint system’s ease of application.

“The boys are getting used to the new system and products but as time goes by that’s improving. The transition was as painless as it could have been,” Ewan says.

Technical Consultant - Mark Page

Distributor - Automotive Colour & Equipment - Adamstown

Paint System - Permahyd Hi-TEC



1.



2.



3.

1. The front of SAS Smash Repairs premises
2. Staff preparing Spies Hecker waterborne for a job
3. Posters of Spies Hecker Specifications hung up in SAS Smash Repairs' bodyshop



McQ Smash Repairs

Service paves the way for 30-year loyalty

As one of our first customers to ever use Spies Hecker in Australia, McQ Smash Repairs in Revesby, Sydney says it's our strong customer service that has kept them loyal to the brand for 30 years.

The family-owned business, which is run by brothers Rod and Dennis McHugh, performs smash repairs on motor vehicles, as well as campervans and caravans.

"My brother Dennis started it in the backyard of our home 38 years ago, and then I joined the business. These days we've got 12 staff," Rod says.

"When we began using Spies Hecker, the support that I was provided was excellent.

Whatever the problem, we were taken care of immediately."

The product's ease of use and reliability is another key benefit, according to Rod, and although they've been happy with the results they achieve with Spies Hecker's solvent range, a transition to waterborne is on the horizon.

"We've already looked at waterborne a few times with the boys from Automotive Colour and Equipment. It's definitely something we'll be considering over the next few months," Rod says.

"...whatever the problem, we were taken care of immediately."

1. Street front of McQ Smash Repairs location



1.

Technical Consultant - Oscar Trujillo

Distributor - Automotive Color & Equipment - Condell Park

Paint System - Spies Hecker
Basecoat Series 293/295



Trev's Pro Street Panels

Antique repairer relies on Spies Hecker

Trevor Matthews, owner and sole trader at Trev's Pro Street Panels in South Australia, is about as loyal as they come.

Trevor's repair business, located on Distillery Road in Monash, around two-and-a-half hours from Adelaide's CBD, has been using Spies Hecker since he first began trading three decades ago.

"I went from using the old Berger acrylic paints straight to Spies Hecker; I was actually one of the first in South Australia to get it in and begin using it in the shop," Trevor explains.

Having been in the industry since he was just 15 years old, Trevor began his business by working on cars at nights and on weekends, around his full-time job working for an engineering company during the day.

These days he can be found in his workshop tending to antique car restorations, though he does also work on a small number of insurance and private crash repairs.

With a small but loyal customer base, Trevor relies on his suppliers to deliver quality and consistency, which is why Trevor has never been tempted to switch from Spies Hecker to a competing brand.

"Its ease of use is one of the main benefits. I tried one job once on PPG to test it and swore I'd never use it again. Spies Hecker has never been out of my shop since," he says.

Technical Consultant - Rick Tutty

Distributor - Lakeside Nissan

Paint System - Spies Hecker
Basecoat Series 293/295

"Its ease of use is one of the main benefits..."



1.

1. Trevor with his employee Adam Allchin. The 1935 Willys Roadster Hot Rod was built from the ground up at Trev's Pro Street Panels for his brother Graham. It was painted in 1987 and debuted at the Melbourne Hot Rod Show and was judged Top Hot Rod overall for the weekend.



Resene Automotive Light & Industrial

Celebrating 21 years in New Zealand's refinish industry

Celebrating 21 years in the automotive refinish industry, Resene Automotive and Light Industrial (RALI) is going from strength to strength when introducing Axalta's modern and evolving paint systems to New Zealand's collision repairers. Most recently they have taken on the Standox brand, which refinishers are responding to positively.

RALI has been the importer of Axalta products for almost 20 years, says Jo-Anne de Villiers, Marketing and Sales Support for RALI.

In the last two years, growth of Imron Fleet Line has been especially rewarding, as the commercial vehicle market shows promise to grow even further.

"We've had some interesting times and we are proud of being able to record positive growth, despite difficult times through the GFC period," she says.

In 2014 RALI took on both Standox paint systems (solvent and water) at the same time, a move that Jo-Anne describes as challenging but worthwhile. The fact that Standox is approved by all leading automobile manufacturers, including Toyota, Lexus, Suzuki and Jaguar to name a few, was also a big benefit from RALI's perspective, Jo-Anne adds.

"We have been supplying Axalta products to the refinisher market, both PV and commercial, for many years, so the addition of Standox and Standoblue® was a natural move," she says.

"The Standox range has some excellent products that we are learning about. As a quality brand of premium products that offers great colour accuracy, it's easy to see why it has been successful, as it gives confidence to the sales team and to the customer. Painters find

it user-friendly and suitable for the majority of repairs, and the easy application means fewer reworks – and that makes everyone happy."

Refinishers have very unique needs in New Zealand compared to the Australian market, particularly when it comes to waterborne paint systems at the beginning and end, she adds.

"People have been wary of waterborne in New Zealand due to the very cold conditions in some parts, but our experience is showing that this is easily managed (refer to Page 21 for Best Practice Tips for Winter Refinish Work). The perception that it's more expensive is also being dispelled with excellent efficiencies being achieved," Jo-Anne says.

"Our industry is very competitive and vibrant, which makes for interesting days. Add to that the technology advancements affecting all aspects of the industry, means we will stay busy, which is a good thing for everyone."

