

# PR THE PERFORMANCE REPORT

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Commercial  
Performance  
Coatings



## ALL IN ONE AND ONE FOR ALL

Locally developed using global technology, the SELEMIX universal tint system provides colour and performance continuity right across the Commercial Performance Coatings range.

Outstanding colour capability is a market-leading strength of the entire Commercial Performance Coatings product range and it's all thanks to the Selemix tint system. This makes perfect sense when you learn that it was the local PPG development team who actually formulated this remarkable 'universal' tint system inside the laboratories at PPG Australia's Clayton, Melbourne headquarters. Rather than taking the conventional path of having individual tint systems to work with different product technologies in the range, Selemix has been specially formulated to be fully compatible with the whole Commercial Performance Coatings portfolio.

It's a very impressive achievement, particularly when you consider the vast number of applications and outcomes the Commercial Performance Coatings range is designed to achieve. Customers can choose from options

that cater to virtually any substrate, budget, production process or end finish requirement and the one thing that connects them all is the Selemix tint system. It highlights the advantages of having a skilled team and facilities on-hand to support the local market, says Scott Mandragona, PPG Technical and Product Manager.

"For the technical team, it was a very comprehensive program to put our Selemix tint system together. On one hand we could draw on PPG's huge global technologies database but we are also aware of the potential pitfalls of simply launching an overseas product here. For example, products from other markets typically don't have the durability to cope with Australian conditions. As we were developing the various Commercial Performance Coatings primers, topcoats, etc. specifically to suit this market, we realised the benefits of being able to offer a 'universal' tint system with

particular properties that make it fully compatible with the whole binder range, from 1K products right through to premium 2K polyurethane topcoats. This makes it very straightforward to mix exactly the same colour across each of the Commercial Performance Coatings technologies and be confident they 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."

"Developing such a flexible tint system around such a complex range of binder technologies was a challenging but very rewarding exercise for the technical team. It's about achieving a balance for every single product, in terms of colour and opacity, while maintaining the necessary performance qualities and the user-friendly aspects, such as ease of application. Afterwards, each product goes through a thorough testing program which starts in the laboratory and then gets more in-depth at our Braeside Training Centre in Melbourne, before we bring in our technical sales team and even selected customers. Just like the rest of the Commercial Performance Coatings range, Selemix tinters are also manufactured locally. Bringing the benefits of the Selemix universal tint system to local customers has been a real team effort and the colour capability it offers is something that everyone is very proud of."



## SEAL THE DEAL

When it comes to a quality finish, Howard Porter is its own harshest critic. This mindset, with help from SEM Products 1K Seam Sealer, is creating products where superb final appearance is a no compromise commitment.

More than 80 years after opening the doors as a pioneering coachbuilder in Fremantle, WA, Howard Porter has carried that spirit right through to the present day. Now a leading manufacturer of transport equipment, including a wide range of truck bodies and semi-trailers, as well as repair and modification services, the company's success is based around a commitment to continual improvement and using the very best products and processes. Significant upgrades to Howard Porter's manufacturing headquarters, now located in the Perth suburb of Spearwood, have resulted in an expanded and modernised facility spanning 13,900m<sup>2</sup> under roof. It gives the skilled staff the space they need to build everything from start to finish in-house and create reliable and easy to use products that cater to road use, as well as the specialised mining sector.

### Appearance and performance

Although these are tough workhorses, Howard Porter has worked hard to establish an enviable reputation for delivering a premium quality final finish. Indeed, nobody is fussier about the appearance than Howard Porter's own team, according to Workshop Supervisor, Joe Basilio.

"We know what our customer base wants and we are always improving our products to ensure they meet the highest quality standards. Recently, we found that over a period of time the sealer we were previously using was causing hairline cracks in the paint

on the surface over the sealer so we approached PPG for a solution. When we build our products, the steel is blasted, primed and welded together and finished with sealer to stop moisture getting in over time. In this case, the sealer was still working but the small body movements on the road had cracked the paint on the surface of the sealer. It was the same when we check other products. It was not good enough – we needed to do it better. Noel Burke (Commercial Performance Coatings Territory Manager) brought in some samples of the latest SEM Products 1K Seam Sealer and we tested it on some metal sheets. It sealed the joints nicely and dried without cracking the paint so we added it to our production process. We now use SEM 1K Seam Sealer on all our products, from rigids and flat tops to heavy duty mining side-tippers, as well as in our repair department, and we have not had an issue. We are really proud of the products we build and this is one more way for us to exceed expectations for our customers."

