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AXALTA
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THE ULTIMATE FINISH

ISSUE 32 JULY 2022



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BRISBANE COLLISION'S PASSION FOR RACING CARS
LOMBARDI BROS CELEBRATE 50 YEARS
MEET OUR AXALTA SERVICES TEAM
TECH TIPS FOR WINTER

Your Passion.
Our Coatings.

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A MESSAGE FROM THE MANAGING DIRECTOR



Your Passion. Our Coatings.

This issue brings together an assortment of projects and recognitions, along with several Axalta initiatives aimed at supporting our customers. We showcase the work of Australian Aeronautical Painting Services (page 8-9) and the

expansion of Southern Autos Repaint and Panel premises in Tweed Heads (page 15). We also share the milestone celebrations for regional repairers Rex Davies Crash Repairs and Lellmann Crash Repairs.

Earlier this year, customers through South-East Queensland and NSW encountered devastating floods that wreaked havoc on their businesses. On page 10, read about the impact the floods had on Rocklea-based Brisbane Collision Centre. Our sympathy goes out to Woody and the team, along with other Axalta customers that were impacted from the downpour.

We were fortunate enough to recently host a group of school students at our training facility in Marsden Park, as part of an introduction to what a career in the industry may look like. Read how the day went on page 16. We look forward to continuing our relationship with Training Services NSW in an endeavor to showcase vehicle painting.

With a new financial year upon us, resident 'coach' Robin Taylor is here to remind us about the importance of budgeting and how it can provide a roadmap for future success.

And finally, a big thank you to all our customers that attended our Cocktail event in Melbourne in early April. This event coincided with the Collision Repair Expo, and I hear that a great time was had by all. Unfortunately, I was unable to attend due to COVID-19 close contact restrictions. But I look forward to catching up with our customers throughout the remainder of the year. You can read more about this event on page 17.

Enjoy the read!

Steven Brett
Managing Director
Axalta Coating Systems



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A STANDOX CONVERT

In 2020, Des Higgins and the team at Des Higgins Motor Bodies were commissioned to refinish several Brabham supercars, which are manufactured in his hometown of Adelaide. These prestigious vehicles sell for seven figures - and are custom painted in the purchasers' colour of choice prior to delivery.

As part of the job, it was specified that Des and his team use Standox paints. Although they hadn't used the system before, all the paints and materials needed were delivered with the cars.

Des was so impressed with the quality of the paints, he moved his entire business to Standox earlier in the year.

OBSOLETELY - THE AUTOMOTIVE COLLISION REPAIR INDUSTRY IS "SPOILT - FOR - CHOICE"; WITH MANY REPUTABLE PAINT SUPPLIERS, - AND CERTAINLY, - THE CHEAPEST OPTION MAY NOT BE THE MOST ECONOMICAL, - ESPECIALLY WHEN THE EXTRA LABOUR REQUIRED, IS CONSIDERED!

OUR TECHNICIANS HAVE NOTED, AND APPRECIATE :-
STANDOX PRIMER-FILLER, - WILL BUILD TO 250 MICRONS.
STANDOX BLUE BASE-COAT, - WILL COVER IN 1/2 COATS.
STANDOX SOLVENT CLEARS, - EMBRACING THE NEW TECHNOLOGY, - ARE ALL "USER-FRIENDLY".

WE HAVE ALSO APPRECIATED THE PROFESSIONALISM, PRODUCT KNOWLEDGE AND SERVICE PROVIDED BY ALL THE STANDOX TEAM @ AXALTA AND S.A. COLOR

"Standox was just top shelf," Des explained. "We had the advantage of using the paint system before we moved. We used it initially because we had to but we found it to be a superior product."

"In particular, the Standox filler - the film builds are capable of 250 microns, which isn't the case with some of the other brands. Plus, the Standoblue basecoat will cover in only one and a half coats, and the clears are new and embracing new technologies which makes it very user friendly."

Throughout the transition, Des was also impressed with the support he received.

"We have really appreciated the professionalism and the product knowledge of service of Axalta as well as SA Color, who are the distributors."

Des Higgins Motor Bodies was established by Des in 1963 and is a boutique crash repairer working for only select insurance companies, repairing everything from a Rolls Royce to a Mini Minor. With 60 years' of experience, Des is an industry stalwart and his expertise and capability are undeniable. His ongoing work on some of the most prestigious cars in the world reflect his dedication to ongoing excellence.

Distributor: SA Color

Paint System: Standox Standoblue

U-POL XPT RETURNED TO SERVICE

In late 2021, U-POL Australia and New Zealand were contacted by engineering company UGL for assistance in repairing an XPT train. The train had been badly damaged in a derailment in Wallan in February 2020. The driver side of the train had indentations up to 14mm deep in some places, so the repairs required were extensive.