"RALI's focus in the last five years has been to offer best practice solutions to each situation and so being able to offer a choice of solvent and waterborne has played in our favour"



Premier Panel Services

40 years of tradition,
growth and change

Established by Enrico and Liliana Colangelo in 1975, Premier Panel Services in Adelaide is a family business that leverages the experience of its founders with the energy of the new generation that is driving the business forward.

Over the past four decades, the Colangelo family has transformed Premier Panel Services from a small crash shop into the thriving repairer it is today.

“We specialise in small and large accident car repairs, and as a recommended Lexus repairer and an accredited BMW repairer, we pride ourselves on providing high quality panel beating and spray painting services,” explains Enrico and Liliana’s daughter Olivia, who helps run the business alongside her brother, Paul.

The business’s growth and survival has involved more than a modicum of change, something the Colangelo’s have learnt first-hand. The secret to their success in working together as a family, Olivia reveals, is their clearly-defined roles: Liliana, as director, oversees finances, while general managers Paul and Olivia handle operations and administration respectively.

“Successful family businesses need to be able to find the balance between the needs of the business and the needs of the different family members,” Olivia says.

“We also believe that anyone that wants to become part of the family business should work for another organisation and gain experience first; Paul worked as an engineer and I was a teacher.”

With a strong focus on eco-responsibility, Premier Panel Services use Standox’s waterborne range, Standoblue, in an effort to “continuously improve the environmental performance of our business”. With three spray painters and a busy workflow, Olivia

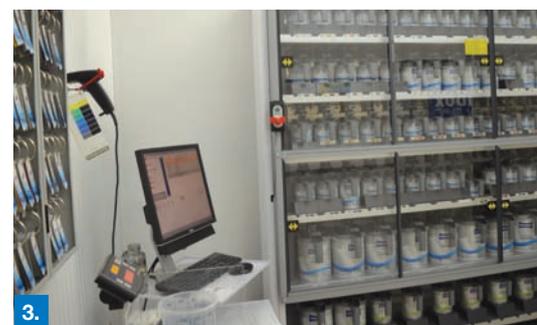
says Standoblue allows them to achieve a result “as close to factory finish as possible... while solvent reduction helps to reduce environmental pollution.”

Both Olivia and Paul are passionate about embracing modern practices and new technologies, prompting them to complete an extensive recent renovation, including extending their existing panel shop and constructing a modern, new purpose-built administration centre.

“Paul is the I-Car Instructor for South Australia, delivering training to other repairers and insurance assessors; to have an I-Car instructor as part of our team is invaluable,” Olivia adds.

“We’ve always believed that the reputation of our business is very much one of providing specialised, high quality service, and our long history is proof of the success of this approach.”

1. Premier Panel Services Staff (far left is Olivia, far right is Paul)
2. Enrico and Liliana Colangelo, founders of Premier Panel Services
3. Premier Panel Services paint mixing room



Environmentally friendly initiatives:

- Recycling and correctly disposing of all waste products
- Minimising water usage
- Installing auto-controls to turn off restroom lights
- Printing on recycled paper
- Educating employees in their environmental responsibilities and integrating it into their work practices, training and decision-making

Technical Consultant - Rick Tutty

Distributor - SA Color

Paint System - Standoblue

Habib Bros.

Truck and Car Smash Repairs

Keeping it in the family with Imron®

Celebrating 40 years in business, Habib Bros. proudly use Imron Fleet Line's Elite range on all types of vehicles, including light commercials, prime movers, buses, tankers, trailers, cranes and heavy machinery.

Long-time Imron Fleet Line customers Habib Bros. Truck and Car Smash Repairs are "one of a few repairers that does both cars and trucks", according to Joe Habib.

"All of our customers who own trucks also have cars, so we try to provide a full service," explains Joe.



Boasting an impressive 33 staff, Habib Bros – which is owned and operated by Joe's three brothers, Sam, Carl and Harry – has been in the same location since it launched in 1975, during which time the bulk of their work has been insurance-driven, along with private work, such as rebranding.

"We've been using Imron Elite for seven or eight years and one of the major benefits we believe is that it limits the amount of time that our painters have to spend in the spray booth," Joe explains.

"It also limits overspray and covers well in the first or second coat, which can be beneficial to our painters, as the work itself can be very hot with masks on".

The positive response they get from customers after applying Imron is another reason they're so pleased with the range. "The finishes are fantastic and customer satisfaction is high," Joe adds.

Joe says the ongoing support they receive from Axalta is "excellent", as evidenced last year. 'We succeed as a united global team' are words in action that were reinforced during a visit from Thomas Tadler, Axalta's Global Account Manager for PACCAR. Thomas, along with Bill Gray and Michael Kirchner, spent a week visiting key industrial accounts, including Habib Bros.

"If there's ever any issues, we get great support, especially from Bill Gray, which is a big benefit," Joe says.



1. Completed paint job on EDSON Truck
2. Owners of Habib Bros. Truck & Car Smash Repairs
LEFT TO RIGHT Harry Habib, Sam Habib and Carl Habib
3. Can image of Imron Fleet Line's Imron Elite



Features & Benefits of Imron Elite

VOC compliant (< 420g/l)

- Environmentally and user friendly
- Potential future legislation requirements

Large application window through specific rheology control agent

- Easy to apply in 1.5 coats
- Specially designed for easy application on large surfaces, including buses and trucks

Superior appearance

High-tech colour retrieval through electronic colour spectrophotometer

Productivity Advantages

- Reduced application time
- Reduced consumption at equal film build
- Reduced drying time

Technical Consultant - Doug Mrkonja

Distributor - McGraths Parts & Paint

Paint System - Imron Fleet Line

Houghton Auto-Body

Service and support with a smile

After running one of the larger crash shops in Adelaide for over a decade, Darren Ksiazkiewicz was ready for a new challenge, so he slid into gear as the brand new owner of Houghton Auto-Body.