*As part of its commitment to achieving a superior final finish, Howard Porter also use PPG's DELFLEET® Evolution paint system which was formulated specifically to offer ease-of-use, quality appearance and durability for Commercial Transport applications.*





# THE PERFORMANCE PROFILE Paint Powerhouse

## POWER TO THE PEOPLE

Knowledge is power and, when it comes to an in-depth understanding of PPG's vast range of leading product technologies, the Paint Powerhouse network is your one-stop-shop.

Being wholly owned by PPG makes the Paint Powerhouse network unique in the local market. It means that each of the 12 stores located around Australia are focused on just one brand – PPG! That means, whether you are a first time DIYer or a seasoned professional painter, you can expect to get everything you need in one place, says Steve Palanechka, Commercial Performance Coatings National Sales Manager.

"When we say that you can tap directly into the PPG brand at your local Paint Powerhouse store, we are not just talking about products. Just as important as the sheer range of product options, is the advice to ensure you are choosing the best product for your application and, in many cases, it's also about walking out the door with that product mixed in the right colour."

### Advice from the experts

"Paint Powerhouse really prides itself on having specialist staff at each store. In other words, they have professional paint experience, typically with a range of PPG products, and they are able to pass on that knowledge. Firstly, they carefully listen to your needs before suggesting the best products for the job. Over and above this, they can actually provide expert advice and tips on how you can get the very best performance from the particular products. This is especially important for the Commercial Performance Coatings brand which offers an incredibly broad range of primers and topcoats in a variety of different technologies. It's here that the Paint Powerhouse team can provide valuable guidance on choosing the exact option to suit your performance and cost needs. Even if you can't make it into a store, specialist advice is available by simply ringing 1300 305 699 – everyone who answers that line has the technical training to support you."



### Colour matched and mixed onsite

"For many people, colour is a crucial part and this is where the Paint Powerhouse network once again comes up trumps. It's common for customers to bring in a piece of car, truck, motorcycle, furniture, whatever, and ask for it to be colour matched. Our team not only has the latest electronic spectrophotometer technology that enables them to speed up the colour identification process with accurate results, it also backs it up with specialist expertise which really comes into play when dealing with difficult colour matches that need to be eye matched. Once the colour match is complete, the chosen product is mixed onsite in that colour so the customer leaves with exactly what they require."

### Tools and consumables

"One of the secrets to getting the job done efficiently and effectively is to use the right tools and consumables. As a result, the Paint Powerhouse network has further expanded its range. Indeed, the Paint Powerhouse team has searched the world and chosen what we believe are the very best solutions at a variety of different price points to meet the needs of anyone from professionals to DIY. As well as global market leaders, such as MIRKA®, SATA®, SEM Products and Dynabrade, there is the trusted STARTLINE® range, as well as much, much more!"

### Powerhouse performer

"When looking to purchase paints to tackle a particular application, you don't want to be mucking around. You want to get the right advice, get the right products and get the right colour. For all that and much more, you should get into a Paint Powerhouse store – it's the home of PPG!"

For more information go to [www.paintpowerhouse.com.au](http://www.paintpowerhouse.com.au) where you will find store addresses, opening hours, a list of PPG technologies they stock, etc.



## THE PERFORMANCE PEOPLE

Chris Gallagher   
– Paint Powerhouse Branch Manager  
Rocklea and Darwin



Despite recently clicking over two decades at PPG, Chris Gallagher says he is still learning new things and that is just the way he likes it. "My partner asked if I was bored after 20 years and I said, 'the day I get bored at work is the day I look for a new job'. You can't get bored at a job where you have to learn something new every other day. Over the years, I learnt the technical side because I wanted to know more so I listened to the experts around me, asked lots of questions and did internal courses."

