

PPG THE PERFORMANCE REPORT

ISSUE 1 • 2018



INSIDE THIS ISSUE:

- *Hawkei Vehicle Visits Clayton*
- *Commercial Performance Coatings Update*
- *Phase 3 Products*
- *PaintManager XI*



PROTECTING THE PROTECTOR



The Hawkei project delivers an extraordinary new generation of protected vehicles and Commercial Performance Coatings is the trusted choice to add the finishing touch.

You could be forgiven for thinking that the Australian Defence Force's (ADF) newest protected vehicle has been named 'Hawkei' as a nod to the 'Hawkeye' Pierce character from the '70's TV show, MASH, but in fact it has far more appropriate origins. It is actually named after a species of death adder snake (*Acanthophis hawkei*) found in Queensland and it is aimed at effectively filling a diverse range of key roles for the ADF, such as troop movement, command and control, electronic warfare, surveillance and reconnaissance.



Commercial Performance Coatings



Celebrating 135 Years

THE PERFORMANCE NEWS



THE PERFORMANCE PROFILE

Thales – Hawkei Project



Beginning as a project to replace the ADF's aging Land Rover vehicles, the Hawkei's development drew on the unique Australian expertise at Thales – a global leader for aerospace, transport, defence and security markets which operates a 'protected vehicles' manufacturing facility in Bendigo, Victoria, as well as support centres in Brisbane and Townsville. Crucially, the 'ground up' design was driven by hard lessons learned from operating vehicles in conflicts zones, including Iraq and Afghanistan, and built on the life-saving success of the larger Bushmaster vehicle which was also developed and manufactured by the local Thales team. Clever solutions were incorporated by Thales' talented engineers, include a sophisticated belly structure underneath the monocoque hull to deflect the blast of an IED (Improvised Explosive Device) and seats suspended from the roof to reduce blast pressure pathways. Extra armoured panels can also be quickly attached or removed depending on the threat level being faced.

With initial production beginning in mid-2017, Chris Jenkins, CEO of Thales in Australia, said the outstanding performance of the Hawkei was a testament to everyone involved. "We are proud to have been chosen to deliver this next generation of protected vehicles to our armed forces and we stand by them ready to support and adapt it as their requirements evolve. We also thank our many suppliers on the program – companies in Australia and overseas that have been with us on this long journey,

and who have played a significant role in shaping the Hawkei and contributing to its success. It's a great story about what Australian industry and international partnerships can achieve."

One of those partners is PPG's Commercial Performance Coatings brand, explains Frank Fattore, National Key Accounts & Business Development Manager.

"We have a very good long term relationship with Thales – Commercial Performance Coatings supplied all the coatings for the Bushmaster vehicle – so they already knew the quality and capability of our products and the high level of service we deliver. Commercial Performance Coatings has now been appointed to supply all the coatings products to Thales' Hawkei production line in Bendigo, as well as to external contractors who are manufacturing parts locally and overseas. On top of this, we provide training to

Thales and its contractors to sharpen up their painting processes to make them as efficient and effective as possible."

"In basic terms, we supply a primer and a range of camouflage colours – green, brown and black – which are APAS approved ADF coatings. As well as protecting the vehicle structure, they are also very important in a combat zone situation because they are what is called 'near infrared reflectance' coatings. These coatings contain raw materials which absorb light in the near infrared wavelength in order to make the vehicle more difficult to detect. We also believe it is important that 100 percent of these Commercial Performance Coatings products are manufactured in Australia so like, Thales, we are talking local technology, manufacturing and employment!"

Ultimately, the Hawkei project will see the delivery of 1100 vehicles and over 1000 trailers which are set to be manufactured over a 3.5-year production phase.



135 YEARS OF PROTECTING AND BEAUTIFYING THE WORLD

Since starting as the Pittsburgh Plate Glass Company in 1883 (producing America's first marketable plate glass), PPG has gone on a remarkable growth and transformational journey. 135 years later, PPG is one of the world's largest global paints, coatings and specialty materials suppliers. Indeed,

you are almost certainly surrounded by PPG products and coatings in day-to-day life without even knowing it. Customers rely on PPG (including Commercial Performance Coatings products) for an extraordinary range of applications, from cars, trucks and motorcycles to aircraft, ships, homes, commercial structures and everyday items, such as sports shoes, whitegoods and beverage containers. PPG also chooses to manufacture locally via more than 150 sites worldwide, including Australia and New Zealand. With a global team of approximately 46,000 employees continuing the commitment to excellence, PPG is well positioned for the next 135 years!