In 2013, Darren and his wife Joanna bought the small collision repair facility, then called Houghton Crash Repairs, on “the outskirts of suburbia, in Adelaide Hills”.

They then set about transforming the business into a thriving, modern facility with an eco-friendly focus, and relaunched as Houghton Auto-Body.

“It had been around for about 33 years, but we bought it two years ago and we’ve extensively renovated the whole shop, extending it and bringing in new equipment for today’s technology,” Darren explains.

They closed up shop for almost six months during renovations and set about rebuilding the workshop from scratch, with a focus on embracing sustainable practices. This included mounting solar panels on the roof and installing eco-efficient rainwater tanks.

“We want to achieve the Green Stamp next through the Motor Trade Association of South Australia, so we’re working on heading in that direction,” Darren says.

Having used Cromax during his time at Claridges, Darren installed the system in his new business. He’s particularly happy with the results he’s achieving with Centari®, a unique, versatile and interchangeable range based on one set of common Mastertint® tinters, which helps refinishers to save time in paint preparation, colour specification and inventory control.

“I’ve used a few different paint systems in the past and I’ve found that the Cromax system is fantastic,” Darren says.

“The paint is great and the support is absolutely wonderful. I run a country shop, but I’ve built a good relationship with SA Color in Adelaide and their support is the best – they’re willing to give tech support after hours or drop off materials. They go overboard to help customers.”

1. Houghton Auto-Body premises
2. Houghton’s newly renovated bodyshop front
3. Staff: Justin, Eddy, Joanna, Mark and Darren

Houghton Auto-Body is striving to drive their business forward with a number of sustainable initiatives that will help them meet industry challenges head-on. Their environmentally focused practices make them eligible to compete for Axalta’s Sustainability Awards. If you are considering entering the Awards, this is some of the criteria the judges will be looking for:

- Strong vision for business and plan for future
- Staff training, especially encouraging the next generation, e.g. apprentices
- Marketing programme
- Efficient operating procedures
- Environmentally responsible
- Community involvement
- Specialisation or diversification strategies

Don’t miss out...

To enter the Axalta Sustainability Awards go to:

www.paintandpanel.com.au/awards



“SA Color in Adelaide... they’re willing to give tech support after hours or drop off materials. They go overboard to help customers.”



Technical Consultant - Rick Tutty

Distributor - SA Color

Paint System - Cromax Centari

Masterful repairs demand Masterful refinishes

Smash Masters Collision Repair Centre

You could almost eat off the floor at Smash Masters Collision Repair Centre, such is the standard of their state-of-the-art repair facilities.

When David and Belinda Ellis acquired Smash Masters Collision Repair Centre in Geelong, they became the proud owners of the city's smallest repair facility.

"Smash Masters Collision Repair Centre is now the largest shop in Geelong and we have since acquired another three smash repair locations in Laverton, Collingwood and Dandenong," David says. "Across the four premises we're averaging 150-200 cars a week."

Their impressive throughput rate has been supported by their

recent move from a competitor to Cromax Pro, which was driven by their ambition to keep up with the latest technology and modern systems. Another of their secret weapons is their use of OPS (Online Production System) Gateway software, a software solution that assists in managing production, workflow and job status, while identifying bottlenecks and trouble spots to reduce downtime.

The results speak for themselves, according to David, particularly in regards to "superior colour reproduction, efficiency and increased productivity".

David adds, that they converted their paintrooms in all four locations to Cromax Pro for three primary reasons.

"Firstly, because Cromax Pro are the market leader in waterborne and provide a high level of support. Secondly, was due to my relationship with the Axalta Team in Victoria. And thirdly, we did it because water-based paint is the future of the car industry," he says.

1. Birds-eye-view of Smash Masters Collision Repair Centre bodyshop



The statistics

- 50 employees
- 4 locations
- 150-200 cars processed per week
- 100 new Suzuki and Hyundai hire cars for customer use

Technical Consultant
Anthony Roberts

Distributor - All Cars Paint Supplies
- Victoria

Paint System - Cromax Pro

Wilson's Paint and Panel

A future-focused family business

Plucking a silver lining from a near-disastrous workplace fire, Bob Wilson, owner of Wilson's Paint and Panel in Capalaba, Queensland, has the right attitude for success.

Bob Wilson has had a long and varied career that, until a decade ago, had very little to do with the automotive industry. "I'm not a tradesman - I've been an aerial rigger, I've worked in factories, in communications, in appliances, and as an administration and service manager!" Bob says.

But that all changed when he opened Wilson's Paint and Panel in 2004, after taking over an established business where his youngest son, Rob, had completed his spray painting apprenticeship.

"We're only a small shop and have used Cromax since we opened due to its reliable performance," Bob says, "and it continues to perform."

Bob adds that while the majority of their work is insurance driven, accounting for "around

65-70%" of their business today, the remainder is comprised of private crash repairs and vehicle re-sprays.

