

THE ULTIMATE FINISH

APRIL 2016 ISSUE 17

AXALTA

**Driving Bodyshops
into the 21st Century.**



INSIDE THIS ISSUE

**Axalta - 150 Years of Coating Innovations
Sustainability - More than Being Green
Enter into a New Clear Coat Dimension**



"Car manufacturers are always introducing new special effect colours. To match these, I need a reputable paint partner who can give me the most innovative tools and product systems."

COMPLEXITY AND SIMPLICITY.

Colour accuracy is what Standox is all about. We supply digital and conventional colour retrieval systems in combination with expert colour advice for outstandingly accurate colour matching.

Superior colour tools and support from Standox.

M16006

STANDOX

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Message from the MANAGING DIRECTOR

Welcome to the first 2016 issue of The Ultimate Finish magazine.

This year we are celebrating a huge milestone in our business: 2016 marks 150 years in the industry for Axalta Coating Systems.

Founded by Otto Louis Herberts in 1866, Axalta continues to be driven by technology and innovation, manufacturing environmentally compatible and sustainable products, benefitting our customers globally.

We continue to serve 100,000 customers in over 130 countries and they continue to achieve great results! Recently, two Axalta customers took out the prestigious Paint & Panel and Axalta Sustainability Awards for 2015. Jack Hillermans Smash Repairs in NSW and Houghtons Auto Body in SA have been awarded top honours for their industry-leading sustainable business models and innovative approach. Read why they were selected on page 6.

Our latest achievement on the road to innovation is a new clear coat resin technology, which you can read about on page 4. With a drying time of just five minutes at 60°C without compromising the finished product, the revolutionary resin technology will no doubt transform the refinish process.

There are some important changes taking place under the Global Harmonised System (GHS), affecting product labelling and safety data sheets. Businesses outside VIC and WA must comply with these changes by 1 January 2017. Read about the changes on page 23.

We now look towards the future with the hope of accomplishing even greater things with the help of our customers and distributors.

Enjoy this issue!

Sincerely,

Steven Brett
Managing Director
Axalta Coating Systems



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A CLEAR WITH WOW FACTOR

INTRODUCING NEW CLEAR

COAT TECHNOLOGY



Axalta's new clear coat technology is set to revolutionise the refinish process! With the focus on improving bodyshop throughput, we are excited to launch a clear coat that dries in just five minutes at 60 °C, without compromising the final appearance.



2.

1. Fast drying without compromising on appearance
2. Clear coat dries in 5 minutes at 60°C
3. New clear coat technology set to revolutionise refinishing
4. Standocryl VOC-Xtreme Clear

New patented resin technology from Axalta is behind the latest release of high-quality clears that enable extremely fast drying at low temperature or through a short bake. At the same time, these new clears provide an exceptional mirror-like finish that is not achievable with standard air-dry clear coats.

"We set out to offer bodyshops a practical solution to improving their work processes," says Paul Polverino, Training Manager at Axalta. "Based on an innovative new resin technology, what we've delivered is a truly innovative clear coat technology. The new products are the only top appearance clear coats available on the market today that can dry this quickly."

Through the use of different activators, this new clear coat technology can support drying, through a conventional spray booth or air drying (at 20°C) in less than an hour. It also performs well in older spray booths that have difficulty reaching higher temperatures.

Highlights at a Glance:

- Exceptionally quick drying times:
AirDry and Ready to Polish
Under 60 minutes @ 20°C
Bake
10 mins @ 45°C or 5 mins @ 60°C
- No need for any additional investment in equipment.
- Performs well in spray booths that cannot reach 60°C.
- No compromise with final appearance.
- Efficient 1.5 pass application with no interim flash-off.
- Polish in 10 minutes after baking.
- Suitable for small to multi-panel repairs.
- Can be used over hardened waterborne or solventborne basecoats.

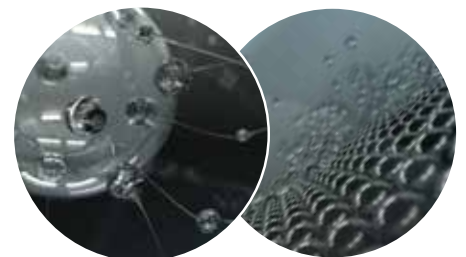
"This new technology has enabled us to produce a clear coat never seen in the market," said Paul Polverino. "It is often referred to as a low energy clear because it performs well as either an air-dry clear or in booths that cannot reach 60°C."

"But it's not speed alone that makes the clear coat so unique. The final appearance is amazing," Paul continues. "Combined with first-class depth, an almost mirror-like gloss and an extremely hard surface, this clear coat is in unrivalled pole position."

As a result, bodyshops will be able to re-think work processes and optimise their work-flow. The new clear coat is extremely user-friendly to apply, even over large areas. Based on field test results, bodyshops can not only increase throughput substantially using this clear coat, but also make significant energy savings.

Delivers:

- Outstanding premium finish with exceptional gloss levels.
- Allows you to improve bodyshop throughput.



3.

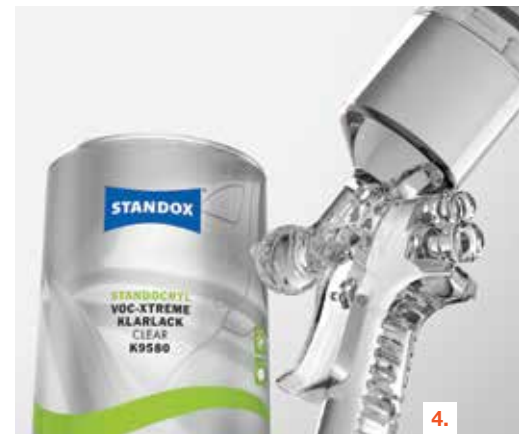


What our customers in Europe are saying



"I am really impressed by the easy application of this new clear coat. Once dry, the surface is easy to sand and polish as long as the user respects the drying times. I continue to be delighted by the speed of the drying process."

Thomas Tetzner, Body & Paint Shop, Steisslingen, Germany



Availability

This new Axalta resin technology will be available from mid-2016 in the following products:

- **Standox - Standocryl VOC-Xtreme Clear K9580**
- **Spies Hecker - Permasolid HS Speed Clear Coat 8800**

Contact your nearest Axalta distributor for further details.



To view the Standox training video visit:

<https://youtu.be/SBgtYnjdK50>



To view the Spies Hecker training video visit:

<https://youtu.be/onley8PmG-w>



"This clear coat represents a revolution for the entire refinishing process. Thanks to the short idle times, we've achieved a noticeably higher throughput."

Hans Hoffmann, Berlin, Germany

FORWARD-THINKING REFINISHERS FOCUS ON SUSTAINABLE BUSINESS MODELS

A record number of nominations were received for the 2015 Axalta Sustainability Award, which focuses on bodyshops who use innovative methods to make their business more sustainable, with Houghton Auto Body and Jack Hillermans Smash Repairs taking out top honours!



Axalta Coatings Systems are thrilled to once again sponsor the Sustainability Awards, an initiative that recognises refinishers who have taken that extra step towards advancing both their business and the industry as a whole.

Sustainability within the repair industry is more than just about being green. Keeping up with staff training, developing forward-thinking business strategies, investing in new equipment, tools and processes to increase efficiency and looking to reduce waste and energy usage will strengthen bodyshops' position in the marketplace, whilst helping to future-proof our industry.

The 2016 Sustainability Award entries are open to all bodyshops across Australia regardless of size or paint system used. You do not have to be an Axalta customer. A website is essential to being eligible to be nominated for the Award.

Keen to enter the 2016 Sustainability Award?



To learn more about the 2016 Axalta Sustainability Award you can contact us on 1800 292 582 or you can nominate a business by going to www.paintandpanel.com.au/awards or scanning the QR code.

What are the judges looking for?

Neil Powell, a panel beater and spray painter by trade, is a technical judge for the Sustainability Awards. "We look for both environmental and economic sustainability; these two areas are equally important," Neil explains. "It's all about starting to clear out old processes and putting in place newer, better procedures. The industry is forever changing, but refinishers need to be able to change faster." Neil shares what judges are looking for:

- A business plan that addresses environmental and economical sustainability.
- Well-presented facilities that maximise floor area and minimise wasted space
- Existing sustainable procedures and practices, such as recycling programs, energy efficiency initiatives, waterborne paints and water harvesting.
- A focus on business sustainability regarding staff training, keeping up with industry changes and embracing new technology.
- A compelling website to represent your business online.