UGL had some initial concerns about the structural integrity of the train. However the team at U-POL worked closely with UGL to provide a work process for repairing the damage which ensured the train could return to service.

Warren Proops, National Sales Manager (Australia & NZ) worked with UGL to design the process. This ensured that UGL's maintenance team could repair the damage.

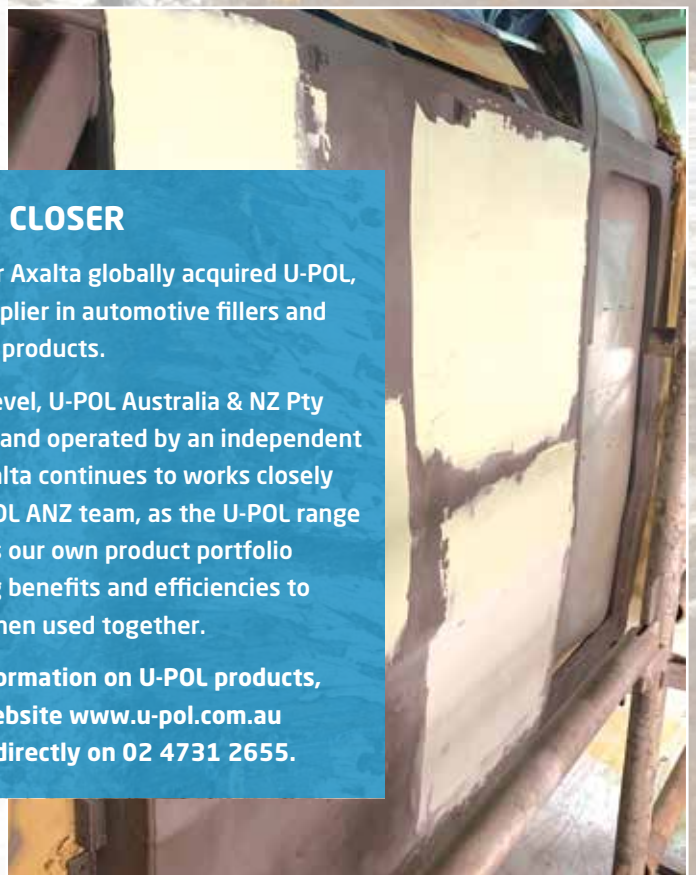
"We recommended and supplied our Premium filler (Dolphin Medium), which is a premium, technically advanced filler for medium depth repairs. Its ultra-lightweight formulation has superior filling properties and gives an ultra-fine finish with effortless sanding. We worked alongside the repairer by putting processes in place so they could achieve the best outcome," explained Warren.

This process started with grit-blasting the bodyside. Then U-POL epoxy etch primer was then immediately applied to a DFT of 15 microns to prevent the onset of corrosion. Where indentations exceeded 10mm deep, U-POL Fibril Lite Fiberglass Filler was applied in coat thicknesses of up to 4mm thick. Once the filler has fully cured, it was sanded prior to applying the next coat.



Where multiple layers of fill were required to fill an area, the final layer used U-POL Dolphin Medium Body Filler as this provided an excellent surface for application of the livery paint.

With U-POL's assistance, UGL were able to complete the repairs on the train and it is now back in service, looking as good as new.



WORKING CLOSER

Late last year Axalta globally acquired U-POL, a leading supplier in automotive fillers and paint related products.

At the local level, U-POL Australia & NZ Pty Ltd is owned and operated by an independent importer. Axalta continues to work closely with the U-POL ANZ team, as the U-POL range complements our own product portfolio and can bring benefits and efficiencies to customers when used together.

For more information on U-POL products, visit their website www.u-pol.com.au or call them directly on 02 4731 2655.



RAPIDLY GROWING INDUSTRY LEADER

Melbourne Collision Repair Centre, owned and operated by David Deicke, is a swiftly growing business which operates differently from most repair shops. With five locations across Melbourne, 120 staff and 200 hire vehicles, Melbourne Collision Repair Centre is Victoria's largest third-party recovery shop in Victoria.

The business has a throughput of over 150 cars per week, which is a significant number of vehicles from a business that is only 11 years old. In 2012, David bought a small panel shop in Geelong that was only doing one to two cars per month and within 12 months he had turned the business around to consistently doing in excess of \$750,000 per month.

The Geelong shop was David's first foray into the paint and panel industry - he has previously been a car dealer. He was guided and mentored by his good friend Vesco Jolevski from Spot on Panels who taught David the automotive panel industry.

"Since then, we have moved to Melbourne and acquired locations across the city," David said. "We are looking for more locations and also looking at going interstate. I have brought the business from a small panel shop in Geelong to turning over in excess of \$25 million a year."