GOLDACRES CELEBRATES 40TH ANNIVERSARY MILESTONE

Throughout 2018, Victorian agricultural spray equipment manufacturer, Goldacres, is celebrating its 40-year success story which started in St Arnaud back in 1978. As part of the festivities, the company threw open the doors to its Ballarat production facility and invited key supply partners, including PPG Commercial Performance Coatings, to join an onsite expo. For over a decade the two

companies have worked together to ensure Goldacres' products leave the Ballarat and St Arnaud production facilities with an outstanding finish to match their market leading spraying performance. The expo attracted over 500 people who took the opportunity to checkout and test drive over 80 Goldacres' products. PPG's Commercial Performance Coatings team would like to offer Goldacres its warm congratulations and look forward to strengthening the partnership even further.





POSITIVE REACTION

When Commercial Performance Coatings arrived in early 2017, it didn't just usher in a new name for PPG's Light Industrial Coatings brand, it introduced the local market to an extensive array of global coatings technologies, along with innovative support tools to back them up. Rolled out in Australia, quickly followed by New Zealand, the outcome has been even better than anticipated, according to Chris Davis - Business Director Commercial Performance Coatings. "It was a nervous time because we were rationalising our entire product range in order to launch the Commercial Performance Coatings range. However, rather than cause issues it has done exactly the opposite. The transition has been nothing but positive from our staff, our distributors and our customers!"

In New Zealand, Lyall Keane - Business Development Manager NZ, has seen a similar response. "The feedback from customers has been very, very positive. They tell us that the Commercial Performance Coatings products are easy to spray, have great opacity and an excellent end finish. One big difference is the SELEMIX® Tint System. It is a complete package and very simple. With Selemix there is just one range of tinters and they work with all the different binders to give

In just 12 months, the new Commercial Performance Coatings brand has taken the market by storm, driven by product solutions devoted to 'Simplicity, Consistency and Capability'!

customers the exact colour and product performance they are looking for to suit their application. It is revolutionary for our market!"

Excellent colour tools are another key success factor, says Chris Davis. Along with a dedicated colour box and PPG's PAINTMANAGER XI® colour retrieval software, the big news has been the innovative, electronic colour identification tool, Selemix Colour Picker. "There is nothing like it on the market. A customer can walk into a Paint Powerhouse branch or a distributor with a sample and the Selemix Colour Picker can be used to take a quick reading to identify the closest matching colour. It is a simple but very effective device."

Outstanding product technologies have also helped hit the spot with customers, explains Lyall Keane. "The new product range really stands up against anything else in the market and several products are definitely a step above. For example, EtchPro Primer Surfacer is tintable so it gives customers an excellent option for applying a primer layer which is sympathetically coloured to the topcoat in order to achieve coverage more quickly, as well as reduce topcoat product usage. The Acrylated Enamel is another market leader. Often, customers want speed of drying to benefit their production cycle but also a better end appearance - Acrylated Enamel

scores on both."

What's more, customers are also benefiting from a strengthened Commercial Performance Coatings support structure. It starts with a dramatically broadened distribution footprint in New Zealand and Australia, says Chris Davis. "The way I see it, we have a global product offer, the right support tools and a comprehensive support structure, including 12 company-owned Paint Powerhouse stores around Australia, as well as a network of independent distributors around Australia and New Zealand. This means customers can easily access knowledgeable people who can give expert technical advice. On top of this, there is a 26-person regional team to support customers with application advice, training, etc. Perhaps, most exciting of all is that the Commercial Performance Coatings range doesn't stop here - a constant flow of new product technologies will arrive across different market segments as the brand continues to go from strength to strength."

EXPANDING CAPABILITIES

Building on a reputation for top-quality and dependable performance, the Commercial Performance Coatings brand has launched a new wave of leading product solutions.