1. Axalta Sustainability Award logo and trophies
2. LEFT TO RIGHT: Steven Brett (Axalta's Managing Director), Daniel Delaney (Jack Hillermans), Joanna and Darren Ksiazkiewicz (Houghton Auto Body)
3. LEFT TO RIGHT: Steven Brett (Axalta's Managing Director), Daniel Delaney (Jack Hillermans)
4. LEFT TO RIGHT: Houghtons Auto Body staff, Justin, Eddy, Joanna, Mark and Darren

2015 SUSTAINABILITY AWARD WINNERS



JACK HILLERMANS SMASH REPAIRS

Jack Hillermans Smash Repairs of Willoughby, Sydney have been operating for 60 years, but they're not afraid to move forward with technology, eco-initiatives and training.

With a team of 25 professionals, their focus is to restore all makes and models of high-end new and prestige Japanese vehicles on their 2,000m², multi-level premises.

Owner Jack Alajajian believes it's imperative that they use the best quality materials, refinish processes and ongoing training to secure the highest level of customer service. To this end, they use Standox's Standoblue waterborne paint, recycle all metal, plastic and aluminium products, and continually improve the throughput of vehicles under strict quality control protocols.

Winning the 2015 Axalta Sustainability Awards "means a lot – it means we're getting it right," says Daniel Delaney, manager at Jack Hillermans Smash Repairs.

"We entered the Sustainability Awards because we thought, well, why not? We were a perfect candidate with all of the initiatives we have in place," Daniel says. "We're thrilled to have won. It's hard enough to be in this industry, let alone to keep running and growing, and to be recognised like this means a lot. Jack's been in this industry since 1983 and we're still doing well, so we must be doing something right!"

Judge's Comment



"An established business, Jack Hillermans has been restructured to become more economically sustainable, and they've done it by introducing recycling, investing in training, installing waterborne paints, and specialising in one area, namely Japanese vehicles. This helps to streamline their business and improve their turnaround speed." – Neil Powell

Website: www.jackhillermans.com.au

Paint System: Standoblue

Distributor: All Cars Paint Supplies - Sydney



HOUGHTONS AUTO BODY

Houghtons Auto Body have been operating at the base of the Adelaide Hills for more than 30 years, but it was only three years ago that Darren and Joanna Ksiazkiewicz bought the place – along with the house next door – with plans to revamp the business.

Here, every centimetre of space has been utilised and impeccably organised, from the small yet immaculate paint mixing room, to the new car bench and the latest welding equipment.

"We are constantly looking to make our workshop more efficient by reducing the resources we use and minimising the impact on the environment," the Ksiazkiewiczs explain. "We have solar panels and LED lighting in the workshop, which greatly reduces power usage; collect water in rainwater tanks; collect and recycle the majority of our waste; and dispose of chemicals in an environmentally friendly way."

Darren and Joanna believe that innovation is "essential to have a competitive advantage in business," which is why they're firmly focused on the future.

"Our goal is to build, retain and constantly improve our relationships with insurance companies and clients, through outstanding service and initiatives that retain clients for life," the couple says. "Our future plans are to expand the workshop, to become more efficient, to develop and improve processes by introducing new software, and to offer staff training without compromising on quality."

Judge's Comment



"They transformed an old workshop into a very well-equipped, modern and impressive repair facility. They've maximised all available space and created a niche market in their location, and the facility is very efficient." – Neil Powell

Website: www.houghtonautobody.com.au

Paint System: Cromax

Distributor: SA Color - Adelaide



HAPPY BIRTHDAY AXALTA CELEBRATING 150 YEARS OF COATING INNOVATIONS

Axalta is built on a legacy of 150 years in the coatings industry. From the inception of our business in 1866 by Otto Louis Herberts to manufacturing next-generation, environmentally-compatible products needed in the 21st century, we continue to evolve. Our tradition of quality, technology, innovation, and leadership strengthens our position to better serve our more than 100,000 customers in 130 countries every day with the most advanced coatings, application systems, and technology, which help sets the pace for our next 150 years.

1866

Herberts is founded by Otto Louis Herberts.



Photograph of Otto Louis Herberts, grandfather to Kurt Herbert, founder of Standox.

1880

Spies Hecker coatings company founded.



1900

Permanent® colours-first breakthrough enamel technology.

Begin nitrocellulose lacquer manufacture.



1920

Duco® paints by DuPont and Peralloid® paints by Spies Hecker are introduced as sprayable paints.

First colour paint for automobiles adds consumer appeal.

Kurt Herberts, founder of Standox, takes over Herberts.



1960

Centari® acrylic enamel launched. Nap-Gard® fusion bonded epoxy powder coatings launched for pipelines.



1950

Standox® paints launch premium line.



Lucite® acrylic resin, first thermoplastic acrylic, introduced.

First to develop L,a,b color equations that became part of the foundation of modern colour science.



1940

ColorMaster™ colorimeter commercialised, improving refinish colour match.



1930

First mixing-machine tinting system developed to improve quality.



1970

Imron® polyurethane enamel introduced Alesta® decorative powder coatings launched.



1980

Introduced first spectrophotometer instrument.



First waterborne OEM coatings in North America.

First insulation coating Polyamid-imide overcoat.

1990

2nd generation waterborne refinish basecoat introduced.



DuPont acquires Herberts, including 50% of Croda JV in Australia, giving it a new name DuPont Performance Coatings.



Introduced organic-inorganic hybrid Voltatex® Core Sheet Varnish for electrical steel coating.

2000-2012

Formulate super-high solids coatings for OEMs.

Introduce 3rd generation waterborne Basecoat.

Acquire Plus™ EFX spectrophotometer that obtains colour and flake data to create a new level of accuracy in colour matching.



2015

Standox® celebrates 60-year anniversary.



Launch Nason® Industrial coatings in Australia.



2014

Publish 2013 Sustainability Report.

On November 12 Axalta becomes publicly traded NYSE: AXTA.



2013

1 February Axalta Coating Systems becomes an independent company with a new name and identity.

Introduce Cromax as the name of one of Axalta's three global flagship refinish brand families.

Celebrate 60 years of colour trend reporting.



2016

Celebrating 150 years in the coatings industry.



1.



2.



3.

EVENT VEHICLES AUSTRALIA WEIRD AND WONDERFUL VEHICLES LEAD THE WAY

Damian Morris leads a lean team of four staff at his workshop in Rosebery, in Sydney's inner city, where working on quirky cars, tricked-up promotional vehicles or customised coffee machines is all in a day's work.

As the owner and operator of Event Vehicles Australia, Damian has built a formidable business with an enviable client list, comprising some of the most well-known brands in Australia.

Cadbury, OPSM and National Geographic are just some of the big-name companies Damian has worked with in the past, while Red Bull remains one of his most active clients today.

"We've been doing a lot of work recently with the radio network Nova Entertainment, and we have worked on a number of TV shows and movies, including The Great Gatsby and Puberty Blues. We get to have a lot of fun and no two days are the same," Damian says.

Event Vehicles Australia has been in business for around two years, although Damian has been in the industry for 20 years after getting his start as a panel beater.

His team uses the Standox range on an ever-changing number of quirky and unusual paint jobs, including everything from custom-painted coffee machines, to plastic toy animals for National Geographic, to poker machine shells, and more!

"If paint sticks to it, we can paint it," is the motto at Event Vehicles Australia, and Damian says he relies on Standox to get the best possible finish.

"They're very reliable. I know that every time we go to the machine and make it paint, it's going to be the right colour, it's going to stick, it's not going to fade, and it's going to stay shiny. A lot of the vehicles we work on get their fair amount of wear and tear, but Standox stands up to the elements as it's a good quality product," he says.

"I'd also love to thank my staff because without them, I wouldn't be able to do what I do. I spend a lot of the time saying 'yes' to clients, and they spend a lot of time helping me to bring those projects to life. Together, we're able to deliver projects on time and on budget as we go about building weird and wonderful things!"

"A lot of the vehicles we work on get their fair amount of wear and tear, but Standox stands up to the elements as it's a good quality product"

**- Damian Morris,
Owner of Event Vehicles Australia**

Technical Consultant - Steven Bulman

State Manager - Paul Middleton

Distributor - All Cars Paint Supplies - Sydney

Paint System - Standox

1. Red Bull Australia Vehicle

2. The Throttle Dolls (E.Valenti) custom bike tank, artwork by @vanderism

3. Nova 96.9 Fitzy & Wippa billy cart for the 2015 Red Bull Billy Cart Race



1.

2.

PARK AUTOMOTIVE SHOWCASING THE DEMO TRAILER IN PERTH

What's the best way to introduce potential customers to Axalta's premier waterborne paint systems? Take the product to the workshop, of course – which is precisely what Park Automotive's new Demo Trailer does.

As an automotive and industrial paint distribution business based in Osborne Park, Western Australia, Park Automotive has been serving Perth's refinishers for four decades.

Owner and managing director Geoff Ashdown says the company is always looking for opportunities to add value and optimise their high levels of service, which has led to Park Automotive's latest investment: the Demo Trailer.