David's team has been using the Standex paint system since he purchased the Geelong shop.

"The team and the education are great," David said. "The team and I are up-to-date with all the training courses and we are always updating our systems with new technology to ensure we are on the front foot with the ever-changing industry."

The secret to David's growth and success?

"I'm not a panel beater or a spray painter. I am a businessman who has been involved in the car industry my whole life. I have very good mentors who have guided me through learning every facet of the paint and panel business and it's only going to get bigger and stronger," David concluded.

Distributor: Jefferson Paint Supplies

Paint System: Standex Standoblue

Pictured Top: Front entrance, Elwood.

Centre: Showroom where cars are kept before collection, Elwood.

Bottom: Reception area, Elwood.



A BUSINESS PROGRAM FOR A BETTER FUTURE

For many workplaces, the last two years have been a time to keep your head down and ride-out the pandemic wave.

But that hasn't been the case for the Axalta Services team. As a result of not being able to actively visit customers for weeks on end, the team took some time out for self-reflection. They were able to support each other by strengthening their individual skills sets, as well as review what customer support would need to look like, post-pandemic. This has ultimately led to the development of some new courses and initiatives which we are excited to bring to you in 2022 and beyond.

"Our program is designed to help bodyshops leverage the depth and breadth of our experience, so they can then implement processes and systems that bring about greater productivity and profitability in their business" said Robin Taylor, Axalta Services Manager. "Its important my team keep up-to-date with not only industry trends, but the latest in learning techniques too, so that our program remains effective."



Axalta Services

The benefits of the Axalta Services program are plentiful, ranging from training and courses on 'best practice' procedures, to industry networking opportunities and access to tools that can help you improve the way you market and manage your business. Whatever your requirements, the Axalta services team is here to help!

GEROME MACRI (WA/SA/NT)



With industry experience in Australia and overseas, Gerome has that likeable personality. His natural ability to make people feel comfortable when training or working with him, means he can get the job done. He also has an eye for details, so any business plans he helps develop with customers are well thought out!

ROBIN TAYLOR (SERVICES MANAGER, RESIDENT COACH AND LEAD FOR VIC/TAS)



Drawing on 30+ years of industry experience, Robin is a financial data guru, but prefers to focus on mentoring and coaching. "This role gives me the opportunity to keep doing what I really love, which is coaching and training small business owners to become as productive and profitable as possible"

MEET THE AXALTA SERVICES TEAM

KARL GARNER (QLD)



Karl is a new addition to the Axalta team, having joined in early 2021. He has extensive experience in managing large bodyshop operations as well as the project management of new concept and flagship sites. He regularly enjoys rolling up his sleeves and helping supporting shop management in driving the change.

MARK LATHAM (NSW)



business stronger, more streamlined and implementing better processes to help the throughput of work.

With a trade background in vehicle painting spanning more than 30 years, Mark worked his way up to shop manager before joining Axalta as a paint rep. Now after 2 1/2 years with the Services team, he thrives on working with customers, looking for opportunities to make their

WAYNE HOUGHTON (NZ)



sustainability of the repair industry. As NZ consultant, Wayne gets the opportunity to put his past experiences to use in helping other businesses improve their business performance and profitability.

Wayne joined Axalta over 10 years ago and brings with him 30+ years of experience in the industry, including many of those years as the owner of Christchurch business Perfect Autobody. Wayne sees business education as the critical component for the future



INSIGHTS FROM OUR RESIDENT COACH

Have you seen our "Let's Talk" video series? These short, informative videos cover some of the biggest and most timely issues affecting bodyshop managers today.

The tips shared in the videos are based on Axalta Services Manager, Robin Taylor's extensive understanding of the industry and decades of supporting bodyshops to be more productive and efficient.

It's impossible for Robin to visit every shop to share his knowledge, so these short, 5 to 7 minute videos are a perfect way to quickly share best practices that will give bodyshop owners a boost to start an efficiency journey, that will set them up for long-term success. Topics covered include:

Understanding the Repair Planning Process

Outlining steps to develop an accurate repair plan, so owners/managers can see improvement in workflow and efficiency, as well as a reduction in cycle time.

Improving Workflow through Production Management

Highlighting some key areas where attention should be focused to avoid bottlenecks and stoppages and to aid in an effective workflow.

Insights into Scheduling

The importance of having a solid scheduling process and the critical effect this can have on balancing resources and workload.

Using Financial KPI's

KPI's are critical to measuring and improving your business - but which ones are important?

Coaching for Performance

Effective coaching can increase staff potential and have a positive influence in your bodyshop.