1DM - 1K Direct To Metal

Quick and effective, this single layer coating system is designed to deliver good adhesion directly onto clean bare metal surfaces and is ideal for use where the main focus is on convenience, combined with good appearance and basic corrosion protection. 1K Direct To Metal features a fast drying time and is straightforward and easy to use, making it a great choice for DIY projects, as well as traditional industrial and commercial applications. What's more, the colour range is outstanding - taking advantage of the SELEMIX® universal tinter system, it can be mixed in almost 10,000 different colours, including AS2700 and RAL ranges, as well as different gloss levels. For added flexibility there is the option of using 'normal' or 'slow' reducer to cater to higher application temperatures or for larger jobs.

2DM - 2K Direct To Metal

A step up to two component polyurethane technology, makes 2K Direct To Metal an excellent solution when increased durability and final appearance are key factors. This high productivity, high gloss 2-pack product contains anticorrosive pigmentation and can be applied at high film thicknesses - up to 160µm

wet film. As the name suggests, it is formulated to give strong adhesion when applied direct to metal substrates, including bare steel, tinplate, iron and stainless steel (blasting recommended), as well as glass fibre reinforced plastics.

There is plenty of application flexibility, too. As well as the 'Normal' hardener, there is a 'Fast' hardener option which is specifically designed for situations where fast drying is important. A choice of four reducers - cold (Fast), normal (Normal), hot (Slow) and very hot (Extra Slow) - also help to effectively deal with a wide range of application conditions or for larger jobs. Colour is another market leading feature. Utilising the Selemix universal tinter system, 2K Direct To Metal is available in almost 10,000 different colours, including the AS2700 and RAL colour ranges, as well as a variety of gloss levels.

ZPH - 1K Zinc Phosphate High Build Primer

When it comes to versatility, nothing comes close to this new high build, anti-corrosive primer. Not only is it fine to overcoat it with either one-pack or two-pack topcoat products, it is also tintable (utilising the Selemix universal tinter system) so it can be used to provide a sympathetic coloured groundcoat which helps with quicker colour coverage and reduced topcoat material usage. In addition, this alkyd resin based primer is quick drying, has excellent durability and can be re-coated within one hour in 'Wet-On-Wet' mode and does not need sanding to give excellent topcoat adhesion and gloss holdout. For added flexibility, the choice of 'normal' or 'slow' reducer helps cater to higher application temperatures or for larger jobs.

For more information visit the new Commercial Performance Coatings website at www.ppgcpc.com.au www.ppgcpc.co.nz





PaintManager® XI



NEW PAINTMANAGER® XI LOADED WITH NEXT-GEN CAPABILITIES

The rollout of the all new PaintManager XI colour management software is set to give users a powerful tool for formula look-up, mixing and managing.

The first thing users will notice about PPG's new PaintManager XI colour management software is the thoroughly modern, visually appealing interface and this provides a clear pointer to the high performance features inside. Building on totally new software architecture (rather than a revamp of the existing PaintManager platform), the development team has created a more intuitive workflow which leads into a host of clever new functionalities and process improvements. Not only is PaintManager XI even easier to navigate around and use, it is packed with next-generation features to support those retrieving and mixing colours, as well as those managing paint operations.

A new 'smart' search engine makes formula retrieval easier and there is an enhanced 'mix and weigh' workflow, as well as special features to help reduce wastage and save time. PPG's RapidMatch™ X-5 and RapidMatch™ GO spectrophotometers are fully compatible with PaintManager XI and there is now a range of options when it comes to custom formulations. Managers get a whole suite of tools which not only help to manage individual jobs but also offer plenty of auditing and reporting options across the full spectrum of operations.

Installation and training

PaintManager XI software is currently being rolled out to PaintManager users across Australia and New Zealand. Installation is fully supported and comprehensive training is included. *Note: PaintManager XI requires a device using Windows 7 or later operating system.*



New PaintManager XI Features:

- Easy setup via 'Wizard' function
- Single, touch-friendly interface can support devices, including tablets and smart phones
- Modern, appealing interface improves user experience
- Improved search functionality for smarter colour selection
- Fewer screens and less 'clicks' to perform tasks
- Daily online updates via a simple Internet connection
- Search custom formulas using code and spectrophotometer
- Greater business collaboration and integration across multiple locations and within organisation

For more information about PaintManager XI, contact your Commercial Performance Coatings Territory Manager or the PPG Access Hotline on (Aust) 1800 627 798 or (NZ) 0800 442 531.