The Demo Trailer showcases both the Standoblue paint system and the Cromax Pro waterborne range, which gives customers the ability to trial the system that best suits their needs.

"We were discussing the best way to get the products out to the trade. Every panel

and paint shop is different, so we decided our customers would really benefit most by seeing how these paint systems work in their own environment," Geoff explains.

When considering the transition to a new paint system, most refinishers are concerned about the impact taking a painter out of the shop will have, as it often upsets their workflow. With the Demo Trailer, "we're not holding up production – in fact, we can actually help increase productivity," Geoff says.

"Generally we have the Demo Trailer on-site with a customer for 3-5 days and it's been a very successful sales tool so far. It's definitely helping us to convert customers, as people are seeing exactly what they're going to get."

The trailer has been up and running since mid-2015 and it's already clocked up some serious kilometres, travelling all around Perth and as far south as Bunbury, 200km away.

"Western Australia is a big state, so if we need to, we'll take the van all the way to Albany (in the south of WA) and Geraldton (in the north of WA)," Geoff says. "Those trips out of town have led to some new business in those areas, which is great."

1 & 2. Internal and external shots of the Demo Trailer

GEOFF ASHDOWN CELEBRATING 30 YEARS AT PARK AUTOMOTIVE



1.

Geoff Ashdown has seen many changes in automotive trends and refinishing in his 30 years at Park Automotive, but one thing hasn't changed: his unwavering passion for the industry.

"It's in my blood – it's all I've done since I left school!" says Geoff, a panel beater by trade. "The people are great; I've known people from 30 years ago and we still have a great friendship, business-wise and personally. Some of our customers have become long-term friends."

Geoff began working at Park Automotive in 1985, starting as a storeman and working his way up as a sales rep and sales manager, before eventually becoming the owner of the business.

"In 1998 the owner asked me if I was interested in buying and I thought, why

not have a go! It has tripled in terms of turnover since then and we now have 20 staff; when I started, there were seven of us," he explains.

"My daughter Shannon started working for the business five years ago and is now the office manager, and her partner is one of our technical trainers, while my brother-in-law is the warehouse manager. The majority of our staff have been here long-term, John O'Shea our general manager has been with us for over 15 years, so it's a very family-oriented environment, which I enjoy."

1. Geoff Ashdown, owner of Park Automotive



FLEURIEU CRASH REPAIRS 2015 COUNTRY REPAIRER OF THE YEAR

With three generations of the Abbott family in the business, South Australian Fleurieu Crash Repairs has been recognised as the Paint & Panel 2015 Country Repairer of the Year.

Brenton Abbott has been in the industry since 1985 and, with the help of his father, wife Meredith and now his son, has built a successful, multi-award-winning business strongly focused on efficiency and the environment.

“It is important for the future of the environment, for our children and their children’s children. We are very conscious of what we put into the atmosphere and landfill.”

Having made the switch to Standoblue in 2014, Brenton has found it offers many environmental benefits.

“It’s more hygienic for our painters, uses less product, reduces waste and we are now a Green Stamp Level 3 shop.”

The Green Stamp Plus program aims to raise awareness and educate businesses in the automotive industry about environmental issues. Their accreditation program recognises businesses for their environmental management and consists of three levels. Fleurieu Crash Repairs received final level

of accreditation for their commitment to environmental best practice.

It is also the first member of the Australia Motor Body Repairer’s Association to successfully attain Level 2 accreditation as part of the National Shop Grading Program.

Brenton says that achieving such accreditations and winning industry awards are “great recognition for all the work that we’ve been doing. The public also recognises and appreciates that we are an award-winning company, which is great.”

One of the first shops to get involved with Refinish Performance Management (RPM), Fleurieu Crash Repairs has greatly benefitted from the program.

“Putting industry processes in place has greatly improved efficiencies. RPM also provides great training opportunities. It’s important to stay ahead of advancements in this industry and we are always keen to keep up with new technologies, I-CAR training and the latest courses.”

Recently celebrating 30 years in business, Fleurieu Crash Repairs has had great success in utilising RPM to improve sustainability and lead the way in this constantly changing industry.



- Technical Consultant** - Darren Walker
- State Manager** - Peter Kingsley-Rowe
- Process Consultant** - Ewan Pettigrew
- Distributor** - SA Color
- Paint System** - Standoblue

1. The team at Fleurieu Crash Repairs
2. Brenton Abbot from Fleurieu Crash Repairs winning the Country Repairer of the Year Award 2015
3. Multi-award winning business strongly focused on efficiency and sustainability

MORE THAN A VEHICLE FINISH

ARTIST GETS CREATIVE WITH CROMAX AT PERTH AIRPORT

When arriving at Perth Airport, passengers are greeted by a sight to behold: a spectacular permanent art installation, *In Rainbows*, created by internationally renowned artist Nike Savvas using Cromax paints.

The bright and bold installation, fabricated and installed by Urban Art Projects, features veils of more than 500 multi-coloured aluminium rods that float above the escalators in the Terminal 1 International Arrivals area.

The colourful array has been painted vibrantly with Sydney artist Nike using the Cromax range of paints to create a shimmering rainbow of various hues.

“In this work, the rainbow signifies hope, renewal, marks a sense of place, and is relevant to the ‘now’ – of the moment,” says Nike in her artist statement.

“It adds a dynamic experience to the precinct as the viewer moves towards, around and under the work. In this they encounter multiple rainbows with different facets of discovery and experience.”

Perth Airport commissioned the exciting piece after deciding to create a major feature for the space, which sees thousands of passengers flood through every day after arriving in Perth.

Upon passing through passport control, passengers are able to appreciate the detail of the artwork, which aims to create a dynamic and memorable welcome and set the tone for a unique Western Australia experience.

Cromax is thrilled their products have been specified for this project, which displays the paint system’s bold colour palette and versatility across multiple materials. The range of colours used for this project replicated the following US Hot Hue range of colours - Blue Mood (741795); Blush Rose; Amethyst Reflection; Green Extreme (741515); Scarlet Fever (745538); A Little Lilac (745657); Bombay Blue (741795); Blazing Copper(741510); Lime Light (741801) and Arancio Terra.

“In this work the rainbow signifies hope, renewal, marks a sense of place, and is relevant to the ‘now’ - of the moment. It adds a dynamic experience to the precinct as the viewer moves towards, around and under the work. In this they encounter multiple rainbows with different facets of discovery and experience.”

- Nike Savvas, Artist

1. In Rainbows, Nike Savvas (2015). Photograph by Robert Frith. Image courtesy of Perth Airport. Public Art Project Management by FORM Building a State of Creativity

2. Perth Airport T1 stairwell, Nike Savvas artwork (2015). Photograph by Robert Frith. Public Art Project Management by FORM Building a State of Creativity



Bring Your Project to Life

Bright colours commonly associated with the US Hot Hues from the Axalta range, are designed to provide maximum colour impact to define a unique look and feel to any project. Cromax’s range of tints can be fused together to reproduce most Hot Hues colours ranging the entire colour spectrum of rich solids, modern shades and eye-catching bright colours. Contact your local distributor today to find out more about how Cromax’s range of tints can help you to create a truly unique finish.



BUMPERTeCH

3-HOUR TURNAROUND WITH THE CROMAX MINI PAINT SYSTEM

Kitted out with the Cromax mini paint system, every BumperTech van delivers convenient, affordable and fast bumper and minor panel repair solutions.

BumperTech, mobile bumper paint and panel repairers, have been in the business for almost 20 years.

"We specialise in small bumper repairs in 3 hours at your home or office. We found that convenience is really important for customers, so that's what we focus on," says owner, John Cowan.

One of their secrets to being able to deliver such fast repairs is the Cromax Centari Mini Paint System.

"It's brilliant! It's versatile, easy to use and has a very quick turnaround time. I have never considered using anything else; it does a great job."

Affordability is also a key player in the company's success, with most repairs costing less than the average insurance excess.

Originally established in Sydney, the company moved to Queensland in early 2000 and now has five franchises with the view to growing even bigger.

"We kit out all of our franchisee's vans with the Cromax Mini Paint System, so they're all set to go."

Technical Consultant - Jason Farrow

State Manager - Craig Tonkes

Distributor - Harts Paint Supplies - Gold Coast

Paint System - Cromax Centari

1. John Cowan, owner of BumperTech

2. Before restoration

3. Simon Strong restoring vehicle

BLACKS SMASH REPAIRS

GAINING THE CROMAX PRO EDGE: "IT'S THE FUTURE"

After transitioning to Cromax Pro around 12 months ago, Ian Bower, owner of Blacks Smash Repairs, is convinced of the benefits of waterborne. "It's where everyone is going in Europe and we felt it was time to make the change," he says. "It's the future."

Having been in business for 23 years, Blacks Smash Repairs – one of three panel repairers Ian owns around Newcastle, under the Bower Group banner – has never been a shop to shy away from change.