After a fire broke out in their diesel burning heater last year - thankfully, it was quickly doused with three fire extinguishers on site - they have recently installed a brand new paint booth, which in combination with their Cromax paint system ensures productivity is high.

Furthermore, it will pave the way for a transition to waterborne in the future.

"We're only a small shop and have used Cromax since we opened due to its reliable performance... and it continues to perform."

1. Robert Wilson - Retrieving colour formula

2. Chris Laird - Making paint preparations



Technical Supervisor - Jason Ryan

Distributor - Harts Paint Supplies
Brisbane

Paint System - Cromax

Seaford Crash Repairs, SA

The secret behind their growth and success

A second-generation business that recently expanded their premises and employed several new staff members, Seaford Crash Repairs, South Australia is growing in leaps and bounds.

Specialising in insurance and private collision repairs, Seaford Crash Repairs has been family owned and operated since 1995.

The second-generation business is co-owned and managed by father and son team Ted and Steve Sferruzzi. While Steve joined the business around nine years ago, Ted has been in the game for around four decades.

His passion for the automotive industry has resulted in locals developing a strong loyalty to Seaford Crash Repairs and Ted's former shop, SV Crash, with some customers "coming back for 35 to 40 years".

They have recently expanded their panel beating business to include five bays and have installed new equipment, including a Car-O-Liner® for frame measurement and straightening, and a new gas fired and infrared booth.

"Since updating our quoting system in 2009 and continuing to stay up-to-date with the latest technology, our business has expanded enormously" Ted says.

"We invest heavily and have some of the latest state of the art equipment. Our spray booths with infrared drying systems, can bake a whole car in 20

minutes, and with Cromax we have the ability to get the colour matching process absolutely spot on."

Furthermore, at a time when many collision repairers are contracting their workforce rather than expanding them, the business has recently employed an extra staff member.

Ted and Steve credit their growth and success to their commitment to using the latest paint and panel equipment available, including the Cromax paint system.

"We like Cromax for three main reasons: productivity, efficiency and price," Steve says.

As Business Services customers, they've introduced a number of pre-LEAN initiatives, such as developing standard operating procedures, quality control checklists, implementing scheduling boards and creating a vehicle 'check in' form. Steve has also expanded on these with some of his own efficiency initiatives, including "batching parts to paint", he adds.

"We like Cromax for three main reasons: productivity, efficiency and price"



2.



3.

1. Front of Seaford Crash Repairs Bodyshop
2. Vehicle in bodyshop for repair
3. Paint preparation
4. Seaford Crash Repairs' team



Technical Consultant - Mick Tutty
Business Services Consultant
Ewan Pettigrew
Distributor - Crash Supplies, Adelaide
Paint System - Cromax

CAR-O-LINER MARK6

Sikorsky Helitech

Recreates



BRS: Full service distributors

Seeing the opportunity to diversify, Brisbane Refinish Supplies (BRS) entered into a contracting services agreement with Sikorsky Helitech in October 2013 to operate the refinish department. The team of four painters, John Geary, Kris Davidson, Michael Williams and Tim Chilcott, had an immediate impact on productivity, explains Zane Willis from BRS.

“With support from Peter Welsh at BRS, the paint team can introduce products and processes that streamline the refinish department and deliver outstanding paint work in a very efficient manner,” Zane says.

“The guys all have an automotive painting background, but they love the opportunity to paint something different. Since the agreement, the team has averaged 98% productivity rate, which is awesome for a non-smash repair environment. We’ve now started discussions with a number of other clients interested in BRS running their refinish departments.”

Helicopter

Imron Aviation dominates the skies!

Just where do you start when transforming a helicopter into a search and rescue aircraft – and what do you need from your paint system? Sikorsky Helitech turned to the team at Brisbane Refinish Supplies and Imron Aviation to find out.

Providing support for rotary wing aircraft throughout the Pacific and South East Asian regions, Sikorsky Helitech is a leader in its industry.

So when the Brisbane-based company was approached to overhaul a Sikorsky helicopter, one of the largest in the southern hemisphere, they were ready to meet the challenge head on.

“It came to us as an offshore oil-rig configured aircraft, essentially a big bus in the air that transfers workers to the oil rigs, and it had to be reconfigured into a ‘search and rescue’ helicopter, which included a total overhaul and a completely new paint scheme,” explains Dave Albright, Operations Manager at Sikorsky Helitech.

“Not only did we have to repaint it, but we had to test the products and figure out how to use them properly, followed by doing the actual paint job.”

The helicopter was “the largest aircraft we’ve ever painted”, Dave adds, which added to the complexity of the job.

“We were working with very diverse materials, as there was a lot of metal and aluminium and composite materials, which meant they were all different base colours to begin with,” he says.

“We were also painting white over the top of multiple colours, which is not always cut and dry!”

Zane Willis from Brisbane Refinish Supplies explains that they chose to work with the Imron Aviation paint system, as the project required a specialised finish that could withstand the demands of aviation.

“From the Imron range, we used the 13580S primer with the AS700 basecoat and the AS740 clear coat. The reason we used the base/clear system was because of its durability in salt air; we needed that extra durability for superior protection against the elements in the sky,” Zane says.

The result, as you can see from these images, is a sensational high-shine finish that can also withstand the elements.

After the paint job was complete, a professional photographer was commissioned to capture the helicopter’s glorious new coat. Zane spoke to the photographer Ned Dawson, at the time, who was more than impressed with the job.

