

# News

DE BEER REFINISH NEWSLETTER

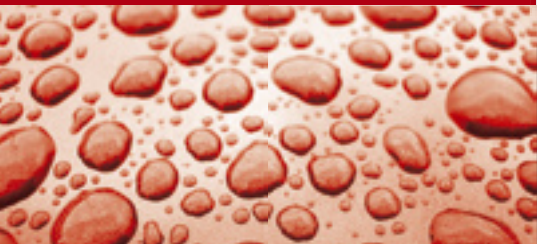
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This newsletter has a circulation of 1,500 copies and is sent to customers and relations of De Beer Refinish.

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.

## Global expansion of colour development

Valspar bv is currently busy with the global expansion of colour activities by setting up colour technology departments in strategic locations.

In this way, Valspar ensures that as many colour formulas are available as possible and that they are as accurate as possible.

The global colour group, Paul Goedhart and Rob Gerrits, monitor and support this expansion by providing training and applying structure. The goal is to increase the amount of available colours and make sure that everyone works according to uniform methods and procedures, as is the current practice in the central laboratory in Lelystad.

At the moment Valspar is setting up a colour department in Shunde (China) for the economically fast growing Asian Pacific, India and Australia region. This department is going to chart, record and develop Asian automotive colours, support Asian and Australian customers, but also develop global colours with non-VOC compliant coats.

The department in Shunde is already operational but will be opened officially in November 2008, after which the department will grow to have a capacity of 9000 colours a year by 2010.

Two service labs in Mumbai (India) and Kincumber (Australia) support Shunde in gathering data from their local market.

## Epoxyprimer Grey 1-7520

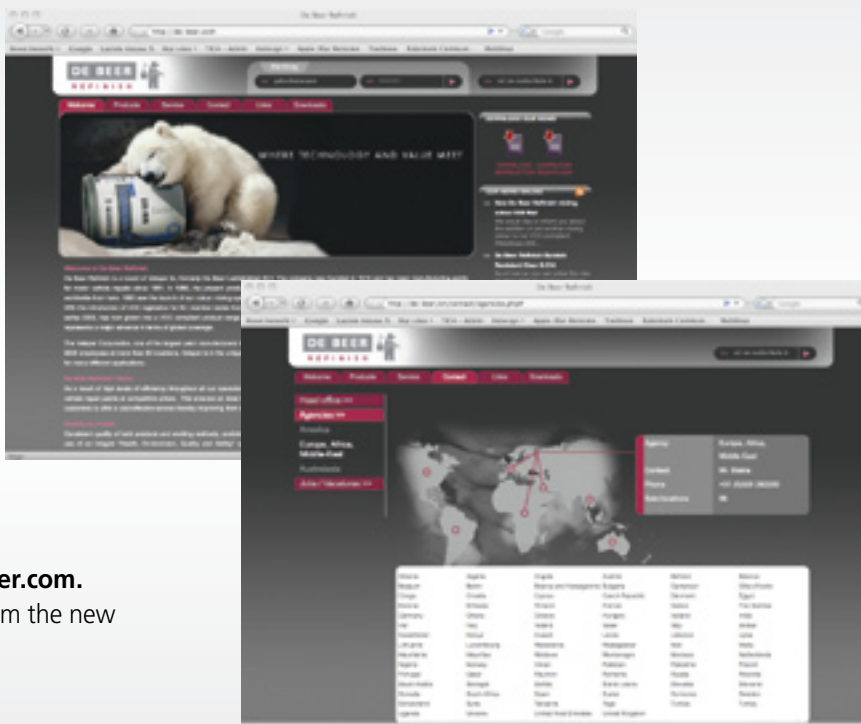
Several market research projects have shown a large demand for grey primers. Within a short time frame, Valspar has responded to this demand by developing a grey epoxy primer with good covering power. This primer, which replaces the old beige epoxy primer, is now for sale!

**It can be ordered using product code 1-7520/5.**

## New website

The new De Beer Refinish website has been active since the first of October. The website has been changed completely and adapted to the new house style of De Beer. At the moment the website is only available in English, but the other languages will be included during the next following months. The other languages are still available in the old layout and will be updated with, among other things, new technical and safety information and newsletters.

The website can be found at **[www.de-beer.com](http://www.de-beer.com)**. The pictures alongside show two pages from the new website.



## Improved water can

Even though we have received a lot of positive response from the market regarding our current water can, our product management department is continuously working on improving the packaging.



After thorough application testing we now proudly introduce a water can that makes measuring even easier.

An adjustment to the bottom will make pushing smoother and decreases the amount of force you need to use to measure.

