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## De Beer WaterBase 900+ Series

Last Autumn Valspar introduced the WaterBase 900+ Series. The response from our customers has been extremely positive. They all noticed a big improvement in the coverage of the WaterBase 900+ Series. The coverage of the mixing colours and the formulas made with these mixing colours improved so much that the amount of undercoats that are needed has been reduced dramatically. The total percentage of undercoats used in the reformulated WaterBase 900+ Series formulas has dropped from 22% to 14%. The percentage of coloured undercoats has even dropped from 19% to 4%. This was not only because of the improved coverage of the mixing colours but also because some of the coloured undercoats have been replaced by grey shaded undercoats.

Below you will find an overview of the amount of undercoats before and after the introduction of the WaterBase 900+ Series.

	Amount of undercoats before 900+ introduction	Amount of undercoats after 900+ introduction	Percentage of undercoats before 900+ introduction	Percentage of undercoats after 900+ introduction
Total Undercoats	507	330	22	14
Coloured Undercoats	436	89	19	4
Grey shades	71	241	3	10



## Training at Valspar Lelystad

Valspar offers different courses for sprayers to learn how to work with our products. Some examples of courses are a training with waterborne products and a training with solvent products for customers outside the EU. These courses can be given on location or in one of the Valspar training centers. If you are coming to the training center in Lelystad for a course we will send our customer (the importer/distributor) an invitation letter and a letter that we ask them to send to the people that will be attending the course. This letter gives them the opportunity to let the trainer know which topics they want to discuss during the training. Therefore it is really important that the people who will participate in the training receive this letter so they get the training they want and need.

## Valspar Lelystad 1 year incident and spill free

On the 17th of March Valspar Lelystad celebrated one year working without incidents. Working in a safe environment is not only important for the employees but also for our customers and everyone who works with our products. Safety is an important topic for Valspar locations all over the world. That's why we take all the possible precautions to prevent accidents and spills from happening. Some examples of the precautions we have taken are:

- Daily safety huddles for all employees working in the factory.
- Weekly safety huddles for all employees working in the offices.
- Annual safety day for the whole staff.
- Make sure everybody gets the equipment they need to work safely

These are just a few examples but they have already shown how important safety is for Valspar. The subjects that are being discussed during the safety huddles don't always apply to the working environment but also to situations in the personal life of employees. This keeps the safety huddles interesting and ensures that safety becomes part of the thoughts of all the employees both at work and in their personal life. This way employees don't only leave their place of work safely but also arrive there safely.

We also try to help people that work with our products to work as safely as possible by giving them all the necessary information during training sessions. If you have any questions on working safely, you can always contact us.

## Colour wheel poster

Valspar recently added a new colour tool for waterborne mixing colours to its assortment. This tool helps you to determine the right car colour, it is called the colour wheel poster. Depending on the model and year of manufacture, most car colours vary to a greater or lesser extent from the standard colour initially determined. This poster helps you determine which mixing colour you need to use to correct a formula if it does not exactly match the car colour.

The folded poster comes with an explanatory sheet and it already has holes in the corners so you can immediately hang it in your mixing area. The erasable marker for writing down the colour numbers in the colour wheel is not supplied but you can easily buy it locally. It is advisable to test the erasability of the marker first.

The poster was already available for the BeroBase 500 Series but is now also available for the WaterBase 900+ Series.

You can order the posters by using the following article codes:

BeroBase 500 Series poster	61-1500
WaterBase 900+ Series poster	61-1900



## Summer action

This summer Valspar will organize a special action with the HS420 Clear Coat 8-414. If you order 1 box of 5L cans 8-414 (3 cans) or 2 boxes of 1L cans 8-414 (12 cans) between the 28th of May and the 25th of June you will receive a free Valspar ball as the one you can see in the picture. We have a limited amount of balls and the action only goes as long as our stock lasts. When you receive the ball we have another special action for you. We ask you to send us your most original or funniest pictures with the Valspar ball. The 3 best ones will win a prize, the first prize is a flat screen television, the second prize a luxury barbecue and the third prize is a game console with a sports game. You can send your pictures to the following email address: [automotivenews@valspar.com](mailto:automotivenews@valspar.com).