“In all my time photographing choppers, which is over 30 years, I have never seen a paint job as good as this one”, as Ned Dawson told Zane.

Praise doesn’t come much higher than that!

1. Completed helicopter flying over the water in a test flight
2. LEFT TO RIGHT Peter Welsh, Michael McMillan, Kim Chilcott, Chris Davidson, John Geary and Ben Arris - The Brisbane Refinish Supplies' Team
3. Ben Arris Morning air crew including Sikorsky Helitech pilot, customer pilot, customer air crew and Sikorsky Helitech Avionics engineer Jason Spinks briefing with Sikorsky Helitech Quality John Hayhurst.

1 & 3 PHOTOGRAPHY BY: Ned Dawson, HeliOps Magazine



2.



3.



Torresan Engineering

When only the best will do

With several high profile brands on their client list, it's crucial that Torresan Engineering works with the best suppliers, which is why the family business transitioned to Nason Industrial in March 2014.

Servicing the structural steel needs of industrial and commercial organisations nationwide, Torresan Engineering works with a diverse mix of industries, including retail and transport logistics.

"My father started the business back in 1971 and I took over as of 2005. We're running at about 18 staff and we work with a lot of the big builders and a number of industrial distribution centres – those that deal with Coles, Toll, Woolworths, DHL and Australia Post," explains Dario Torresan, who runs the business with his brother Tino.

"Last year, Tarny (from Wallaby Crash Supplies) came to us with a product that offered the equivalent finish of a 2-coat product, that we could apply in a single coat. That product was Nason Industrial, which saves

us time, as we only have to apply a single coat. But, it still gives us the same finish as we were getting with two coats."

Their main driver for moving to the Nason Industrial range was to improve their productivity, and Dario confirms that they're processing work much more quickly now with Nason Industrial's single coat application.

"Our previous paint system was taking forever to dry. With Nason Industrial, we're able to match a nice hard, gloss finish and we can get that finish with a single coat, so we are literally only turning the pieces once, but we're achieving the same thickness and gloss levels as before. The other brands just can't compete with that."

"Our previous paint system was taking forever to dry. With Nason Industrial, we're able to match a nice hard, gloss finish and we can get that finish with a single coat"

1.

A.D. McCallum and Son

Celebrating 60 years in engineering

When three brothers spend a decade together building and repairing ships along Sydney's waterfront, what are they to do next? Form a business together, of course – which is precisely what brothers Ronnie, Doug and Jimmy McCallum did 60 years ago.

It was 1955 when the trio established A.D. McCallum and Son, which services the engineering industry on everything from the smallest steel structures and machines to the largest complex steel structures and construction machinery.

They now have three generations of McCallums backing them up, with Doug's son George joining the family business, followed by George's son Jason in 1992. Today, a staff of 22 is based out of their premises in Wilberforce, north-west of Sydney, where they "design, manufacture, paint, install and certify practically anything that's made out of steel", Jason says.

"We do everything from installation, structural repairs and modifications. For instance, with the tower cranes that you see

on large buildings, we manufacture what they stand on and what holds them to the building," he explains.

"Durability and UV protection is important, as most of our products are outside and need protection against the weather. That's why we moved to Nason Industrial from PPG in 2014, on our painter's recommendation. We like the ease of preparation and application and we haven't had any problems since transitioning across."

At Axalta, our support is not confined to the Australian borders. Mike Cash, Axalta's Senior Vice President and President, Industrial Coatings visited A.D. McCallum and Son when in Australia launching Nason Industrial, demonstrating our strong relationship with our global counterparts and reinforcing our values that we succeed as a global team!



2.



3.

1.

1. LEFT TO RIGHT:
Glenn McNeill - Sydney Airport Co-ordinator,
Matt O'Neill - Workshop Foreman,
Sharon Sessions - Secretary, Jason McCallum - Director,
Carl Hartnett - Boilermaker, Brad Tennant - Yard Man

2. Soilmec SR-50 Drill Rig before paint refurbishment

3. Soilmec SR-50 Drill Rig after paint refurbishment

Winter is Coming

Practical tips for winter refinish work

Experienced refinishers know the problem: as winter approaches and temperatures drop, refinish preparation work needs to be adapted accordingly. Lower temperatures can render clear coats and hardeners more viscous, making them much harder to work with. Although most of Australasia is blessed with mild winters, there are still areas that receive extreme cold, including our New Zealand neighbours! So how can you best prepare your paint room for the cooler season?

TIP 1.

20°C is ideal

Temperature plays a critical role in many chemical processes; refinishing is no exception. That's why refinishers need to pay particular attention to it in cold winter months.

"Axalta products are pretty robust and up to a point, they are quite forgiving of environments that are not ideal. Nonetheless, bodyshops should ensure certain minimal conditions are met to make sure they achieve professional results, even in winter," says Paul Polverino, National Training Manager.

"When storing or working with VOC compliant clear coats in particular, temperatures should not be allowed to drop below 20°C. This simple precaution can ensure optimal viscosity and sprayability. It is imperative that water-based products be protected against frost."

TIP 2.

Don't over-dilute cold paint

"If a paint product seems thicker than usual during mixing, check its temperature and viscosity. In most cases, the problem is usually that the paint is simply too cold," says Paul Polverino, National Training Manager.

Additional diluting of the product with extra thinner is not the optimal solution. Make sure the materials about to be used are at a room temperature of at least 20°C. Climate controlled paint mix and storage rooms can be well worth the effort in colder areas.