"Our spray painters like to keep at the forefront of technology in the industry and water-based paint is where it's all happening. We're always embracing change and we're happy to do whatever we can do to make ourselves more efficient; we're definitely more efficient with this paint," explains Ian.

"Our painters really like using the Cromax Pro waterborne paint system – and if they're happy with what they're using, they're going to be more productive."

A panel beater by trade, Ian says that since moving from the Cromax solvent range to Cromax Pro in March 2015, his team has found colour matching to be a breeze, particularly for newer vehicles.

"The whole system works well. We're a high-production workshop and efficiency-wise it is fantastic. We are definitely repairing more cars than we ever have," Ian adds.

"When it comes to the health and safety of our staff, there's no compromising on that – it's at the forefront of my mind. We've got a good team and a great history of retaining staff, and as a high production smash repairer, the efficiencies are definitely there for us with Cromax Pro."

"The efficiencies are definitely there for us with Cromax Pro"

- Ian Bower,
Owner Blacks Smash Repairs

1. Outside Blacks Smash Repairs

2. Inside bodyshop



Technical Consultant - Mark Page

State Manager - Paul Middleton

Distributor - Wallaby Crash Supplies

Paint System - Cromax Pro



WELLS SMASH REPAIRS

PARTNERING WITH 'HOLLYWOOD ON THE GOLD COAST'

As the collision repair partner of Movie World and the Village Roadshow Theme Parks on the Gold Coast, Wells Smash enjoys a steady stream of out-of-the-box work.



2.

Focused on the future of the industry, Cory Wells is the director of the board at Car Craft Queensland, a membership of like-minded experts in the collision repair industry. It was established to lift standards in the body repair industry by encouraging higher standards of quality workmanship and superior service. To learn more visit: www.car-craft.com.au.

Technical Consultant - Jason Farrow

State Manager - Craig Tonkes

Distributor - Oz Trade Supplies

Paint System - Imron Fleet Line

Since 2005, Wells Smash Repairs have been servicing the Arundel area of the Gold Coast, repairing an average of 50-plus vehicles per week.

Their core business is collision repairs and Wells Smash Repairs deals with most major insurance companies, however collision is not their only source of work. Another aspect of their business involves a partnership with Movie World and Village Roadshow Theme Parks, which sees the team at Wells Smash repairing and refurbishing various props and attractions on a daily basis.

"We had approached them on numerous occasions, but it wasn't until their regular panel beater was unable to fix some of their rolled-over vehicles that we were able to show Movie World what we could do," explains Cory Wells, manager of Wells Smash Repairs.

"That was in 2012 and our relationship has grown from there. We now work on at least one attraction every day, along with unusual projects such as painting Bugs Bunny figurines, working on roller coasters, even the famous Batmobile and everything in between."

Wells Smash Repairs utilises a range of Axalta refinish products to help them

create the best possible finish and most durable results.

"For our collision repairs we use the state-of-the-art waterborne products from Axalta and Imron Fleet Line for our commercial needs."

The Cromax Imron Fleet Line range is used for the Movie World, and Wet'n'Wild projects, the advanced product system for commercial vehicles, trucks, buses and trailers being the perfect fit for the gruelling demands of their repair regime.

With such reliable and hardwearing refinish products on standby, they've been able to create a number of impressive customised vehicles over the years, including a Scooby-Doo van and a Ninja Turtle cruiser. The entire stunt show arena at Movie World has also been given the Wells Smash Repairs treatment.

"Everything you see there at the stunt show, we've done – every shop front, every awning, that was all done by us. It's a little different from the regular smash repair work and forges the way for future markets, which is great, because people in the industry recognise that we have to get ahead of the pack as far as diversifying goes," explains Cory.



3.

1. Wells Smash set at Movie World
2. 1989 Batmobile at Movie World
3. Stunt Driver 2 Arena at Movie World

WALES TRUCK REPAIRS

FORWARD-THINKING REPAIR SHOP IMPACTS LOCALLY AND GLOBALLY

A family-run repair shop that has won three decades of loyal customers, Wales Truck Repairs champions both excellence in workmanship and sustainability.

Opening its doors in 1982, Wales Truck Repairs in Smithfield, New South Wales has been run by husband and wife team Barry and Robyn Wales, along with their son Darren, now the Managing Director. They have expanded their enterprise in recent years with a second workshop catering specifically for buses, and across both factories they employ a combined total of 80 staff.

Recently, Wales Truck Repairs made the switch to Imron Fleet Line for commercial vehicles, which features greater durability and high resistance to shock and impact.

Group General Manager Rob Lanham says that while the product is still new, he can already see the excellent results. "It's got a high standard of finish, and the usability of it for the painters is good," says Rob of the range, which boosts their reputation for impeccable finishes.

This second-generation family business is known for their faithful support of their community, being regularly involved in local and national fundraising initiatives and sponsoring the Sydney Special Children's Christmas Party for the past several years.

Wales Truck Repairs extends their thoughtfulness to the future too, having a firm stance on minimising their carbon footprint for the generations to come. On the global scale, Wales Truck Repairs are offsetting their emissions with the purchase of 10,000 tonnes of carbon credits with BR Redd Ltd.

They've made smaller changes too, believing that every bit helps. "We just recently put solar panels on the truck shop, and we've gone with LED's to try to reduce the carbon footprint," says Rob. "We are going down the green line."

"We just recently put solar panels on the truck shop, and we've gone with LED's to reduce the carbon footprint"

**- Rob Lanham,
General Manager of
Wales Truck Repairs**

1. A section of the main repair workshop
2. Bus spray painting department
3. Wales Truck Repairs Team - Charity fun run
4. Wales Truck Repairs' staff supporting Red Nose Day



Technical Consultant - Steve Viney

State Manager - Paul Middleton

Distributor - Wallaby Crash Supplies

Paint System - Imron Fleet Line



AN ICON GETS A FRESH NEW LOOK THANKS TO SPIES HECKER

It's a vehicle with cult status, style and charm. For over 65 years, the T-range VW campervan has represented a certain way of life. Whether it was as a hippie's dream, a surf shack, a faithful family mainstay or a tradesmen's workhorse, the VW campervan gained fans from all walks of life. Now, the European Spies Hecker team have restored a T2 in gleaming red and white as a brand ambassador.

Paint Process

The restoration consisted of sanding the old paintwork and the rust right down to the bare metal. The substrate was carefully pretreated to ensure it was free of any residue, providing a basis for good corrosion protection and durable finish. Before doing the putty work, the entire body was primed with Priomat Wash Primer 4075 and surfaces filled with Permasolid HS Performance Filler 5320 in two spray passes.

The Bulli stands out largely because of its characteristic lines and rounded body shape. In order to reconstruct this accurately, after application of Raderal IR Premium Putty 2035 was used and dry sanding, small irregularities were then coated with Raderal Spray Polyester 3508. After further dry sanding, another layer of Permasolid HS Performance Filler 5320 was applied.

Permahyd Hi-TEC 480 followed by Permasolid HS Clear Coat 8055 was then applied. As an alternative for vintage cars, Permasolid HS Automotive Top Coat 275 can be applied in a single coat in combination with Permasolid HS Clear Coat. In order to give the Bulli an optimal surface finish and outstanding gloss, a second coat of Permasolid HS Clear Coat was applied after the first clear coat layer had fully hardened and been sanded down.

On this restoration of the T2 campervan, attention to detail, craftsmanship and specific product systems achieved a sustainable result. Spies Hecker's logo appears on the Bulli in typical 1970s style. The VW T2 campervan will be used as brand ambassador at plant and trade fair visits in Germany and neighbouring countries.

Products Used

- Priomat Wash Primer 4075
- Raderal IR Premium Putty 2035
- Raderal Spray Polyester 3508
- Permasolid HS Performance Filler 5320
- Permahyd Hi-TEC 480
- Permasolid HS Clear Coat 8055
- Permasolid HS Automotive Top Coat 275

ONLINE TRAINING

MAKE TRAINING FUN

Training for refinishers is now available almost anytime, anywhere, using the new online MyTraining program from Spies Hecker.

Over seven modules, MyTraining provides theoretical and practical information on the various aspects of refinishing. With Internet access and your personal password, you simply log into the software through any PC, mobile phone or PC tablet. You're then automatically guided through the training modules.

The images and interactive animations make the topics engaging and interesting. Upon completion, you're awarded a certificate as a Spies Hecker e-Certified Refinisher.

Each of the individual e-learning modules can be completed in around an hour and can be stopped at any point and resumed later, giving users the ability to adapt to the bodyshop workload.

Getting started couldn't be easier. Simply register at www.spieshecker.com.au/mytraining

For a limited time only current Spies Hecker customers can sign up for a free 6 month trial.