Scan the QR code to watch the videos or visit Axalta.com.au/letstalk



A FLYING *Success*

Dennis Pastras, owner and operator of Australian Aeronautical Painting Services, produces spectacular finishes on a range of aircraft - from planes to helicopters using all Axalta products. While the work is a little different than most paint shops, Dennis' work is eye-catching.

While he's been in the paint and panel business for 34 years, starting out in the automotive industry, Dennis turned his attention to painting aircraft 17 years ago.

"It's more interesting to work on aircraft. In the beginning, I started working after hours as a sole trader," Dennis explained. "Then 6 years ago I set up the company and moved my work to Essendon Airport, where I have been ever since."

Working out of an aircraft hanger, Dennis paints smaller-style aircraft from all over Australia for a range of private clients. Each project can take a number of weeks to months.

Recently, Dennis completed not one, but two EMBRAER 145 Aircrafts in Imron Aviation AF3500, featured in the photos here. The project took twelve weeks to finish (six weeks for each plane) and is one of the larger projects Dennis has completed. He's currently doing a full respray on a EC130 Euro Chopper - a job that will take three to four weeks.

WHAT IS AN EMBRAER 145?

The Embraer ERJ family are regional jets produced by Brazilian aerospace company Embraer. The EMB145 was launched in 1989 as a turbofan-powered stretch of the EMB 120 Brasilia turboprop. It first flew on August 11, 1995, and it received its type certificate on December 10, 1996.

Dennis doesn't just work out of the hanger in Victoria - he also travels around Australia, going to where his clients are based.

"I'm pretty mobile - I get out of the hanger and travel to where the job is. I put all my equipment on a trailer and then set it all up again wherever the project is based."

While he usually works on his own, for larger projects, Dennis brings in his friend Warner Smith from Queensland who helps to finish the more complex jobs.

Dennis uses the Imron Aviation paint system for all of his projects.

"The Imron Aviation range is approved for use on all aircraft," Dennis said. "It works well, and is really durable and long-lasting. In particular, the epoxy primers and the top coats are excellent for the work I do."

Also, the fact that the all the primers are premade is great, as is the range of colours. I also have to give a shout out to Scott and everyone from Jefferson Paint Supplies - I appreciate their ongoing support."

**Distributor: Jefferson Paint Supplies
Paint System: Imron Aviation**



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Above: Lancair with gold and black metallic finish.



Above: Bell JetRanger helicopter with silver stripe.



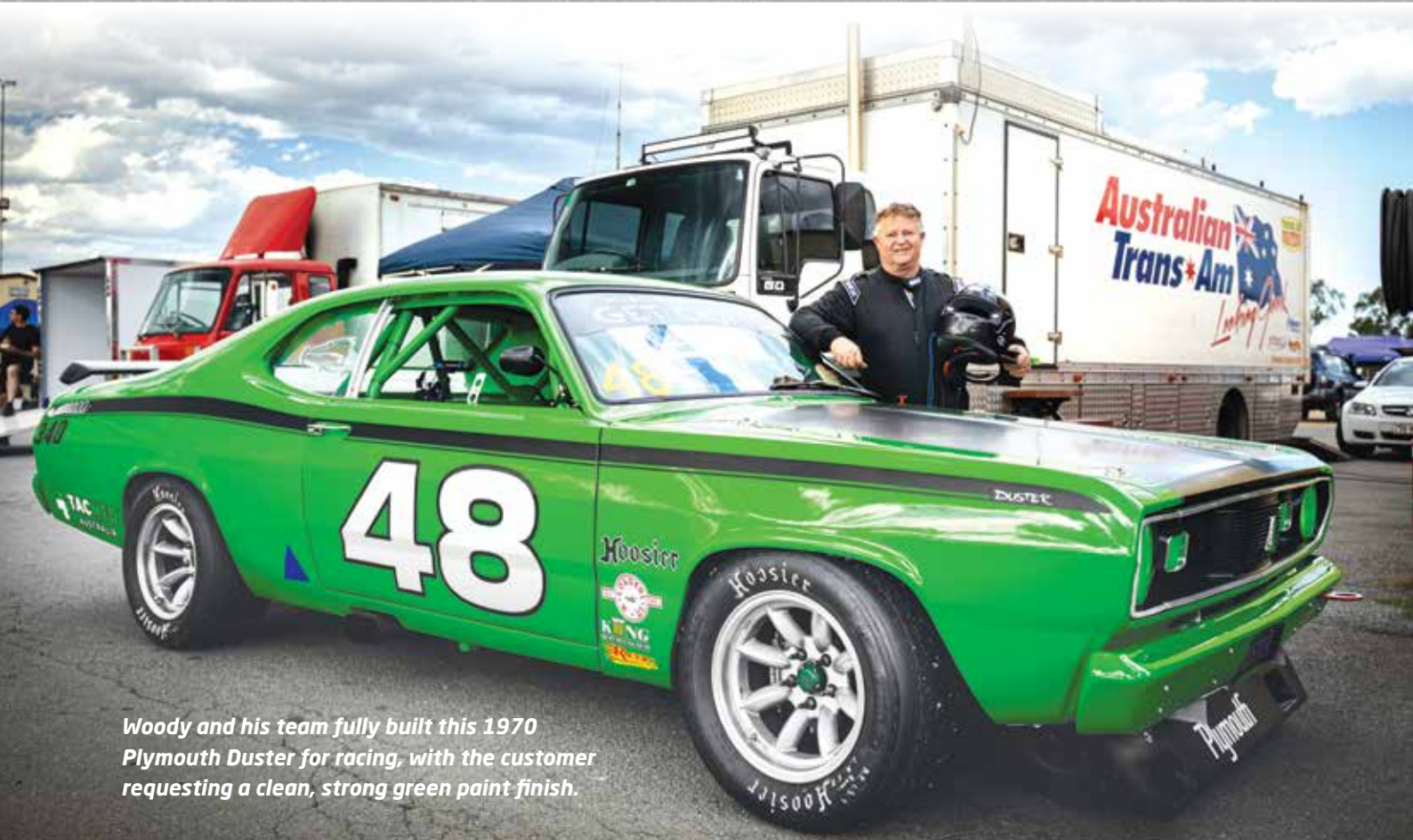
Above: Preparing the plane for painting.