TIP 3.

Bring vehicles into the heated spray booth

Temperature is not only relevant for paint products and components, but also for car bodies, which should not be allowed to get too cold. If they do, a fine moisture film can develop on the surface as the vehicle warms up. This can create problems with the flow, surface wetting and adhesion of the fresh paint and can lead to long-term defects, such as blistering.

"This kind of moisture layer can make a superior result almost impossible to achieve. Allow the vehicle to stand in the heated spray booth for some time before starting work," says Paul Polverino, National Training Manager.

TIP 4.

Don't "over-compensate" with a high spraying temperature

Just because it's cold outside, that doesn't mean we have to reach for the fastest hardener available. If your spraybooth is running between 20-25°C and has quality bake cycle reaching recommended metal temperatures, then conditions are normal (inside the booth), therefore your hardener and thinner choice should be selected based on the size of job and your spraybooth conditions. Note that problems can occur if spraying is carried out in higher temperatures, particularly if combined with the wrong hardener choice.



1.

Just because it's cold outside, that doesn't mean you have to reach for the fastest hardener available.

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

Audurra
AVAILABLE NOW!

For exceptional results:

Audurra™ sanding paper

In the automotive repair industry, the vehicle finish you achieve is only as good as the products you use. Fortunately with Axalta's new Audurra dry sanding paper series, you can benefit from the product's durability, speed and cost savings, without sacrificing on quality.

At Axalta, our focus is always on helping our customers improve their paintroom productivity and efficiency. That's why we're so excited to launch Audurra, a sandpaper range that is film-backed to ensure longer lasting life of the disk, and hard wearing due to its aluminum oxide abrasive properties.

Good water resistance and an extended lifetime when compared to conventional sandpapers provides further opportunities to save on material costs.



Features and benefits

- Opportunity to save on material costs
- Extended lifetime, due to aluminium oxide being used
- Suitable for high-production shops
- Film backed paper
- Increased upper anti-clog coating for extra durability

For more information,
contact your nearest Distributor or
Technical Consultant today!



“This allows Axalta and our network of distributors the opportunity to provide the latest in paint spray guns, which we can recommend and support with confidence”

Sagola® spray guns & equipment

Axalta's newest partner in outstanding technology

Partnering with those at the leading edge of technology is important to us at Axalta, which is why we're thrilled to announce our new relationship with Sagola.

Renowned European manufacturers of paint spray guns and spraying equipment, Sagola has recently signed a long-term partnership agreement offering Axalta Coating Systems the right to become the exclusive importer of Sagola products for the refinish and industrial segments of the Australian market.

Sagola, a 100 per cent family owned company based in Europe, has been manufacturing spray guns for over 60 years. As a modern business that has remained dynamic and adapted rapidly to changing market conditions, Sagola has also engaged in the manufacture of components for the biomedical sector, aeronautic industry, passenger transport services and other service businesses.

This new arrangement between Sagola and Axalta aims to strengthen the local Sagola offering, with improvements in technical service, commercial support, ongoing stock supply and marketing support.

Paul Wake, Axalta's National Sales Manager for Australia and New Zealand, is excited at the opportunity this agreement brings to Axalta's customers.

“This allows Axalta and our network of distributors the opportunity to provide the latest in paint spray guns, which we can recommend and support with confidence,” he says.

“With the increase in multi-site operators (MSOs), it's important that we can provide these customers a universal solution across numerous sites.”

Axalta Coating Systems and Sagola's new Australian partnership is officially launched at the Collision Repair Expo, Melbourne in April 2015, where they will demonstrate the current range available in Australia, giving both distributors and end-users the opportunity to learn what makes Sagola spray guns so unique in the market.

“We're pleased to be working with Axalta, as its wide commercial network of distributors covers almost all of Australia,” says Inazio Eguskiza, Sagola's Export Manager.

“In conjunction with their exceptional service levels, we look forward to showcasing our latest product range for the refinish and industrial markets.”



1.



2.

1. Sagola - 4100 Xtreme Digital

2. Sagola - 4100G

Visit youtube.com/AxaltaANZ and search 'WorldSkills' for our video wrap up of the event!

Axalta shines at WorldSkills Australia

"The ultimate skills challenge"



Pitting high-performing young Australians against each other to find "the best of the best", WorldSkills Australia challenges our next generation to compete in the global competition at 43rd WorldSkills Competition in São Paulo, Brazil. Axalta is proud to support the event, which is about investing in the future and in our industry.

WorldSkills Australia is the nation's premier platform for showcasing trades and skills through regional and national competitions. The 2014 WorldSkills Australia National Competition was held in Perth in September last year. "Our talented young Australians, together with selected industry experts, represent the high level of trades and skills training in this country," says CEO of WorldSkills Australia, Mark Callaghan.

Certified spray painter Blair Watters from T & K Restorations in Newcastle is one of these skilled young people.

Over the course of three days at the 2014 WorldSkills Australia National Competition, Blair Watters and six fellow vehicle painting apprentices competed for more than eight hours each day. They primed and masked car hoods before finishing them with a smooth gloss, using Standoblu.

"I competed in regionals at my local TAFE, and after I won that I got the chance to come over to Perth and compete," explains Blair.

"Winning the competition means the world to me, as it opens up so many opportunities."

Fellow regional medallist Jordan Atkins from Medicar Automotive in Campbelltown, Sydney adds, "Just being here is a massive achievement for me."