THE PERFORMANCE PEOPLE

Cade Webb ▶

- Territory Manager, Northern Victoria, Southern NSW and ACT

Angelo Vitale ▶

- State Manager, Queensland and Northern Territory

People are the key to any business and Commercial Performance Coatings people are the best in the business. Years of industry experience gives a clear understanding of the challenges facing customers and puts them in an ideal position to help drive efficiency, profitability and quality of finish.

Despite being relatively new to the Commercial Performance Coatings team, Cade Webb has extensive experience. The 37-year-old, started his career as an automotive spray painter before moving into sales roles. After returning to his home town of Albury, he jumped at the chance to join PPG, just over 12 months ago. "I am very much a 'people person' so it has been great getting out on the road supporting customers. I have really enjoyed working with the new Commercial Performance Coatings range - it is straightforward and easy to use and the newer technology products have increased productivity for customers. Once they have seen the products in action, it has been a very smooth transition."

When it comes to depth of experience,

few can rival Angelo Vitale. After completing a Diploma of Chemistry, he has racked up around 40 years in the coatings industry, working in virtually every coatings sector imaginable, including automotive OEM and refinish, timber, industrial and protective and marine coatings. "It has been very satisfying to go to customers with the new Commercial Performance Coatings range and give them a solution which really works for them. In a nutshell, it is an excellent initiative - it removes complexity from our product offering while introducing new technologies and customers really appreciate the changes. Now, we are working to ensure the brand has a strong footprint across Queensland and Northern Territory. It is a huge area and our challenge is to maximise customer support no matter where they are located." Distance is also a day-to-day factor for Cade as he covers around a 300km radius of Albury. Working with distributors, they have been able to successfully challenge competitors that simply sell based on price. "For example, Auto Paint & Trade

in Wagga Wagga was already a PPG refinish distributor but since we installed the Commercial Performance Coatings brand they have gone from strength to strength. Between us we have been able to add several customer accounts by doing a demonstration to show them how our products perform. We weren't always the cheapest but the combination of decreased paint usage and increased productivity saved these businesses money overall."

The customer support network helps set Commercial Performance Coatings apart, says Angelo. "We have a great team and within it we have the knowledge and skills to design a step-by-step process, combined with the right products, which is tailored to each individual customer. I certainly enjoy working with my team to maximise results for customers!"

For details on the Commercial Performance Coatings range or to find your nearest member of the support team or distributor, go to www.ppgcpc.com.au or www.ppgcpc.co.nz



TECH TIP

DON'T GET LEFT OUT IN THE COLD

As colder winter weather arrives our bodies notice and we adjust by wearing warmer clothing. Adjusting painting practices is also vital for a smooth transition from summer to winter.

Issue

Viscosity is a measure of a liquid's resistance to flow. As the temperature goes down, the viscosity of the paint you are using goes up and it can go up to the point where it seriously affects product application, as well as final appearance. This is true with anything from an enamel to a polyurethane and a floor paint to a direct-to-metal coating. There are a couple of main ways that users get into trouble. The first is to make no adjustment for lower temperatures which creates application issues due to the high viscosity. The second, is when people add the recommended ratio of thinner and hardener but find the product is too 'thick'. In an attempt to fix it, they add more thinner which puts the solids volume of the formulation out of whack and results in less coverage per coat and less gloss on topcoats.

Recommendation

The solution to the high viscosity of a cold paint product is pretty simple – warm it up. Generally, the simplest and easiest option in a workshop situation is place the can of paint into a container of hot or warm water. This needs to be done a reasonable time prior to application so the paint material can absorb the heat, thus, reducing its viscosity.

Another key factor to consider in both winter and summer is the need to adjust to the appropriate thinner and hardener to suit the ambient conditions. The Commercial Performance Coatings range includes a selection of thinners and hardeners designed to cope with temperature ranges. For example, there is typically a standard hardener for most application conditions, backed by a 'fast' hardener for colder condition or when a particular job needs to be pushed

through quickly. Logical labelling makes it easy to choose the correct thinner – in alkyd enamels, AER20 is for around 20°C and AER30 is for around 30°C, while for polyurethane products there is PUR10, PUR20, PUR30 and PUR40 which equate to use in 10°C, 20°C, 30°C and 40°C, respectively. Using the correct thinner and hardener for the conditions will ensure smoother application, better product flow and a quicker cure time.



Commercial
Performance
Coatings

www.ppgcpc.com.au
www.ppgcpc.co.nz