MyTraining: Seven modules that will get you ahead.

- Module 1:** Workplace Safety
- Module 2:** Surface Pretreatment
- Module 3:** Preparing/Refinishing Plastic Parts
- Module 4:** Functional Materials
- Module 5:** Colours and Colour Management
- Module 6:** Refinishing Processes
- Module 7:** Application Errors





HD HIGH QUALITY CRASH REPAIRS

HIGH QUALITY CRASH REPAIRS

MOVING TO WATERBORNE IS JUST THE BEGINNING

1.

Todd Quigley built High Quality Crash Repairs from the ground up less than a decade ago, with an aim to deliver quality, service and convenience. Their recent transition to Spies Hecker's waterborne range is just one of the initiatives they've adopted to achieve their goal of long-term sustainability in the industry.



2.

Based in Somerton Park, South Australia, the business was launched eight years ago when Todd was just 20 years old. With High Quality Crash Repairs – recently re-branded from Hi Quality Paint & Panel – he aims to achieve exactly what the business name implies.

"We're a smaller, boutique shop with four staff, but we take great pride in what we do," he says.

"I started out as an apprentice at Woodside North Crash Repairs when I was 15 and did my trade as a panel beater. Five years later, I started this business from scratch. I'd always dreamt of owning my own crash repairs and here we are."

His painters have been using the Spies Hecker Permahyd Hi-TEC paint range for around 12 months, and Todd says the results so far speak for themselves.

"We moved to waterborne because we wanted to ensure that we kept up with the industry. We upgraded to a new booth and installed waterborne paint at the same time and we've found it to be a very user-friendly product range. We definitely have not looked back since!"

Over the last 12 months Todd has invested a significant sum in a number of other changes as well, including

upgrading equipment with a new Car-O-Liner® and new inverter welders.

The business has also recently been RAA approved, giving them official endorsement from the Royal Automobile Association of Australia, and Todd has invested in a brand new website – both of which he believes will help to drive the business forward.

"The website gives us additional exposure in the market. We get a lot of work as referrals, but we also get business through the site. Technology these days means everything is online and a good website is always going to help," Todd says.

"We've made these changes to keep up with the ever-changing industry standards and also ensure that our customers receive the benefit of the latest technology available."

1. Street view of High Quality Crash Repairs
2. Panel shop of High Quality Crash Repairs
3. Mixing room



3.

Technical Consultant - Mick Tutty

State Manager - Peter Kingsley-Rowe

Process Consultant - Ewan Pettigrew

Distributor - Crash Supplies - Adelaide

Paint Systems - Permahyd Hi-TEC



WAYNE MARSCHALL CRASH REPAIRS

1.

BRINGING CLASSIC BACK IN THE BAROSSA

For Wayne Marschall, car repairs have been the bread and butter of his business for 40 years. Now, his expert hand has also turned towards restoration, as the Barossa Valley's taste for classic cars flourishes.

First employed as an apprentice in 1976, Wayne took ownership of Wayne Marschall Crash Repairs in Nuriootpa, South Australia, 23 years ago. Set in the wine region north of Adelaide, Wayne's bodyshop is a well-known establishment in the local area. "Our core business is Barossa Valley, but we do have customers from Adelaide and from the south-east as well, so we're spread fairly wide," says Wayne.

While the majority of his work is insurance repairs – he's an RAA approved repairer and a Windscreen O'Brien authorised dealer, which reinforces his reputation for quality – Wayne says restoration is becoming increasingly popular. "In the last two or three years we've had a fair bit of restoration work. We have done a couple of vintage cars, but normally vehicles from the 60's."

Wayne says that while transforming a car to the glory of its heyday is tremendously satisfying, an unexpected reward is the way the simpler times they represent comes back to life too. "Back in the 60's, it seemed to be a less stressful time; people weren't in such a rush," says Wayne. "I think we all like that connection with the past."

The nostalgic feelings extend beyond his happy customers and out to the public as well. "Customers do the cars up for themselves, but everyone else appreciates it too," Wayne says. "These cars bring back memories, and people will say, 'oh, I used to have one of those. I wish I didn't sell it!' So it's a good feeling, bringing that back for people."

As a specialist in the field of restoration, Wayne knows that these vehicles need a different touch to achieve a finish that's true to the original era. "Most cars these days have an 'orange peel' finish to them, which is quite acceptable in this day and age," explains Wayne. "But vehicles

from a bygone era have a flatter finish, like a mirror. You can't put the modern finish on a classic car, because it just doesn't suit it. They have to be treated differently."

To achieve the finish his cars deserve, Wayne has been using Permahyd Hi-TEC for the past two years. "Customers who are doing up these kinds of vehicles are going to keep them for years and years, and possibly hand them down to their kids," says Wayne. "If you use cheaper products you can get the same initial finish, but the longevity won't be in it. We know that with Spies Hecker, it's going to last for years. It's going to go the distance."

In conjunction with a considerable reduction in environmental impact, Wayne and his staff are also benefiting from the easy handling and greater coverage that Permahyd Hi-TEC's innovative waterborne technology produces. "It's definitely a more consistent off-the-gun finish than solvent-based," says Wayne.

With 40 years experience in the industry, Wayne is a clear choice for chairman of the Barossa Valley Chapter of the Motor Trade Association, which is a role he says has been very rewarding. "The MTA is a really credible source of information," Wayne says. "There are so many things to keep track of, like workers entitlements, pay rates, and all your regulations – MTA supplies all that information. I find them really valuable for my business."

Technical Consultant - Mick Tutty
Process Consultant - Ewan Pettigrew
State Manager - Peter Kingsley-Rowe
Distributor - Crash Supplies - Adelaide
Paint Systems - Permahyd Hi-TEC



2.



3.



4.

- 1. The team at Wayne Marschall
- 2. XY Falcon
- 3. FJ Holden
- 4. LC Torana



WANNEROO SMASH REPAIRS

A SHOWROOM, A FOOTBALL TEAM AND SELF-SUFFICIENCY

1.

You would be forgiven for thinking you've walked into a dealership when you enter Wanneroo Smash Repairs. After all, that's exactly what owner's Neil Pollock and Rob Ettridge had in mind when designing their shop.

A great reception and sitting area, TV, a showroom for cars ready to be collected, and dedicated staff are all part of the service offered at Wanneroo Smash Repairs in Perth, Western Australia.

"Everything we've put into the building, we were mindful of the question, 'what would a dealership do?' When customers come to collect their cars we slide back the bi-fold doors and they drive out – just like when they pick up a brand new car," says Neil.

It is this care and attention to detail that has made them so successful – over the past few years, business has doubled, which keeps their dedicated staff busy.

Open communication about plans for the future keep staff personally invested in the business, which Neil is keen to maintain.

"It's a football team here and we [Rob and Neil] are the coaches, trying to steer and guide it."

To stay at the forefront of the industry they also continuously reinvest in the business, particularly in new equipment and green initiatives.

"Our spray booths are electric. The idea is to have our building fully electric and then cover the roof in solar panels, essentially making the building self-sufficient."

Alongside the great customer experience and planning for a self-sufficient future, Neil also emphasises the importance of delivering exceptional workmanship as key to being successful in the business. As customers are getting fussier with their cars, they increasingly demand a higher standard of work across the industry.

In October 2015, Wanneroo Smash Repairs made the switch to Spies Hecker's Permahyd Hi-TEC, a choice that is proving to be a wise one when it comes to quality of work.

"The paint is absolutely fantastic! It's brilliant for blending. When you used to blend with the old solvent paints, you always got a shadow, you could always see it, especially on the lighter colours. With Permahyd Hi-TEC you just can't see the blend."

2015 also saw the shop enrol in Axalta's Refinish Performance Management program. They are still in early stages and have a lot to learn according to Neil, but they are planning to implement more changes this year.

"You always have to keep looking at ways of making things better."



2.

Technical Consultant - Gerome Macri

State Manager - Peter Kingsley-Rowe

Process Consultant - Robin Taylor

Distributor - Global Autocoat

Paint Systems - Permahyd Hi-TEC

1. Outside Wanneroo Smash Repairs' premises

2. A showroom feel for cars ready to be collected



COATING LOAD CRANES IN SPAIN

Axalta's commitment to Rheinmetall MAN Military Vehicles, goes beyond the supply of coatings. It involves continued support of its subcontractors, such as load crane manufacturer HIAB, to improve their cycle times and coating productivity. A recent trip to Spain saw the global Axalta Military team provide technical and training support to HIAB personnel, helping them to optimise application techniques so as to ensure all quality control criteria are met.

1.

In April 2015, Axalta Coating Systems Australia announced it had signed an agreement with Rheinmetall MAN Military Vehicles Australia (RMMVA) to provide coatings for over 2500 Australian military logistic vehicles being manufactured as part of the Australian Government's LAND 121 Phase 3B Defence Program.