Fresh out of the army, Chris initially joined the Rocklea team as a delivery driver. His hunger for knowledge saw him step

up through various roles to his current position. "This role is like an animal that never stops growing. Mostly, it's about managing people and managing stock levels to make sure the sales team has the stock available for them to do their job. That has been a challenge during the coronavirus pandemic. Even though PPG manufactures locally – which is a god-sent and a big advantage over competitors who import – the raw materials supply chain issues have been a challenge for production. We are continuing to work hard on smoothing out the stock flow."

According to Chris, continuing to meet customer needs is very much a team effort. "Our team has been together for a long time – the longest serving is 15 years and the newest is seven years. People say we must be a tight team and we are – I guess we don't annoy each other! I still really enjoy the interaction with the internal staff, the sales team and our customers. I like serving at the front counter and when a customer walks in, it's great to be able to help them with technical queries and make sure they get exactly what they need. Overall, I enjoy working for PPG – it's a friendly company with a long history and a bright future."





## DYNABRADE LAUNCHES INDUSTRY FRIENDLY NITRO SERIES

Whether it's manufacturing new products or reconditioning existing equipment, the new Dynabrade Nitro Series has been finetuned for speed, efficiency and longevity.

The industrial sector throws up an incredibly wide range of tasks, each with its own specific challenges. It's a place where having the right tool for the job means greater efficiency, faster production, reduced labour costs and increased profitability. After gathering detailed feedback from users across the automotive and industrial sectors, legendary American tool brand, Dynabrade, set about creating a high-quality, purpose-built tool range specifically tuned to their needs - the Nitro Series.

### Tried and true Dynabrade performance

Developed at Dynabrade's Buffalo New York facility, Nitro Series tools are easily recognisable in their classy, black and orange colour scheme. In addition, they all share a special feel and capability that makes them extremely satisfying to use, as well as extremely reliable and efficient. Features include ergonomic designs that feels good in the hand and takes into account how each individual tool is used. Comfortable to hold, with minimal vibration, they are easy to control and use for long periods without fatigue. The Nitro Series also takes advantage of Dynabrade's outstanding

pneumatic motor design which is extremely powerful, yet also air efficient, ultra-reliable and long lasting.

### Value for money

When overall performance and service life are taken into account, Nitro Series tools represent terrific value. Indeed, these purpose-designed tool can offer a rapid return on investment thanks to the ability to complete tasks more quickly or in a different fashion than traditional methods. From specialised grinding, sanding and cutting, through to paint preparation and polishing, they are well and truly capable of saving valuable minutes of labour time, thus reducing cycle-time and helping to maximise productivity. What's more, in contrast to the average 'throwaway' tool, the long lifespan of Nitro Series tools means the efficiency benefits can be enjoyed long into the future.

### Nitro Series range

The broad selection of Nitro Series tools offer versatility and performance to rely on.

- NitroZip Surface Conditioning Tool Kit
- Straight-line Die Grinder
- Right angle Disc Sander
- Reciprocating Saw
- Mini-Nitro File

*A range of Dynabrade tools are available from your authorised Dynabrade distributor.*



## PERFECT IN PINK

When aiming to get a message across you might as well go big and you don't get much bigger than a Cat D11T Track Type Tractor!

Bengalla Mining Company (Bengalla), located in Muswellbrook, NSW, has celebrated the addition of this special Cat D11T to its fleet and, at the same time, highlighted its partnership with the McGrath Foundation and its commitment to raise awareness for breast care. With one of the largest paint shops in the country, the facility at WesTrac Pty Ltd in Newcastle, NSW, was the ideal place to paint this enormous machine and PPG was also proud to throw its support

behind the colourful initiative. PPG is the chosen paint supplier to WesTrac's Newcastle facility and provided the project with a selection of products from the Commercial Performance Coatings range, including SLX Self-Levelling Epoxy Primer, 625 Polythane topcoat in eye-catching pink for the main body and Performance Polyurethane Topcoat for various other components. In addition, fundraising via BBQ breakfasts, raffle items donated by suppliers and generous donations from Bengalla employees, saw \$10,000 donated to the McGrath Foundation. These funds will go to assist with the foundation's vital ongoing work with breast care nurses. *Check out the McGrath Foundation at [www.mcgrathfoundation.com.au](http://www.mcgrathfoundation.com.au)*