Above: At just under 30m long, painting the Embraer 145 is a massive task.

ROAD TO REC

Michael Woodcroft (Woody as he's known) has a passion for completing high-quality restorations. The list of vehicles he's completed is impressive and includes an SS Hatchback Torana, an SLR 5000 Torana, a 67 Mustang and a 68 Mustang and he's completing a Ford Galaxy. He's even completed his fair share of race cars - currently a 69 Camaro and 70 Trans Am are in the shop undergoing restoration. This is in addition to the regular insurance work his business undertakes.



Woody and his team fully built this 1970 Plymouth Duster for racing, with the customer requesting a clean, strong green paint finish.



The original Plymouth Duster was a slick, semi-fastback two-door coupe version of the compact-sized Plymouth Valiant. It was marketed by Plymouth in the U.S. from 1970 to 1976. Featuring a vibrant paint job and sporty touches like Rallye wheels, it was an attractive and popular mini-muscle car.

OVERV

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Like many Australians and their businesses, Woody's shop Brisbane Collision Centre was badly impacted by the recent floods.

"We were badly hit," Woody said. "We lost everything. There were 150 cars in the shop at the time and most of them were destroyed. All of our machinery and equipment was ruined and we're still trying to recover from that. We even had to evacuate again recently, as we thought it was going to happen again. We spent a week pulling everything out and then putting it all back in again. It hurt but at least there was no flooding."

Woody and the business are on the road to recovery, but it's been a long and expensive process.

"We washed about \$650,000 down the drain. We spent \$150,000 cleaning the shop up and cleaning some stuff. We've had to buy new compressors, welders, spray booth and parts, all the scanning tools and that - the small stuff and big stuff, we had to replace it all."

It's been a hard slog - but Woody has had a great deal of support and help from the business community, his customers and his local community.

"Axalta has been really good, they changed out the paint system and helped out with pricing, new computers, spectrometers and paint mixing machine. We had great help from our customers too which was amazing. They came in and helped to clean everything."

Woody is a member of a local car club, and they also passed the hat around and raised \$30,000.

"The generosity from everyone in a time of need was amazing."





Celebrating 50 REMARKABLE YEARS

50
YEARS

Established in 1972 by brothers Giovanni and Alfredo Lombardi, Lombardi Bros has been stalwarts in the paint and panel industry for 50 years. When they started up their business in Bentley WA, Giovanni oversaw any panel or structural defects on the motor vehicles and Alfredo was in charge of paint work.

Still working in the business to this day, and now own five panel and paint shops, the brothers have applied a consistent business philosophy of investment - in people, tooling and products. Big believers in continual learning, the brothers invest in training for their people to ensure they stay ahead of the latest advances and technologies, keeping the business and the whole team at the top of the automotive industry.

Giovanni's daughter Amanda joined the business 26 years ago, and she's proud of the longevity of many of the staff have had, as it's a testament of the culture the brothers have built.

"The brothers are very passionate about the business," Amanda said, "and they've managed to keep many of their staff since inception. Of their 60 staff, most have been with the business for more than 15 years, others more than 35 years and one for more than 40 years. We are one big, multicultural family.