## New Mettler scale

Valspar introduces a new and improved Mettler scale, the BBA242. This scale will replace the Mettler Panda 7kg scale. The most important improvements are:

- New graphic display with larger numbers which makes it very easy to read.
- Scale check function, a test weight is included, for a quick diagnostic of the scale functionality.
- Menu available in multiple languages which makes it easier to work with the scale.

You can order the new scale from now on by mentioning the same article code as the one you used for the previous scale: 66-004/90 for the non EX version and 66-004/90EX for the EX version.

## Valspar's lead free future

Last year Valspar announced that all the mixing colours containing lead would be deleted from the De Beer Refinish and Valspar Industrial Line (VIL) product range. To replace these colours we introduced lead free mixing colours. Below you will find an overview of all the new lead free mixing colours.

Article number	Description
92025/1 (only for customers outside the EU)	Lead-free Yellow
92036/1 (only for customers outside the EU)	Lead-free Orange
92040/1 (only for customers outside the EU)	Lead-free Yellow-Orange
93025/1	Lead-free Yellow
93036/1	Lead-free Orange
93040/1	Lead-free Yellow-Orange
MI2901	Lead-free Yellow
MI2761	Lead-free Orange
MI2791	Lead-free Yellow-Orange

Because of the introduction of these new mixing colours we had two lead free orange mixing colours in the BeroMix 2000 Series and in the Multi use Industrial line in the VIL. To keep the assortment as compact as possible we have decided to rationalize mixing colour 2041 in 1L and 3,5L from the BeroMix 2000 Series and MI2741 from VIL.

## New training center in Slovenia

Our customer in Slovenia, Silco, is running a very successful training center for their customers. Because their training center is such a big hit they needed to expand with another classroom. Silco receives and trains body shop staff and distributors all year long. At the moment they are making good progress with the launch of the WaterBase 900+ Series in Slovenia and Croatia. We would like to thank the Silco team for all their hard work and dedication.

## New colour 20L jerry can

Valspar is always looking for ways to innovate and improve its products. One of the improvements we recently made is to change the colour of the 20L jerry can from blue to semi transparent. This makes it a lot easier for you to check how much is left in the can. The jerry can is also more in line with the other cans and pots now. The size of the jerry can will remain the same. This new jerry can will be used for all the thinners and ancillaries that come in a 20L can.

## Deep Black

The sensitivity of applying deep black mixing colours is a widely known phenomenon. Insufficient film thickness in particular can adversely affect the end result. This is because the pigment particles in deep black toners are a translucent brown, and this brown is visible if a light base reflects the light. The end result is also adversely affected if a very wet film of deep black colour is applied. This happens because the tiniest particles in deep black tend to rise to the surface, giving off a "bronzing effect".

We have 3 different black mixing colours, all 3 can be used for different purposes.

- Super Jet Black is an extremely deep black with a blue gloss in full tone but is difficult to spray. The film thickness greatly impacts colour and depth when you use this mixing colour. This colour used to be a limited use colour in the 500 Series (5-7), from now on this colour will be available as regular mixing colour 579 and in the IC line as IC722. The name of this colour in the WaterBase 900+ Series, 979, will also change to Super Jet Black.
- Deep Black is deep enough for 99% of black car refinishes. The film thickness has a fairly great impact on colour and depth when using this mixing colour. Deep Black is the new name for the following colours: MM511 Special Black, IC721 Special Black and MM2050 Brilliant Black.
- Mix Black is less of a deep black but is easy to spray. The film thickness sprayed with this colour has practically no influence on colour and depth.

Our recommendations are:

- Use Mix Black where possible for mixed solid colours in every colour field except for deep black.
- Avoid using Super Jet Black when this is not strictly needed.
- Apply deep black colours in three coats that are not too wet with drying intervals.

A new TDS for the Super Jet Black will be available on the next ICRIS update to help you with the use of this mixing colour.

## 11i implementation

In our previous newsletter we informed you about the implementation of our new ERP system called 11i. You have probably noticed the consequences for you by now, we hope it's been a smoothless transition. We would like to thank you for your patience and cooperation and we are looking forward to a prosperous future.

## Updates

In July we will be releasing the following updates:

- ICRIS Version 9.1.0.0
- Color Box update
- Motor Colour Card 17

We will dispatch the updates registered for you with the ongoing orders in July. If you have no ongoing order, we will send you the updates separately. If you have not received them by mid-August, please contact us.