Jordan was one of two female competitors in the Vehicle Painting category, from a total of seven regional medallists, which Axalta's Paul Polverino, National Training Manager says shows that the industry is increasingly appealing to both males and females.

"This is an industry that now has more women working in it, which is fantastic. We have a lack of skilled tradespeople in many different trades, so it's wonderful to see more kids coming along and doing vehicle refinishing, especially females," he says.

"These [seven competitors] are amongst the best of the best in Australia, the best vehicle painting apprentices from around the country. For Axalta, it's about investing into the future, investing in our industry and helping these kids become professional tradespeople."

- 1. Winner of WorldSkills Australia, Blair Watters
- 2. Blair Watters in competition



WorldSkills Australia 2014 National Competition Vehicle Painting Medallists

- GOLD** Blair Watters, NSW
- SILVER** Billy Cowcher, VIC
- BRONZE** Jayden Cook, WA

Shining on an international stage

The 43rd WorldSkills Competition will be held in São Paulo, Brazil from 11-16 August, 2015, with more than 1,000 people from 70 countries competing. We wish Blair the best of luck as he works closely with his Training Manager to refine his skills in the hope of being selected to represent Australia as a Skillaroo to compete for the coveted gold medal in what has become the largest Vocational Education and Training event in the world!



Built for Performance.

National Conference

In November 2014, Axalta Coating Systems held its first National Conference (under its new name) in Terrigal, NSW.

1.



2.

The conference ran over 5 days – with the Axalta Sales and Technical team in for the first part of the week and Axalta Distributors for the second part.

The conference was designed to bring everyone together with the aim of improving understanding of the objectives and vision of Axalta in Australia and New Zealand. The event was also an opportunity for Axalta and its three global refinish brands – Sandox, Spies Hecker and Cromax – to share its knowledge of and expertise in the refinish and industrial sectors.

On the Wednesday afternoon, the combined team of sales personnel and distributors participated in a wonderful team building exercise. Through a series of tasks and challenges, each of 16 teams had to work together to build a bicycle, with the first team finishing crowned champions of the day. The highlight to the exercise was at the end, when the bikes were donated to underprivileged kids from The Entrance Public School, who turned up in person to collect their gifts.

“Axalta is always looking for opportunities to give back to our customers and the community they live and work in, so this bike project was a win-win for us. It was a fantastic team building

exercise and a tangible way to support the community on the Central Coast,” says Paul Wake, National Sales Manager.

The fun continued on in the evening with a themed fancy dress dinner, where guests dressed in something beginning with “A”.

During the evening the following distributors were recognised for their outstanding performance during 2013/2014:

Oz Trade Supplies, QLD
Distributor Excellence Award

Wallaby Crash Supplies, NSW
Distributor Excellence Award

LJ Smits, NZ
Distributor Excellence Award

The week concluded with a clear direction on 2015 objectives and why Axalta is “Built for Performance”.



3.

The conference was designed to bring everyone together with the aim of an improved understanding of the objectives and vision of Axalta in Australia and New Zealand.

1. National Conference attendees with the bicycles they assembled during a team building exercise.
2. Members of Team 10, presenting the bicycle they assembled to a student from The Entrance Public School.
3. Fancy dressed themed dinner



Recognition Awards

ACE Crash Repairs

30 YEARS +



1.

1. ACE Crash Repairs' team

30 years with Spies Hecker - and counting

A loyal long-term user of Spies Hecker, Trevor Bullock operates Ace Crash Repairs out of the seaside township of Portland, 360km west of Melbourne. In partnership with his wife Karen, Trevor launched Ace Crash Repairs in his backyard in 1976. Over the following decade, the business grew into its own workshop and Trevor became one of the first in the area to put in a spray-bake oven. That's when he made the switch to Spies Hecker. "We've never had any problems with Spies Hecker," Trevor says. "When you find a good product, you stick with it."

Cummins Crash Repairs

30 YEARS +



2.

2. Terry Skipworth (Skippy) standing next to vehicles he has restored and painted

"I'll stick with Spies Hecker"

Established in Cummins, around 70km north of Port Lincoln and 650km west of Adelaide, Cummins Crash Repairs has been servicing the local community since 1970. Owner Terry Skipworth says they've used Spies Hecker paints since the brand launched in Australia in 1985, and they've stuck with it as they've had "minimal trouble with it over the years". "People have tried to get me to move to other products," he adds, "but I find it to be a very good system to use, so I'll stay with Spies Hecker."

Trev's Pro Street Panels

30 YEARS +



3.

3. Trevor and his brother Graham (left to right) with his 1935 Willys Roadster Hot Rod that they built from the ground up. It was painted in 1987 and debuted at the Melbourne Hot Rod Show and was judged Top Hot Rod overall for the weekend

McQ Smash Repairs

30 YEARS +



4.

4. LEFT TO RIGHT
Warren McMartin - owner of ACE, Rod McHugh - owner of McQ Smash Repairs, Greg Jordan - Sales Manager for ACE, and Paul Wake - Axalta's National Sales Manager

Reliability and consistency drive loyalty

A leisurely 230km drive north-west of Adelaide will take you to Monash, a scenic rural community from which Trevor Matthews runs his business, Trev's Pro Street Panels. Having proudly used Spies Hecker on a range of repair and restoration works for 30 years, Trevor says he can rely on the product because "I've used it for so long, I know its characteristics," he says. "And, I don't have to work overtime to get the finish that I want."