"We're also big believers in teamwork - no one role is more or less important than any others - everyone is vital and important in this industry."

The Lombardi brothers' love of motor vehicles saw them start work with Holden, where they were quickly promoted to production managers before moving to their own paint and panel shop after the Holden factory was closed.

Lombardi Bros is a proud authorised repair shop for several elite brands, including Ferrari, Maserati, Jaguar, Land Rover, Volvo, Aston Martin and Lamborghini.

The team have been using Spies Hecker for many, many years. It's proven particularly good for the prestige cars they work on.

"If I ever need help - for example if I have a certain colour that was only used in England and I can't match it - the reps come and work with us to get it right."

"It is of paramount importance that we give our customer clientele a personal service that gives them the confidence to leave their pride and joy with us," explained Amanda.

**Distributor: Global Autocoat, WA
Paint System: Spies Hecker Permahyd Hi-Tec**



COACH'S CORNER WITH ROBIN TAYLOR

BUDGETING - A KEY FOR SUCCESS

As we start the new financial year, it's time to touch on the all important topic of BUDGETING!

Establishing a budget is a critical first step in understanding what you need to sell and the costs you need to control, to ensure you achieve your business goals at the end of the year. Whether you do this by calendar year or financial year makes no difference - as long as you do it.

So where do you begin? The budget process I recommend involves working backwards. Start by working out the profit you want to achieve, then looking at the key expenses and start setting targets based on your historical spend.

It is important to keep these points in mind when working through your budget process:

- **Use current staffing levels to establish future anticipated staffing costs.**
- **Use historical Cost of Sales and Sales ratios to establish the budget.**
- **Plan for investment in tools and equipment.**

Once the annual budget has been created it can be used to forecast monthly sales and costs, allowing you to measure your performance against them. The measures obtained from this process are considered lagging measures.

To create a leading indicator set a weekly target, which you can book your work to and create a common goal for the team.

Even though you have a budget set, it should remain dynamic and flexible; it should be adjusted as business plans and the market environment change.

Comparing your actual results versus your budget shows you where you are performing well, as well as providing the roadmap for improvement.

When reviewing your numbers you should be looking for what does or does not feel right.



"Would you tell me, please, which way I ought to go from here?"

"That depends a good deal on where you want to get to," said the Cat.

"I don't much care where" said Alice.

"Then it doesn't matter which way you go," said the Cat.

Above: This quote from Alice in Wonderland sums up how I feel about budgeting.

For more information on what financial KPIs to monitor, I encourage you to watch the Let's Talk video on KPIs. Scan the QR code to watch the video.



TECH TIPS

Winter is Coming

Practical tips for winter refinish work

Experienced refinishers know the problem: as soon as winter is on its way and the temperature drops, refinish preparation work needs to be adapted accordingly. Lower temperatures can render clearcoats and hardeners more viscous, and that makes them much harder to work with. So here are some practical tips that can help!

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. When storing or working with VOC compliant clearcoats 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 possibly also its viscosity. In most cases, the problem is that the paint is simply too cold. Additional diluting of the product with extra thinner is the wrong thing to do and could lead to subsequent defects such as orange peel effect. And attempting to rectify this with further coats of paint generally doesn't work. It can actually make matters worse; additional paint layers can cause bubbles and sagging.

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.



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



GREAT EXPANSION IN TWEED HEADS



Southern Autos Repaint & Panel, located in Tweed Heads on the NSW and Queensland border, has recently completed a significant expansion to their working areas, offices and customer reception area. The new-look business provides more room to work and a welcoming space for customers to relax while waiting for their vehicles.

For owner and operator Jeremy Donald, the expansion marks a new era for his growing business.

"Before the expansion, we had five units and eight staff. We needed a bigger site as the business had outgrown our original facility. We had intended to buy a new site but that sale fell through, so we looked at expanding our current site," explained Jeremy.



New Reception Area

Three of the newly leased units underwent a full knockdown rebuild as working areas for the paint and panel works, with the remainder being fully refitted for office space, estimating bays and customer reception.

Undertaken in the height of COVID-19 restrictions, the building and fit-out work took 12 months to complete.

"Where before we had a little office, which was standing room only. Now we have a nice reception area for our customers to sit and wait comfortably while enjoying a coffee or water. The reception overlooks the estimating bays, so that customers can see what we are doing," said Jeremy.

Jeremy purchased the business in October 2012 and has been steadily growing it since.

"In the beginning there was just myself and one other staff member. Then I got out there and built a reputation for ourselves. Now we do a lot of work for dealerships in town and insurance work for people who have a choice of insurer."

In January 2021, Jeremy also moved his business to the Cromax system, prompted by the relationships with Oz Trade and Axalta's Jason Ryan.