## 1-181 Balancer is now called Special Thinner

As from the first of November, the name of the 1-181 Balancer will change to Special Thinner. There appeared to be much confusion about the effects of this product, which we hope to take away by renaming the product. The effects and use of the 1-181, however, have not been changed.

## Mixlink

We are proud to introduce the Mixlink ICRIS computer, which can be used in areas classified as ATEX zone 2, as most mixing areas are. The use of electrical equipment can cause surfaces to warm up and can even cause sparks. Using such equipment in an area with an explosion risk can create dangerous situations.

The Mixlink ICRIS computer has been tested extensively and is declared safe for use in a zone 2 area. Not only is the computer itself safe but all associated hardware such as the mouse and USB stick are also safe.

**For more information, please contact the sales department of Valspar BV.**

## MM3006 and 3009 from 3.5l to 1l can

On the basis of the use of the mixing colours 3006 (Green) and 3009 (Mix Black) we have decided to change the packaging from 3.5l to 1l.

You can order the 3.5l can while stocks last, after which we change to 1l cans. We will keep you informed about the moment when the packaging changes.

## Addition sticker sheet 61-055

On sticker sheet 61-055 you can find colour specifications of the mixing colours of the Waterbase Series 900. These colour specifications include the colour swatches, the colourway and the flop direction. The information on these stickers can be helpful when tinting a colour. Since the introduction of this sticker sheet a few years ago, a number of new mixing colours have been introduced.

To make sure that you have stickers for these new colours as well, an addition to the sticker sheet is available. You will receive this addition together with the Colour Box and the ICRIS updates of November.

## Updates

From the beginning of November the following additions/updates have been issued:

**ICRIS CD-ROM version 6.6.1 (\*)**

**Connex CD-ROM**

**Addition Colour Box 8**

In November the updates registered to you have been added to your current orders. If you have no current orders, we will send the updates separately. Please contact us if you have not received them by mid-December.

## (\*) ICRIS additions

ICRIS update 6.6.1 has been issued from the beginning of November. We added a few new items and improvements to the previous version. Below is an overview of the main changes.

- Every Monday you will be informed about and asked to download the weekly internet update. You will only receive this notification if your computer is connected to the internet.
- From now on, it is also possible to weigh small quantities, ranging between 0.10 and 0.01 grams. Because of this small quantity it is possible that a mixing colour appears in the formula without stating a weight. If this is the case, the system will ask you to increase the volume.
- One of the most important steps in the preparation for spray-painting a vehicle is ensuring a neutral and smooth surface to facilitate an easy cover. HSS (High Solid Shades) are hues of the HS Surfacer White 8-14510 and Black 8-14540. These hues help you to achieve a neutral and smooth surface. Formulas containing HSS are available on ICRIS update 6.6.1 under the brand HSS. You can select the hue closest to the surface that you are going to paint.

Take care not to confuse the HSS with the Undercoats. Undercoats should always be applied if recommended in combination with the car colour in ICRIS. We also advise you to use the HSS to prepare the surface for spray-painting in combination with a formula for which the use of an Undercoat is recommended.



## Conditioned transport

Winter is just around the corner, which means that temperatures will start to drop, sometimes even below freezing point for extended periods. People tend to think about wintry landscapes and winter merriment, but we at Valspar think about how we can get the water-based products to our customers in good condition.

We will wrap your goods in insulating foil and mark the shipment with a label saying that the shipment is not frost-resistant. Each shipment will also be given a frost indicator, which is placed on top of the shipment underneath the insulation material. If it is transparent you can safely assume that the shipment was not exposed to unacceptably low temperatures.

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

We at Valspar make every effort to make sure that your goods reach you in a good condition. If you have any questions or suggestions, please do not hesitate to contact us.

## Car spray-painted with DB

Every once in a while, we receive a picture of a special car that was spray-painted with De Beer. We are always very interested in the story behind the car and its owner. This time an old laundry delivery car from the United States.

The car has been completely rebuilt from the bare frame, which was not easy because the 1947-1954 Chevy panels are very hard to come by in a restorable state. The car has been spray-painted with two different De Beer colours and some details were added with an airbrush. The interior is also very special: the floor is made of laminated white oak and walnut wood with polished aluminium joints.

The owner, Trent, used the complete De Beer system from the primer to the finish for the restoration. Trent was at a Hotrod show and was so impressed with the demonstration of the green primer of De Beer that he decided right away to also use the rest of the De Beer system to restore the car.



## Holidays Valspar bv

Due to Christmas and New Year's Day our company will be closed from **thursday the 25th of December 2008 until monday the 5th of January 2009.**

*When placing orders, please take this into account concerning your stock and new orders.*