

TECH TIP

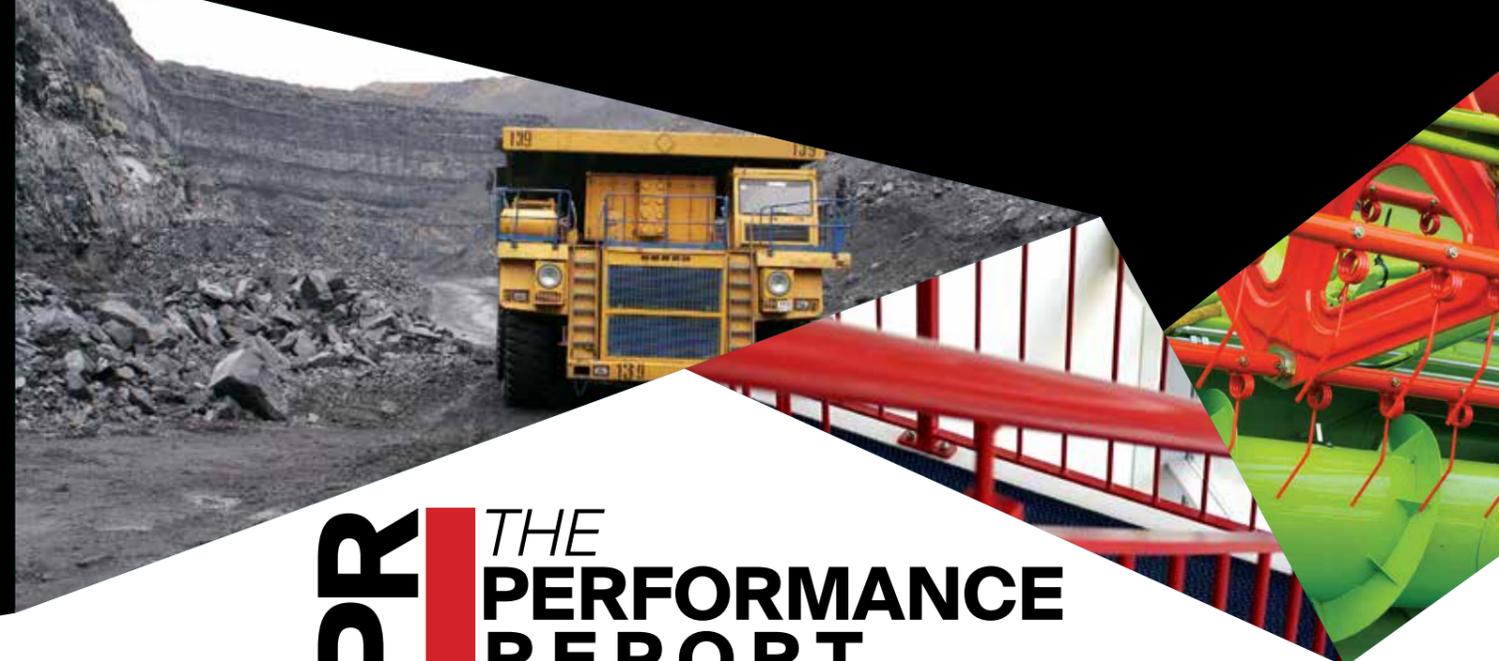
Setting a foundation in concrete

When it comes to concrete floors, Epoxy Topcoat from the Commercial Performance Coatings range is perfect for providing a good looking, durable, chemical resistant and easy to clean surface. However, the secret is to lay

down a strong foundation, says David Payne, Commercial Performance Coatings Technical Representative & Trainer.

"People tend to forget that the temperature of the concrete plays a big part in the outcome. They will follow the product instructions and apply two coats of Epoxy Topcoat but if the concrete is a little on the cooler side, the coating doesn't get a chance to actually sink into the pores of the surface. Later, this can result in the coating flaking off. To avoid this, we recommend starting with a 'penetrating coat' (the latest Technical Data Sheet reflects this). A penetrating coat simply involves mixing a small

initial batch of Epoxy Topcoat, with up to 25 percent reducer added, and applying it to the entire area. Reducing the viscosity helps the product leech into the pores of the concrete where it can provide an excellent bond and foundation for the following layers. Because the penetrating layer has been reduced, it tends to dry quite quickly. Typically, professional operators will apply the penetrating coat first thing in the morning, then come back later in the afternoon when it is dry and apply the first full coat. This way it is done quickly and with the reassurance that it will have good adhesion to the floor surface and provide many years of durable service."