"I like to have a relationship with the people I work with. My previous supplier sold his business and I didn't have a relationship with the new owner, so I moved across to Axalta and Cromax and it's been really great."

**Distributor: Oz Trade Supplies
Paint System: Cromax Centari**



Above: Students had a go at virtual spray painting



Above: Reviewing the panel after clearcoat was applied



Above: A TAFE teacher on hand to take questions

CREATING LEARNING OPPORTUNITIES

With current skills shortages and a continuing decline in apprentices, Axalta is always looking for opportunities to help promote the collision repair industry. In recent years we have been fortunate to forge some strong relationships with WorldSkills, TAFE NSW and lately the NSW Dept of Education.

However, a more recent initiative has seen us partner with Training Services NSW (SW Sydney) in bringing a group of 15 students, from South West Sydney to our regional training facility in Marsden Park.

For many of the students this visit comes at a crucial decision-making stage in their education and future career path. The high school landscape has changed considerably, with a plethora of Vocational Education and Training (VET) programs and apprenticeships being available during those final school years.

So how do we attract young people to the industry?

By opening our doors, we were able to explain the ins and outs of a career in automotive repair, as well as demonstrating some of the latest products and equipment. The students enjoyed a full day of vehicle painting demonstrations, a TAFE presentation relating to the industry and the chance to use the VR TradieBot paint training software!

“Both the students and the teachers that attended benefited immensely from the day” said Rhonda Stone, Senior Project Officer, Regional Industry Education Partnerships (SW Sydney). “They were able to ask lots of questions on career opportunities as well as seeing first hand what vehicle painting entails”.

We are excited to be welcoming a handful of these students back soon for some hands-on experience.

If you are a South-West Sydney based repairer who'd be interested in offering a student some work experience, or possibly a traineeship, please feel free to contact:

**Axalta Training Manager,
Paul Polverino on 0412 485 390**

or email info-anz@axalta.com

We can connect you with Training Services NSW (SW Sydney).



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COCKTAIL PARTY IN MELBOURNE!

After what has been a turbulent two years, we were finally able to catch up with many of our customers at the Axalta Cocktail party in Melbourne.

Hosted in April at the popular HighTail bar in the Docklands, the event provided guests the opportunity to not only catch up with Axalta, but network with other like-minded repairers. As an added bonus, the gathering coincided with the Collision Repair Expo, so we entertained plenty of visitors from around Australia, New Zealand and even as far as Italy!

A big thank-you to everyone that attended. And for those that missed out, we look forward to catching up in the near future!

Pictured: 1. Gigi Band. 2. Warren Proops (U-POL), Phil Hughes (Oz Trade Supplies), Steve Morris (Axalta). 3. Max Caruso, John (Yanni) Soteriou (Automotive Paint Supplies). 4. Rob Willson, Jasmine Willson (Crash Supplies, SA), Peter Kingsley-Rowe (Axalta). 5. Damien Peris (Axalta) Chris Miller, Rob Stephens, Chris Kane (FixAuto Port Melbourne). 6. Rob Mildenhall (Capricorn), Bill Kubeil (Fix Auto Somerville). 7. Cristos Vitsaksis, Petra McGrath, Aga Vistos (Fix Auto Mulgrave). 8. Ian Bower, Rebecca Bower (Blacks Group). 9. Oliver Necovski, John Needham, Stewart Pack (SIA). 10. Shari Agnew, Katrina Lamb (Sommerville Smash Repairs). 11. Craig Tonkes, Michael Kirchner (Axalta), Marc Vellekoop (SIA).



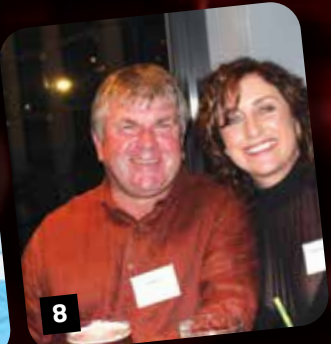
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HIGHTAIL



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10



11

NO FUSS REFINISHING



When it comes to no fuss refinishing, Syrox has proved itself day in, day out!

Since its introduction to Australia in late 2016, Syrox - the easy to use, compact waterborne system - has been providing many bodyshops with an economical way to work.

More recently we have introduced the Sanding Surfacer Plus S3310/40/70 range to the product portfolio designed specifically to promote basecoat hiding:

Here are a few features of NEW Sanding Surfacer Plus range:

- Available in 3 colours: S3310 (white), S3140 (grey) and S3170 (black).
- Can be mixed to provide optimal shade to provide best basecoat coverage in fewer coats. Syrox colour software will identify the right surfacer shade to use.
- Drying times can be accelerated from 4 hours to only 2-2.5 hours when used in conjunction with the new Syrox Surfacer Additive Fast S7300.
- Provides very good anti-corrosion protection when used in combination with the 1K Wash Primer S2000.
- Compatible with other Syrox products: Thinner S8000, Activators S6000/S6010 /S6020/S6030 and Non Sanding Converter S3080.

