

# News

DE BEER REFINISH NEWSLETTER

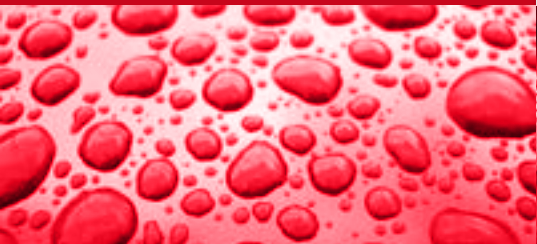
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DE BEER

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## BeroThane HS420 3000 Series

In February, De Beer Refinish will be introducing the new BeroThane HS420 3000 Series, which has been specially developed within the VOC 420 g/l standard and is used for both automotive repair work and fleet, chassis and body work. The range of hardeners that can be used with this product make it suitable for a wide variety of applications.

The first training courses in the new 3000 Series have already been given and have thus far met with a very positive response.



The new leaflet on the 3000 Series is enclosed with this newsletter. You can order the new BeroThane HS420 3000 Series brochure stating the following product number: 68-033NL/UK/DE/FR/IT/ES

## Publication information

This newsletter is published by:  
De Beer Refinish  
P.O. Box 2139  
8203 AC Lelystad  
The Netherlands

T: +31 (0)320 29 22 00  
F: +31 (0)320 29 22 01  
E: info@de-beer.com  
I: www.de-beer.com

This newsletter has a circulation of 1,500 copies and is sent to customers and relations of De Beer Refinish.

The editorial staff is aware of its responsibility of ensuring optimum reliability. Nevertheless, it cannot accept liability for any inaccuracies in this publication.

If you would like to receive more copies of our next Newsletter or would like to receive a digital copy instead, please send us an email.

## New De Beer Refinish corporate design

On 1 January 2008, De Beer Refinish introduced its new corporate design. The previous newsletter was already produced in this new design, as are a number of other communications. The new labels will be introduced gradually, starting with the new HS420 3000 Series. Our website has also been updated, which you can see for yourself on [www.de-beer.com](http://www.de-beer.com). Alongside are a number of examples of items produced in the new corporate design.



## Successor to Carl Wierks

As we wrote in our previous newsletter, Carl Wierks left the company on 1 December 2007 to take up a post as General Manager of Valspar Automotive North America and South America. We have found two successors from within the company. They are Rami Abiad, who has been appointed Sales Director, and Guus Winkelman, who will fill the position of Marketing Director.

Rami Abiad has worked for us as Sales Manager for nine years, the last few of which he was also responsible for our subsidiary in the United Kingdom. Guus Winkelman has worked for the company as Sales Manager since 1979 and has experienced the company's development at first hand. Both gentlemen have already started in their new jobs and we wish them every success.



## Name change

As you know, De Beer Lakfabrieken B.V. is part of The Valspar Corporation U.S.A. In order to establish a uniform global corporate image, we decided to change the name De Beer Lakfabrieken B.V. into Valspar bv as of 1 January 2008.

It goes without saying that for you as a client nothing will change. You will continue to receive the same high quality and service you have come to expect from us, and we will continue to supply the products you are used to.

## Conditioned transport

It is winter again, with temperatures dropping to below zero, sometimes for extended periods. While most people think of wintry landscapes and winter merriment, we at De Beer Refinish start wondering how to get water-borne products to our customers.

What we do is we wrap your products for transport in insulating film and stick a label on the shipment saying that the products are not frost-resistant. We also send a frost indicator with each shipment, which is placed on top of the shipment, underneath the insulating material. If the frost indicator is transparent, you can safely assume that the shipment has not been exposed to unacceptably low temperatures.

Goods shipped to destinations where temperatures drop below zero for longer periods of time are transported in insulated vehicles.

We at De Beer Refinish do everything to ensure that your goods reach you in good condition. If you have any questions or suggestions, please do not hesitate to contact us.



## Updates

In the course of February, the following supplements/updates will be issued:

ICRIS Cd-rom 6.4

Connex Cd-rom

Colour Box supplement 5

Motor vehicle colour chart: Chart No. 22

During February, all updates that you have requested will be sent together with your current orders. If you have no outstanding orders, the updates will be sent separately. If you receive nothing by the middle of April, please let us know.



The first edition of the SchadeVaktotaal trade fair was held on 9, 10 and 11 January. Most of the people taking part were importers and manufacturers of car repair products. Valspar bv was also there, presenting the De Beer Refinish brand and introducing the new 3000 Series and related products such as the 30-746 HS Non Sanding filler. In addition, special attention was paid to the 900 Series and the new 8-204 HS Clear Coat.

Together with De Beer Refinish dealers Th. de Beer, De Boer Autolakken and CarrPaint+, Valspar bv welcomed familiar business relations and prospects for a talk and some refreshments. Valspar bv is very satisfied with the recognition shown by the visitors, who came from all over the country. 'A lot of people showed an interest in De Beer Refinish, which just goes to show that our concept is increasingly appreciated in the current repair sector,' said Bart de Bruijn, Sales Manager for the Netherlands.

After a somewhat slow start on Wednesday, visitor numbers started to rise, reaching their peak on Friday night, when many repair companies visited the fair with their entire team.

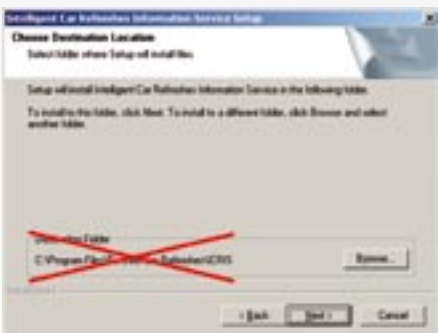




For some time now, De Beer Refinish has been sponsoring a youth football team in Lelystad (the Netherlands). The players of this team of SV Lelystad were presented with completely new kits and matching bags. De Beer Refinish believes that initiatives like this are an effective way of increasing local name recognition. Next to this article you can see a picture of the team with their new kits, together with Valspar bv's new marketing director, Guus Winkelman.

## HS420 Clear Coat 8-204

We will shortly introduce a new HS420 Clear Coat, the 8-204, for use in combination with the following HS420 hardeners: 8-40 Fast, 8-44 Medium Fast and 8-50 Standard. An addition to the existing hardeners 8-40 and 8-50, the 8-44 hardener has a VOC content that lies below 420g/l and a mixing ratio of 2:1+ 5% 1-151 Unit Thinner Standard (no balancer needed).



## ICRIS with Windows Vista

If you run ICRIS under Windows Vista, you may experience problems after installing a CD update. You can prevent this by specifying a different installation folder when installing ICRIS for the first time. Simply go to the 'Choose Destination Location' screen, the fourth in the installation sequence. ICRIS must not be installed in the 'Program Files' folder. Instead, we advise you to install the program in 'C:\De Beer Car Refinishes\ICRIS', for example. After this, CD Updates will be automatically installed in the same folder.

If you have already installed ICRIS on Windows Vista, it is essential that you

remove that version and re-install ICRIS to an alternative installation folder. For the first installation of version 6.3.1 or higher, the setup will automatically change the installation folder for you.

### Closure for the holidays

Our company will be closed on the following national holiday:

**Monday 24 March - Easter**