## Merry Christmas and a happy New Year

It's hard to think of a more bizarre year than we have just gone through and I hope that everyone in the industry, including family, friends and work colleagues, have managed to stay safe. As we close the door on 2020, it's probably more important than ever to get a decent festive season break, in order to clear the head, rest the body and spend some quality time with family and friends so you can come back re-

energised and ready for anything in 2021. The transition to a new year is likely to bring a 'new normal' (whatever that is!) but it also has the potential to bring new opportunities.

I would like to thank each and every one of our growing customer-base for their business and the trust they place in us. The entire Commercial Performance Coatings team appreciates it and it motivates us to do ever better in the

future. I would like to take this opportunity to wish all of our customers the very best for Christmas and New Year. Please stay safe and we look forward to seeing you in 2021!

*Steve Palanechka, Commercial Performance Coatings National Sales Manager*

# TECH TIP

With Dave Payne

## ► Standard Operating Procedures

When it comes to getting a consistent end result, a set of Standard Operating Procedures (SOPs) provide technicians with a concise but precise set of instructions that are easy to follow from the start to the finish of the job. Best of all, the Commercial Performance Coatings team is happy to create a set of SOPs that are individually tailored to your business, no matter how big or small it is – all you need to do is ask.

### Simple but effective

When it comes to designing SOPs, simplicity is best. It's about providing the crucial information needed but doing it in a way that is very easy to understand at just a glance. Typically, you would find the same product information in a Technical Data Sheet but that means taking the time to read through a document to find what you are looking for. In contrast, SOPs put key details, along with photos, in a very visual format and it can cover anything from what product to use, the mixing ratios and flash-off times through to prepping, what tools and abrasives to use and even what Personal Protective Equipment (PPE) to wear. Importantly, each SOP features a step-by-step format which is super easy to follow.

### In your face

To make them as effortless as possible for technicians to access, SOPs are designed to be mounted close to where the product is used or the task is being performed. Your Commercial Performance Coatings representative can print your SOPs in any size you like but generally it's in a larger size, such as A3, which are then laminated to make them more durable.

### Results

SOPs give a big, bold, clear message and experience has shown that they are very, very effective. By providing a handy reminder and reinforcement of the correct procedure, even experience painters love them. However, they are particularly effective when a new tradesperson comes into the workplace. It gives everyone a full set of step-by-step processes and helps avoid the potential for mistakes.

## ► Quick Tip

### Don't get hot under the collar – adjust to summer temperatures

Just like in winter, the hotter months often mean changing your hardener or thinner to suit the ambient conditions. Two-pack Commercial Performance Coatings products are designed to be applied at 'normal' temperatures – generally between 20°C and 25°C – but summer temperatures can get much higher which severely affects performance if you don't compensate.

In higher temperatures, flash-off time can be extremely short, making it difficult or even impossible to keep a 'wet edge', particularly when dealing with large areas. This lack of 'melt in' leads to significant final appearance issues, typically resulting in costly rework. This is why, in many cases, Commercial Performance Coatings products have been formulated with a choice of hardeners or thinners to help cope with different temperature ranges.

- Monitor the forecast temperatures for the coming days and make adjustments to your paint shop processes. For example, consider starting the working day earlier and schedule paint application for earlier in the day when temperatures tend to be cooler. Once the heat rises, use this time to prep for the next day.
- Choosing the right hardener and thinner for the ambient temperature is crucial to the end result. Check the product data sheet, understand the temperature range it's designed to work in and carefully select the most appropriate thinner and hardener for the application conditions.
- Ask your Commercial Performance Coatings representative for a handy wall chart which details the product, the mixing ratio and the temperature ranges of the hardener and thinner options.
- Ensure stock of the appropriate hardeners and thinners are on-hand.
- Install a temperature gauge in the paint area to monitor how hot or cold it is.



Commercial  
Performance  
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