THE PERFORMANCE REPORT

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THE PERFORMANCE PEOPLE

Laurie Allan

- Team Leader Victoria/ Tasmania



"It is a pretty full on role because we have a lot of customers – from small, one-person operations right through to large organisations. We are currently expanding our support team so I'm also involved in training our new staff members on the features of the complete product range. Talking about products, the launch of the Commercial Performance Coatings range has been a big step forward. Although people tend not to like change, once they see the massive advantages – colour, coverage and ease of use, to name a few – they understand what the new range is all about. I really enjoy the interaction with the people I deal with on a day-to-day basis. When you work closely with a customer and build a strong relationship, you get a lot of satisfaction from helping them succeed with what they are trying to achieve."

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

COLOUR IN THE PALM OF YOUR HAND

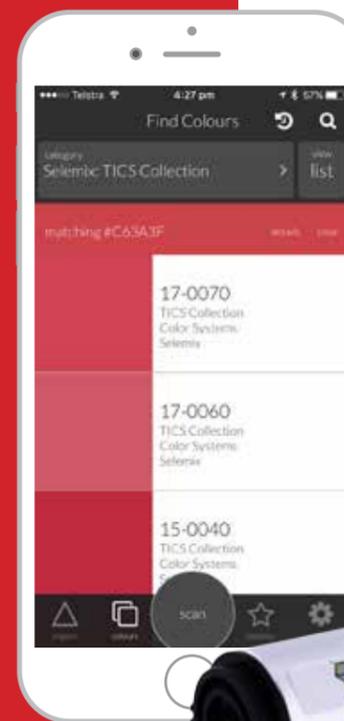
Compact, light and easy to use, the SELEMIX® Colour Picker is the quick and convenient new colour matching technology that fits in palm of your hand!

Where most electronic colour identification tools are large and bulky, the new Selemix Colour Picker is trim, taut and absolutely terrific! Despite its compact dimensions, this sophisticated yet affordable colour matching tool is ideal for reading the colour of virtually any object or surface. It then wireless links to a comprehensive database of Selemix colours that has been

pre-loaded onto the SELEMIX App which is available to download (from the Apple App Store or Google Play Store) to your smart device.

The Selemix Colour Picker is capable of identifying solid colours on a broad range of materials and taking a scan could not be easier. After taking a moment to connect and calibrate the device, simply place it firmly against a clean, non-weathered area of colour and hit 'Scan colour'. In an instant, the closest Selemix solid colour is identified and the details are conveniently displayed on your smart device (either iOS or Android) via a Bluetooth® connection to the SELEMIX App. The database contains around 3,500 colours which align with the Selemix Colour Box and each scanned colour can be stored for future reference. The Selemix Colour Picker is ultra-convenient to use virtually anywhere, at any time you like. Afterward, just slip it back into your pocket where it is ready to go again next time!

You can order your own Selemix Colour Picker from your Commercial Performance Coatings distributor. To find your nearest distributor go to www.ppgcpc.com.au



SELEMIX®
COLOUR PICKER

THE NEW NAME FOR SIMPLICITY, CONSISTENCY AND CAPABILITY

In early 2017, a major naming change and a comprehensive technology update marked the launch of PPG's Commercial Performance Coatings brand. We talk to Chris Davis, Business Director Commercial Performance Coatings, about all the advantages the hugely versatile new range offers customers.

Q: Given that PPG's Light Industrial Coatings (LIC) brand was so popular why rebrand to Commercial Performance Coatings?