To win the bid, Axalta introduced technologies and application techniques designed to improve cycle times and coating productivity and agreed to provide technical and training support to optimise application techniques.

Since this announcement, the Australian military coatings team, consisting of Michael Busch (Key Account Manager), Chandra Balasubramanian (Technical Specialist) and Matt Carlin (Technical Consultant), along with support from Axalta's European team, have been hard at work visiting many of Rheinmetall's subcontractors in Europe, delivering training and technical support.

Travelling from country to country in two-week blocks, overcoming language barriers and left-hand-drive cars, our team did an outstanding job in demonstrating Axalta's product capabilities and commitment to our customers.

On a more recent trip, Matt Carlin, our Technical consultant, visited HIAB in Zaragoza, Spain. HIAB is a subcontractor

to both Rheinmetall and the Australian Defence Force. Under this project, they supply the Load Cranes that are designed to lift pallets on and off the 8x8 Heavy Tactical Trucks on order.

The first of these vehicles landed in Australia for inspection in February 2016. Each crane is coated by Axalta's CIA APAS range of coatings, sent to Vienna for assembly onto the vehicles and then transported to Australia by ship.

Matt delivered three days of hands-on training, with technical and language translation assistance from Carmen Maria Hernando of Axalta's European Technical Team (Industrial and Transportation Coatings). The training and technical advice that Matt and Carmen provide will contribute in a large way to ensuring all quality control criteria are met.

"Land 121 3b is one of the most exciting Australian defence projects in the past two decades, and the global Axalta team has done a tremendous job in providing a complete coating project management solution. Axalta's cutting edge product, superior technical expertise and established global supply chain will contribute significantly towards ensuring the men and women of our defence force have the most advanced equipment to work with, in an arena where the consequences of poor performance can be massive," says Michael Busch.

The Axalta Military Team will continue to work with Rheinmetall, HIAB and other subcontractors over the course of the five-year contract to demonstrate our ability to deliver coatings that improve durability and increase productivity.



2.

1. One of HIAB's load cranes in action
2. LEFT TO RIGHT: HIAB's Urriza Javier, Axalta EU's Carmen Hernandez and Axalta Australia's Matt Carlin

DURAQUIP

PIONEERS IN TRANSPORT SOLUTIONS, DURAQUIP COMBINES INNOVATION WITH SMART BUSINESS

When the Richardson family first opened Duraquip's doors in 2005, they were committed to delivering high quality, innovative products to Australia's transport industry. Making the move to the Nason Industrial system has allowed Duraquip to maintain their gold standard in quality whilst streamlining the manufacturing process.

Located in Western Australia's picturesque town of Gnowangerup, Duraquip's innovative TORNADO Seed and Fertiliser Trailer was the first in what is now a diverse range of transport solutions, including end tippers, side tippers, drop decks, low loaders, water tankers, liquid fertiliser tankers, dollies and more.

"We have an ever-growing range of products to service all departments of the transport industry," says Assembly Manager Roy Richardson, who co-founded Duraquip – which now employs over 30 staff – alongside his parents and four brothers. "We continue to specialise in building them on time and to the highest standard."

Two years ago, Duraquip made the switch to Nason Industrial, implementing the 2K ZP Epoxy Primer and the Ful-thane Single-Stage Top Coat systems. "We were looking for a primer that sprayed out flat

to minimise sanding, and had a long window for top coat application," explains Roy, "as well as the option to apply wet-on-wet, without loss of gloss on the topcoat. The Nason system does both."

The ensuing relationship between Duraquip and Axalta, led by Technical Specialist Michael Harben, who Roy says "has great initiative and follows through issues to resolution," allows the Duraquip team to continue concentrating on doing what they do best: creating innovative products and supplying Australia with high-quality, durable transport equipment.

"Quality and style coming from every angle. There has been a productivity boost for Esperance Freight Lines with their recent acquisition of two TareFORCE grain carting combos."

Technical Consultant - Michael Harben

State Manager - Peter Kingsley-Rowe

Distributor - Park Automotive

Paint System - Nason Industrial

1. TareFORCE grain carting combos

1.

PACIFIC AEROSPACE KIWI AIRCRAFT MANUFACTURER TAKING FLIGHT

Recently securing a \$120M deal with China has solidified Pacific Aerospace as a key player in the aviation world around the globe.

Pacific Aerospace has been designing and building planes that 'perform where others can't for over 60 years. Exporting planes ranging from two-seat military to agricultural and utility aircraft, New Zealand's largest manufacturer is taking the world by storm.

Their approach of not over-engineering while optimising rugged reliable aircraft for the job, led to the company delivering a geographical surveillance aircraft straight off the production line in 2013 – believed to be a world-first. The development of such aircraft eliminated third party modifications such as geographical surveillance after manufacture.

It's this progressive approach that led to the Imron Aviation conversion in 2012. Pacific Aerospace has been reaping the benefits as Andy Pryor, Technical Sales Representative from RALI explains: "The Imron Aviation range consists of dedicated high quality aviation products for the preparation, priming and finishing of outstanding aircraft, such as those manufactured by Pacific Aerospace."

"Imron Aviation has contributed to reducing aircraft weight as less paint and primer is required. This also means we save money on paint," adds Paul Wickham, paint shop Team Leader at Pacific Aerospace.

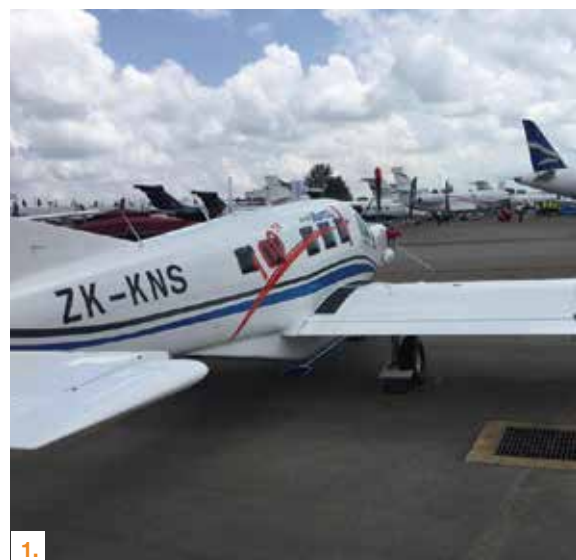
"Imron Aviation also provides better gloss and UV protection, and holds up around the rivets better, which is usually a high corrosion area."

New Zealand paint suppliers, Resene Automotive & Light Industrial (RALI) have been working with Pacific Aerospace since 2001, and assisted in the change to Imron Aviation.

"A company like Pacific Aerospace is not averse to change and new product technologies and processes are taken on board with open-mindedness," Jo-Anne de Villiers, Marketing Manager at RALI says.

Perhaps due to this open-minded approach, Pacific Aerospace secured a \$120M deal with China in 2014 to deliver 53 aircraft; the first two of which debuted for the Zhuhai Airshow in China only nine months later.

This year will take Pacific Aerospace to Asia's largest airshow in Singapore, where they, alongside key industry players, will showcase their signature plane P-750-XSTOL in front of high-level government and military delegations and senior corporates.



1.

1. P-750 XSTOL, shown at the Singapore Airshow at Changi Exhibition Centre in February 2016

Technical Consultant - Bill Gray

NZ Manager - Aaron Baty

Distributor - Resene Automotive & Light Industrial (RALI)

Paint System - Imron Aviation



OZ TRADE SUPPLIES GOING GREEN WITH 100+ SOLAR PANELS

Eighteen months ago, Oz Trade Supplies started investigating options to “go green.” They went on to install 105 solar panels and become self-reliant for energy – slashing their power bills to nearly zero in the process.

As a major distributor for Axalta Coating Systems, Oz Trade Supplies services the Gold Coast and the New South Wales northern rivers, stretching down to Coffs Harbour.

Selling paint, consumables and equipment to passenger vehicle, commercial, industrial and marine sectors of the industry, the business has been operating for over 40 years. “It was taken over by its current owners, Hinterland Motors Group which includes myself as a shareholder and director of Oz Trade Supplies, 15 years ago,” explains Managing Director, Craig Hopper.

Around 18 months ago, Craig says Oz Trade Supplies recognised there was more they could do to focus on long-term sustainability and productivity. This led to them installing a significant number of solar panels across

both their warehouse and their dedicated Axalta training centre – a move that has allowed the business to become self-sufficient from an energy perspective.

“We wanted to minimise costs and improve on our environmental footprint, so we started making a number of changes. We don’t just tip everything in the bin, for instance – cardboard is recycled and we have special bins for various recyclables,” Craig says.

“But the biggest impact on the business, from both a cost and environmental perspective, was our power usage. We did some analysis and engaged Sun Seeker Solar & Electrical to help us get the right mix and we ended up installing a total of 105, 250kw solar panels in early 2015.”