Spies Hecker never fails to deliver

Having used the Spies Hecker paint system for three decades, Rod McHugh, owner of McQ Smash Repairs in Revesby, Sydney, says the product never fails to deliver. Together with his brother Dennis, he leads a team of 10 staff and says that since they began working with the range in 1985, the business has never considered switching from Spies Hecker. "We get great back-up support and it's a good product - it never lets us down," Rod says.

30 YEARS +

SPIES HECKER

Ace Crash Repairs
PORTLAND, VIC

Cummins Crash Repairs
CUMMINS, SA

McQ Smash Repairs
REVESBY, NSW

Trev's Pro Street Panels
MONASH, SA

20 YEARS +

SPIES HECKER

**Body Perfect Smash
Autobody**
BANKSTOWN, NSW

Cathcart Smash Repairs
BENDIGO, VIC

CROMAX

Kevin Hay's ZZ Autos
MOWBRAY, TAS

15 YEARS +

STANDOX

**Barbanera's
Prestige Smash
Repairs**
ST PETERS, NSW

**Kerrigan's Accident
Repairs**
LOWER
TEMPLESTOWE, VIC

SPIES HECKER

A&T Autocare
HAMILTON, VIC

**Arafura Crash
Repairs**
WINNELLIE, NT

DJ & ML Panels
SALE, VIC

**Golden Grove Crash
Repairs**
RIDGEHAVEN, SA

**Marque Motor Body
Repairs**
HALLAM, VIC

**Profinish Smash
Repairs**
BOWRAL, NSW

SAS Paint & Panel
WINGFIELD, SA

**Sunraysia Crash
Repairs**
MILDURA, VIC

CROMAX

**All Type Crash
Repairs**
PARA HILLS WEST,
SA

**Central Accident
Repairs**
KANGAROO FLAT,
VIC

Dawson Prestige
HEIDELBERG WEST,
VIC

L&R Motors
COOGEE, NSW

Nurlendi Panels
RINGWOOD, VIC

**Robinson Bros
Panel Beating**
BUNGENDORE, NSW

**Yeppoon Paint &
Panel**
YEPPON, QLD

10 YEARS +

STANDOX

**Lawson Motor Body
Repairs**
THOMASTOWN, VIC

**Morphett Vale Crash
Repairs**
MORPHETT VALE, SA

SPIES HECKER

**Burraneer Smash
Repairs**
CARINGBAH NORTH,
NSW

Walker Bros
CASINO, NSW

CROMAX

Caboolture Bus Lines
CABOOLTURE, QLD

**Cartisan Paint Repair
Systems**
BELCONNEN, ACT

**Classic Paint
Supplies**
CLEVELAND, QLD

**Lakayev Smash
Repairs**
MONA VALE, NSW

SX Trailers
CHIPPING NORTON,
NSW

5 YEARS +

STANDOX

Casanova Crash Repairs
KENT TOWN, SA

Gasoline Lane
HUNTINGDALE, VIC

Mercedes-Benz Autobody
PORT MELBOURNE, VIC

Narrogin Paint & Panel
NARROGIN, WA

St Marys Prestige
NORTH ST MARYS, NSW

SPIES HECKER

Bayer Paint & Panel
LOGANHOLME, QLD

Kar Kreations
YEPPON, QLD

Rosenthal Automotive
BERRI, SA

**Smeaton Grange Paint n
Panel**
SMEATON GRANGE, NSW

Top Gun Panel & Paint
BEERWAH, QLD

CROMAX

**A1 Motorcycle Repair &
Repair**
NERANG, QLD

ACE Auto Refinishers
SOUTH MACKAY, QLD

**ASCO MOTORS (Toyota
Tsusho)**
NAMAKA NADI, FIJI

**ASCO MOTORS (Toyota
Tsusho)**
NABAU SUVA, FIJI

Dave's Paint & Panel
CARDIFF, NSW

Dysart Panel & Paint
CAWARRAL, QLD

Ela Motors
HONIARA, SOL

Ela Motors Goroka
GOROKA, EASTERN
HIGHLANDS PROVINCE, PNG

Ela Motors Kokopo
TAKUBAR, EAST NEW
BRITAIN PROVINCE, PNG

Ela Motors Lae
LAE, CENTRAL PROVINCE,
PNG

Ela Motors Lihir
LIHIR, NIP, PNG

Ela Motors Madang
MADANG, MP, PNG

Ela Motors Mt Hagan
KIMININGA, WESTERN
HIGHLANDS PROVINCE, PNG

Ela Motors Porgera
WESTERN HIGHLANDS
PROVINCE, PNG

Ela Motors Port Moresby
BADILLI, PORT MORESBY
NCD, PNG

Ela Motors Wewak
WEWAK, EAST SEPIK
PROVINCE, PNG

Flash Automotive
MOORABBIN, VIC

**Fuller Brothers Smash
Repairs**
BELCONNEN, ACT

Liverpool Smash Repairs
LIVERPOOL, NSW

Luton Smash Repairs
SMITHFIELD, NSW

Mark Pulham Smash Repairs
MONA VALE, NSW

Old Car Restoration
PARKHURST, QLD

Repair't Rite
GOLDEN BEACH, QLD

Sam Femia Panel Beaters
MONA VALE, NSW

Sumner Park Smash Repairs
SUMNER PARK, QLD

Wizard Paint Repairs
FYSHWICK, ACT

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