Over the past several decades, the LIC business had evolved and a variety of new products had also been added when PPG made several external brand acquisitions. The result was a very broad range but one where products overlapped each other and this made it quite complicated when customers came to choosing the right one. The launch of the Commercial Performance Coatings brand gave us the opportunity to rationalise – there is still a broad range, however it is now less complex. At the same time, our local development team introduced the latest coatings technologies in order to create a much more streamlined range of solutions which, in terms of performance, either match or better their predecessors. Colour is the other big winner! By utilising the world-class SELEMIX® system, colour capability is a real strength across the range.

Q: Does Commercial Performance Coatings offer the same breadth of coatings solutions?

Absolutely! We understand that our customer base has a vast number of applications and outcomes they want to achieve so Commercial Performance Coatings is designed to meet virtually any requirement. For example, if you want to coat a particular substrate there is an

option. If you want to get the job done more quickly there is an option. If you want a high-end finish there is an option. If you want to do it on a budget there is an option.

Q: Can you explain the Selemix system and how it benefits colour?

In the past, there were different tinting systems depending on which LIC product was being used. With Commercial Performance Coatings, the various binder technologies are fully compatible with the one Selemix tinting system. This makes it simple to mix exactly the same colour across different binder technologies and be confident that the colours will match each other. In fact, the Selemix system is capable of formulating around 10,000 colours in any gloss level from full gloss to a matt finish.

Q: How do you manage those colours?

The Selemix system has allowed us to introduce an excellent range of colour tools. Firstly, there is a dedicated colour box which contains hundreds of colour swatches that can be used to identify the colour required. Then there is PPG's PAINTMANAGER® software for colour formulation retrieval, as well as a variety of helpful features. Not only that, we have a really cool, pocket-sized colour identification tool, called the Selemix Colour Picker, which can be used to read the colour on virtually any object or surface and identify the nearest Selemix solid colour.

Q: What will current users notice?

Firstly, it will be the simple and consistent new labelling. Then they will find out how easy it is to use, as well as the improvements in application and flow. I think this is a product range people will quickly learn to trust and rely on – already the response has been excellent! What Commercial Performance Coatings does is give you the ability to choose the ideal product technology for the job and then mix it in exactly the right colour and gloss level. In a nutshell, what users can expect is simplicity, consistency and capability to tackle any application!

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



THE PERFORMANCE PROFILE

Bayswater Welding & Fibreglass

JIM'S GAME CHANGER

Custom built quality is paramount at Bayswater Welding & Fibreglass and Commercial Performance Coatings has delivered a coatings solution which ticks all the boxes.

Around 18 months ago, when it brought manufacturing operations in-house, Jim's Group (the largest home services franchise in the southern hemisphere) faced a conundrum – how to create a market leading finish on its products while staying cost competitive. It had set up Bayswater Welding & Fibreglass in order to support its growing line-up of franchisees, as well as buyers on the open market, by building products such as fibreglass dog wash trailers, custom steel trailers and 2 to 8 metre skip bins. The ten-person team manufactures around 70 trailers and 400 skip bins per year, says Sales Manager, Aaron De Vincentis.

"Jim's Group is quintessentially Australian and we pride ourselves on being Australian made and using local suppliers and Australian products wherever possible. Rather than the subpar products on the market, we offer a high quality, custom built product which not only has all the features to meet the customer's scope of work, it will also give them many years of trouble free service."

Through research, the team at Bayswater Welding & Fibreglass found that many competitors coated their steel trailers, etc. with a basic enamel finish without even using an etch primer underneath. In terms of durability, corrosion protection and appearance, this simply wasn't up to the Jim's Group's high standards. Having started with a good quality etch primer and a spraying enamel, Bayswater Welding & Fibreglass approached the Commercial Performance Coatings team to up the ante even more.

"We do everything under one roof, including paintwork, and quality is super important. We realised that using a two-pack finish would give our products a huge point of difference so we talked to Laurie Allan (Team Leader VIC / TAS) and he was able to recommend Performance Polyurethane Topcoat (over EtchPro Primer Surfacer) from the Commercial Performance Coatings range. The cost was very slightly more but it halved our curing time so we get savings from higher productivity. Laurie set everything up, including full training for our painter, so the system works perfectly. Now, all of our products have a tough, really glossy finish which is right in line with the quality expected from the Jim's Group. The ability to apply this level of finish has been a game changer for us."