They couldn’t be happier with their decision as today, it costs Oz Trade Supplies “next to nothing to run the facility,” Craig says. “Provided we don’t get cloudy, rainy days for a week,” he adds, “then we don’t see a bill!”

Embracing solar energy is just one way that those in the collision repair industry can embrace sustainable and environmentally friendly practices. See what others in the industry are doing to sustain their business on pages 6 and 7.

- 1. Solar panels installed across both the warehouse and training centre
- 2. Oz Trade Supplies premises

WORLDSKILLS UPDATE ANZ EXCELLENCE RECOGNISED



Congratulations are in order for two young representatives from our industry. In late 2015, Blair Watters (Australia) and Luke Taurangi (New Zealand) both travelled to the 43rd WorldSkills competition held in Brazil to compete in the Vehicle Painting category. Although both narrowly missed out on finishing in the top three, they each received a Medallion of Excellence in recognition of their performance.

Prior to the event, Luke Taurangi worked closely with Resene Automotive and Light Industrial (RALI) in preparation for the event. Roger Hini from RALI provided support to Luke as trainer and mentor, as well as accompanying him to the finals.

“The WorldSkills event was definitely a great experience for me,” recalls Luke. “I even

achieved my goal of winning a Medal of Excellence.”

As part of the NZ ‘Tool Blacks’ team, “I led the team in the Haka at the Opening Ceremony and was also chosen to swear the competitors’ oath for all English-speaking countries, which were both huge privileges.”

WorldSkills promotes and builds a skills culture by inspiring young people and celebrating skills excellence. Every two years, they provide apprentices with an opportunity to showcase their trade and skill talent – through regional, national and international competitions.

Both Axalta and RALI acknowledge the importance of vocational training, particularly for the future sustainability of the automotive repair industry. Axalta is a Vehicle Painting category sponsor for the Australian cycle of competitions, while RALI are a supporter of the New Zealand competition.

- 1. Luke Taurangi competing in Brazil 2015





GETTING READY FOR GHS!

1.

Major Changes under GHS

For Axalta, a transition to GHS will impact both our labels and safety data sheets (SDS). The major changes to product labelling are:

- 9 new standard pictograms to classify chemicals.
- A signal word – **DANGER** or **WARNING**. **DANGER** will be used to indicate a more severe hazard than **WARNING**. These words replace the old risk level classifications, such as **CAUTION** or **POISON**.

A short video explaining these changes is available at www.axalta.com.au/ghs. Axalta is in the process of updating all its labels on Australian manufactured products.

Safety Data Sheets

In addition to the label changes, there will be changes to safety data sheets (SDS, previously known as MSDS) to reflect the new classification and labelling system. These SDS will be available on the relevant brand websites and through colour retrieval software.

Implications to your Business

For any hazardous chemicals you intend to keep after 31 December 2016, you will need to ensure that the label complies with Australian GHS requirements. For non-compliant labels, this may mean re-labelling. You will also need to ensure you know how to access updated SDS. Rest assured, Axalta consultants and distributors will be on hand to guide you through this process for Axalta products later in the year.

Global Harmonised System (GHS) is an international standard for the classification and labelling of hazardous substances and chemicals. Australia adopted GHS in 2012, with a five year transition period. This means that from 1 January 2017, all businesses* must comply with the new GHS system for chemical classification. (*Note VIC and WA have not yet adopted this legislation)

GHS Hazard Pictograms - Physical, Health and Environmental Hazards



Flame Over Circle
(Oxidising)



Flame
(Flammable)



Exploding Bomb
(Explosive)



Skull & Crossbones
(Acute Toxicity)



Corrosion
(Corrosive)



Gas Cylinder
(Gas Under Pressure)



Health Hazard
(Chronic Health Hazards)



Environment
(Environmental)



Exclamation Mark
(Health Hazards)



For more information visit:
www.axalta.com.au/ghs

1. Every can will be GHS compliant
2. New label example

STANDOX
BASISLACK
BASECOAT
STABILISER
599
MIX
1 L
STANDOX - WUPPERTAL - GERMANY 020 82772

FOR AUTOMOTIVE AND INDUSTRIAL TRADE USE ONLY

DANGER
Hazardous liquid and vapour. Causes skin irritation. May cause an allergic skin reaction. Causes serious eye damage. May cause drowsiness or dizziness. Repeated exposure may cause skin dryness or cracking.

FLAMMABLE LIQUID
UN 1263 PG III HAZ. CHEM. 3Y PAINT

IN EMERGENCY DIAL 000, POLICE or FIRE BRIGADE

Contains: n-butyl acetate 55.00 - < 65.00%, 2-hydroxyethyl acetate 10.00 - < 12.50%, acetoinol 7.00 - < 10.00%, naphtha, (petroleum), high flashpoint (white spirit) (< 0.1% benzene) 3.00 - < 5.00%, xylene 1.00 - < 2.00%, methylbenzene 0.50 - < 1.00%

IN CASE OF SPILL: Evacuate adequate ventilation. Wear appropriate Personal Protective Equipment. Soak up spill with absorbent material such as earth, sand, vermiculite or other non-reactive absorbent. Prevent spill from entering drains and watercourses. Dispose of recovered spill and discarded material at an Environment Protection Authority approved facility.

IN CASE OF FIRE: This package contains volatile and flammable vapours, and when using contains adequate ventilation to the outside must be provided. All personnel wearing of special, longer flame proof, clothes, flame proofing clothes, etc. must be attended to, or wear fire working ones. Avoid breathing the vapour and skin contact.

IN CASE OF INHALATION: Remove person from contaminated area. Apply artificial respiration if not breathing. If it stops, hold nose open and fill with water for at least 15 minutes. Call a doctor. If skin contact occurs, remove contaminated clothing and wash skin thoroughly. If swallowed, DO NOT induce vomiting. Seek immediate medical attention.

IN CASE OF EYE: Use dry chemical, carbon dioxide or foam.

STANDOX www.standox.com.au Tel: +61 8 922 8818 or 8200
Axalta Coating Systems Australia Pty Ltd
15-23 Melbourne Blvd, Eastwood NSW 2122 Australia
24 Hours Transportation Emergency Phone Number: 1800 589 746
New Zealand Inquiries: **Resene Automotive and Light Industrial**,
4 Te Aropanui Place, Mt Wellington, Auckland, NZ. Tel: (09) 259 2759
24 Hours Transportation Emergency Phone Number: (048) 901 0204

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2.

NEW! 'ALL-IN-ONE' AUDURRA™ A8 POLISHING COMPOUND

Axalta has launched a new addition to the Audurra range – the 'All-In-One' A8 Polishing compound. This quick-cutting, one-step polishing system provides repairers with a fast and simple solution.

"Trying to achieve fast cutting on a HS clear coat and final polishing to a high gloss level, with just one product can often be difficult," says Axalta Training Manager, Paul Polverino. "However after exhaustive research and testing against similar one-step products, we are confident the new Audurra A8 will prove to be a winner. The key is being able to start with large cutting particles for initial fast polishing and then making sure those same particles break down in size consistently during the process to provide a high gloss finish."

Defects in a final finish can be sanded out with Audurra P1500 sanding paper, followed by a polish with the new Audurra A8. The results are excellent. The Audurra A8 can be used with foam or wool polishing pads and is available for purchase from your Axalta distributor.

Product Highlights at a Glance

- 'All-In-One', easy to use polishing compound
- Contains no silicone or wax
- Excellent cutting
- Excellent swirl mark removal
- Cost effective solution



1. One step polishing system provides a fast and simple solution for repairers
2. A bottle of the Audurra A8 Polishing Compound



GLOBAL AUTOCOAT

NEW DISTRIBUTOR JOINS FORCES WITH AXALTA

Commitment and determination have driven Western Australia's Global Autocoat from strength to strength in its 17 years in the refinishing industry. Now a major paint distributor with a state-of-the-art training facility, Global Autocoat and Axalta forged a new and dynamic relationship in 2015.



Danny Lombardi, one of four directors of the company, says the partnership was an easy one from the beginning. "We were impressed with the total transparency and professionalism of Axalta, and how they conducted their business dealings with distributors," explains Danny.

They incorporate Spies Hecker's Permahyd Hi-TEC, Cromax's Imron Fleet Line and Nason Industrial lines, converting 80% of their customer base to the new products with great success. "We worked closely with the Axalta team, who tirelessly provided solutions and support to every facet of our business," says Danny.

A continually growing company of over 20 staff, Global Autocoat's strength in the industry shows no signs of diminishing.

"We will continue to focus on providing quality products, superior service and technical support to our valued customers," says Danny.