For more information on these new Syrox primers scan this QR code, visit www.syrox.com.au or speak with your local Axalta distributor.



Above: Rex, receiving his award.

**35
YEARS**

REX DAVIES CRASH REPAIRS

Rex Davies has been operating Rex Davies Crash Repairs in Port Augusta, South Australia for 35 years, and he has been using Spies Hecker for all of this time.

Port Augusta born and bred, Rex grew up one of 16 children. As he grew older, he joined his father's paint and panel shop, learning the business before he'd even finished school. His father's business - originally called the Old Great Western Garage - was firstly taken over by his brother Keith Davies (deceased), then his brother-in-law Carlo Duregon (deceased).

Rex decided it was time to go out on his own and he built his own crash repair business in the mid-eighties. And it's still going strong to this day.

These days, the business has four employees in addition to Rex - his son, two panel beaters and one painter. The team's dedication to Spies Hecker is evident by the longevity of use in the shop.

"We really like that they back it up with service - the reps make sure we know how to use any products that come out.," said Rex. "And the colours are great. You need so many different tints and additives to make the colours these days."

So what's next for Rex? "I'm going to keep going while I'm able but I'm getting a bit long in the tooth!"

**Distributor: SA Color
Paint System: Spies Hecker**

RECOGNITION AWARDS

30
YEARS

LELLMANN CRASH REPAIRS



Lellmann Crash Repairs, located in Renmark in the Riverland region of South Australia is celebrating its 50th anniversary this year.

Run by Dale Lellmann since 1988, the business was established by his father Bruce in 1972. Dale is the panel beater in the business, and he, along with a painter and his wife running the office, do insurance work, private work, restorations and windscreen repairs. Depending on the work, the shop as a throughput of four to five cars a week.

"However, we've spent the last couple of weeks finishing off a restoration," Dale said.

For the last 30 years, Lellmann Crash Repairs has been using the Cromax paint system. While Dale doesn't use the system himself, his painter Darren likes it.

"Darren says it's nice and easy to use. It works well so we stick with it."

Distributor: SA Color

Paint System: Cromax Centari

*Pictured Above: Dale and Darren next to a recent restoration.
Below: Shop front located in Renmark, population: 10,000.*



30
YEARS

SPIES HECKER

Hume Smash Repairs LANSVALE NSW

CROMAX

Western Suburbs Body Works JINDALEE QLD

AXALTA

Lellmann Crash Repairs RENMARK SA

25
YEARS

STANDOX

CNR Autobody BANKSTOWN NSW

RJP Official Body Repair Centre MOORABBIN VIC

SPIES HECKER

Impact Smash Repairs MOSS VALE NSW

Underwood Smash BOTANY NSW

20
YEARS

STANDOX

Simmos Accident Repair Centre BRYON BAY QLD

15
YEARS

STANDOX

South Tweed Autos Smash Repairs SOUTH TWEED QLD

SPIES HECKER

SAS Smash Repairs GATESHEAD NSW

CROMAX

Ceduna Paint & Panel CEDUNA SA

Tonsley Crash Repairs ST MARYS SA

10
YEARS

CROMAX

Able Motor Bodies ST AGNES SA

BumperTech Brisbane PARADISE POINT QLD

Menke Auto Renewals LAMBTON NSW

Perfection Body Works WYNNUM QLD

SPIES HECKER

Kilmore Smash Repairs KILMORE VIC

Minarelli Smash Repairs SOUTH LISMORE QLD

P&V Panel Works CICCONE NT

AXALTA

Bryan Zelinski Engineering MURGON QLD

Russell Heale Engineering BURLEIGH HEADS QLD

Transfurb PINELANDS NT

Todds Fibreglass Repairs THORNSIDE QLD



ACHIEVE THE PERFECT BALANCE

“I GET HIGHER THROUGHPUT
USING LESS ENERGY.”



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ACHIEVE THE PERFECT BALANCE BETWEEN FAST PAINT TIMES AND LOW ENERGY CONSUMPTION.

The Ultra Performance Energy System is one of the only solutions on the market allowing processing at 60°C, 40°C or even 20°C – which reduces energy consumption by up to 70%. Depending on your workloads, you can choose super-fast paint times, super-low energy consumption or a balance between the two. Now even more efficient with the **NEW AZ9700 Plastic Additive**, allowing for Direct-to-Plastic application when used with surfacers PS108X and NS280X.

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