Exciting times are ahead for Global Autocoat, as the team of directors - who include Nick Miller, Jerry Pomlett, Graham Smith and Danny - have driven Global Autocoat's success from its inception to having a strategic plan to expand their market share in the coming years.

"We'll endeavour to seek new opportunities regionally in port towns and cities across Western Australia," explains Danny. "In 2016, we'll be implementing a new strategy with Axalta too."

1. Front of Global Autocoat's premises

BREATHE EASY WITH SAGOLA® MP300

Day to day spraying inside the spray booth should always be done using a full face air fed respirator. However, when working outside the spray booth in areas such as gun cleaning rooms, colour matching areas and preparation bays where workers are still exposed to paint and solvent fumes, good protection should still be a priority.

Through our partnership with Sagola, we have recently introduced the Sagola MP300 Mask and A1 filter set. This mask and filter set has been designed on two fronts - to provide maximum protection against inhalation of organic products with a boiling point over 65°C and to deliver absolute user comfort.

The MP300 is constructed to the highest standards for the best protection. Its double charcoal filters are easily removed and replaced by simply unscrewing the filter from the body of the mask. The main body of the mask is made from high quality thermoplastic rubber, allowing for a perfect airtight fit. The mask is shipped with filters for painting as well as fitting instructions.

The "Type A Class 1" gas chemical filters have been specially designed for use in atmospheres with an oxygen concentration above 17% that are contaminated with organic gases and vapours having a boiling point above 65°C, providing effective, long-lasting protection.

1. Sagola MP300 Mask and A1 Filter Set

The Sagola MP300 Mask is certified to EN 141 meeting European standards
CE certification: EN 143 and EN 14387
Standards: UNE-EN 140:141 1992,
Directive 89/686/CE.

The Sagola MP300 Mask and A1 filter set, along with replacement filters, are available from Axalta Distributors.

Visit www.axalta.com.au/sagola for more information.

SAGOLA®

This mask and filter set has been designed on two fronts - to provide maximum protection against inhalation of organic products with a boiling point over 65°C, and to deliver absolute user comfort.



1.



SPIES
HECKER

STANDOX

Cromax

AXALTA GENUINE PRODUCTS BUILT FOR PERFORMANCE

You may encounter non-genuine Axalta products in the market place. At Axalta, we have built our reputation on providing customers with products that improve durability, enhance productivity and add colour.

There are no substitutes.

Our ability to provide these benefits rests on a foundation of 150 years of experience. Axalta offers the latest coating technologies, application systems, services, warranty and support to our customers for genuine products.

Genuine products are supplied by approved Axalta distributors. For a list please visit www.axalta.com.au/distributors





1.

SEUBERTS PANEL & PAINT LOYAL SPIES HECKER USER OF 30+ YEARS

Jules Vitali, owner-operator of Seuberts Panel & Paint, has long been passionate about cars. He's just as passionate about Spies Hecker, which he's been working with for "as long as it's been in Australia."

Jules initially got into the repair business because he simply wanted to work with vehicles every day.

"I did my apprenticeship at James Clay Motors, a Holden dealership at Claremont and then got a job here at Seuberts Panel and Paint, in North Fremantle, Western Australia. I managed the shop for a small time and then I bought into the shop as a partner not long after I started, buying it outright in 1994 in partnership with my wife Jan," Jules says.

Ever since he can remember, Jules has been using the Spies Hecker solvent paint range, which he likes as it produces a factory-quality finish time and time again.

"As long as Spies Hecker has been in Australia, we've been using it; we were one of the first to get it in when it was first introduced," Jules adds.

"It stands up well in the Perth climate, the material is good to work with, and we don't have trouble with colour matching. On the whole it does what we need it to do, which is great."

Jules runs a tight operation, with just himself and one other spray painter, Gary Smith. His production schedule allows enough time for him to tinker with car restoration projects from time to time.

"I've been able to restore a few cars, which is one great advantage of being in this trade. I enjoy the opportunity to see a car restored to what it used to be," he says. "Right now I'm working on a Torana L34 in partnership with my son, Adrian; I have done other cars for my other son, David, too. It seems my kids have got my passion for cars as well!"

1. Seuberts Panel & Paint Workshop front



2.

JONES' PANELBEATING SERVICING RURAL NSW WITH STANDOX

For almost 35 years, Jones' Panelbeating has been servicing the Central Tablelands in New South Wales, leveraging the Standox range to achieve a high level of refinishing in rural Australia.

Lindsay Jones is the owner of Jones' Panelbeating in Gulgong, located around 300km northwest of Sydney near Dubbo in New South Wales.

"My father, mother and I established the business in 1981. It started off as a small family business and it grew from there," Lindsay explains.

"When we started to get large hailstorms in the central west, it encouraged us to put in a spray booth in the 1980s. We began using Standox way back then and we've been with Standox ever since."

Catering to all types of smash repairs, including larger vehicles (such as the four wheel drives that are commonly used in rural areas), Lindsay says the Standox solvent paint system helps them achieve a high standard of refinish.

"It's user friendly and when you've been using a product for that amount of time, it becomes second nature – you don't have to re-think everything you're doing every step of the way," he says.

"It's not a complicated system and the finish we can achieve is great."

Established as a family business, Jones' Panelbeating is still very much a family affair, Lindsay adds. "There's my wife and I running the business; my daughter working in the office; and one of my sons works here as well. Mum and Dad are both in their 70s and they still come in on a casual basis!"

2. Jones' Panelbeating Team



STANDOX

Jones' Panelbeating
GULGONG, NSW

SPIES HECKER

Seuberts Panel & Paint
NORTH FREMANTLE, WA



STANDOX

Bayside Smash Repairs
SOUTHPORT, QLD



SPIES HECKER

Artini Crash Repairs
ST MARYS, SA

Mick Collicoat Smash Repairs
MARYBOROUGH, VIC

Swan Hill Windscreens Collision Repair Centre
SWAN HILL, VIC

Torquay Panel Beating
TORQUAY, VIC

CROMAX

A-Lign Paint & Panel
MIDLAND, WA



STANDOX

Fleurieu Crash Repairs
VICTOR HARBOR, SA

Stan Magias Crash Repair
BROMPTON, SA

SPIES HECKER

Callaghan Collision Centre
TAREN POINT, NSW

Ceduna Body Repairs
CEDUNA, SA

Drouin Smash Repairs
DROUIN, VIC

Embassy Otime Collision Repairs
NORTHMEAD, NSW

Hawkesbury Accident Repair Centre
WINDSOR, NSW

Lower Mountain Smash Repairs
BLAXLAND, NSW

Maitland Dint Fix
EAST MAITLAND, NSW

Peter Warren Automotive
SMITHFIELD, NSW

Sommerville Smash Repairs
NERANG, QLD

Wise Crash Repairs
MURRAY BRIDGE, SA

CROMAX

A GradePlus Panels
HEIDELBERG WEST, VIC

Bunyip Baths and Restorations
BUNYIP, VIC

Fyna Panels
MACKAY, QLD

Heliwork QLD
KIPPA RING, QLD

R&L Muller Smash Repairs
TOOWOOMBA, QLD

Seaford Crash Repairs
SEAFORD, SA

Unley Motor Bodies
UNLEY, SA



STANDOX

Auto Craft Paint & Panel
BROMPTON, SA

Goulburn Smash Repairs
GOULBURN, NSW

Nedlands Panel & Paint
NEDLANDS, WA

SPIES HECKER

Brian Hilton Toyota
WYOMING, NSW

Justa Smash Repairs
SEVEN HILLS, NSW

CROMAX

Auto Accident Repair Centre
MIDVALE, WA

Galea Automotive Services
CALWELL, ACT

Wilsons Paint & Panel
CAPALABA, QLD



STANDOX

F1 Paint Repairs
VERESDALE SCRUB, QLD

Hypershine
SOUTHPORT BC, QLD

Pro Image Refinishing
BARGO, NSW

SPIES HECKER

Correct Accident Repairs
NORTH MELBOURNE, VIC

McAlpine Smash Repairs
HORSHAM, VIC

Norwood Panel Works
KENT TOWN, SA

Online Body Works
REVESBY, NSW

Total Bodyworks
BRIDGEWATER, TAS

CROMAX

Aero Service
PARAFIELD AIRPORT, SA

Blacks Smash Repairs
BELMONT, NSW

Bowers Accident Repairs
WICKHAM, NSW

Brown & Hurley
KYOGLE, NSW

Crashcorp Newcastle
MEREWETHER, NSW

Edwardstown Custom Body Repairs
MELROSE PARK, SA

Maitland Smash Repairs
RUTHERFORD, NSW

Northside Smash
COBURG, VIC

Phillip Island Bodyworks
COWES, VIC

Rosebery Smash Repairs
ROSEBERY, NSW

Sign Express
MOORABBIN, VIC



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Looking forward to the next 150 years!

www.axalta.com.au

