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

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Introduction of the 8-171 Thinner Extra Slow in the 8-204 HS420 Clear Coat

Several months ago, we introduced a new VOC Compliant clear coat, the 8-204. This product has been well received in the market and everyone who has used it is very happy with the results.

We always conscientiously monitor quality during and after the introduction of a new product. In this case, this resulted in the discovery that certain situations demand a thinner with a longer flash-off time that can be used in the clear coat. After extensive testing, the 8-171 HS thinner extra slow has proven to be an appropriate solution.

Using the HS thinner extra slow in the VOC Compliant clear coat provides the following benefits:

- Good results on horizontal parts
- Can be used on larger surfaces, even with hardener fast
- A must to use in circumstances with higher temperatures
- Excellent flow
- Better absorption of overspray



New mixing colour 940

As reported in our previous newsletter, we have added a new mixing colour to our range, the MM940. This new yellow orange mixing colour has been introduced in order that our yellows and oranges provide even better cover. The MM940 will be primarily used for solid colours.

The MM940 is now available in a 500ml can. We will add the formulas for this mixing colour to our website shortly and they will be available on the new ICRIS CD-ROM in August. You can order the MM940 under product number 9940/5

MM 3006 and 3009 from 3.5L to 1L cans

Soon, two mixing colours in the BeroThane HS420 3000 Series - the 3006 Green and 3009 Mix Black - will be changing from 3.5L to 1L cans.

The 3.5L cans will remain available as long as they are in stock. When this is no longer the case, we will transfer to 1L cans. We will let you know when we plan to change the cans as quickly as possible.

New RAL and BS fan books

De Beer Refinish has introduced two new RAL and British Standard fan books to their range, one for De Beer Refinish and the other for the Valspar Industrial Line. You can order these fan books using the following codes:

<u>Product code</u>	<u>Description</u>
61-724	RAL & BS fan book for BeroThane HS420 3000 Series
UK101	RAL & BS fan book for Valspar Industrial Line

Additions/updates to our colour documentation

In May the following additions/updates have been released:

Colour Box update 6
ICRIS 6.5
Connex CD-ROM

During May, 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 haven't received anything by the middle of July, please let us know.



New sticks

We have introduced two new sticks to our product range. One is specially designed for use in water-based paints and the other for the 8-204 and 8-145. You can order the sticks using the following codes:

<u>Product code</u>	<u>Description</u>
54-174	Aluminium measuring stick 2:1 + Thinner% - 6:1+25/35%
54-158/90	Plastic stirring stick

WaterBase 900 Series in California

In some parts of the United States, the transition from conventional paints to water-based paints began in early 2008. Below are 2 articles about the initial developments. The first is a report by Asha Clarke, a European technician who provided support to the American team during the introduction of the WaterBase 900 Series. The second article is the story of a bodyshop in California that has become completely 'green'.

Introduction of the WaterBase 900 Series in California

By Asha Clarke

In March 2008, I was given the opportunity to work closely with our technicians and sales team in California. The aim of my visit was to support the team during the introduction of the WaterBase 900 Series and to share our experiences regarding its introduction in Europe.

The two weeks that I spent there was like going back in time to the period when we made the switch to water-based paints in the UK (over 12 years ago). In my opinion, the introduction of water-based paints, regardless of the brand, will have the same outcome as it did in the UK, where every large car repair paint manufacturer gave their customers free products and offered all sorts of extras. Sound too good to be true? It was. Contracts were signed for 3-year periods, which meant that people were bound to a brand for 3 years and subsequently the prices increased significantly. All in all, a costly business. Of course, De Beer Refinish did not follow suit.

The market in California is wide open, it is substantial and the window of opportunity for this transition to water-based paints is narrow. In the two weeks that I was there, we achieved a lot with the team. We learned more about the WaterBase 900 Series in different climates and circumstances than in Europe, so that we can now start investigating new products specially designed for those circumstances that will make the 900 Series even stronger on a global scale.

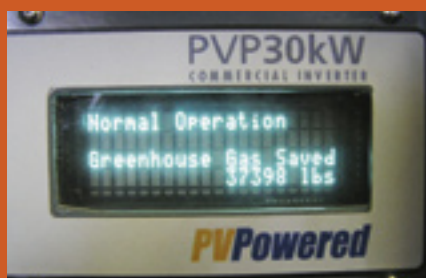
"Extreme green" technology

Wyatt's Paint and Body shop in San Bernardino, California, has made dramatic strides in their efforts to run their business in the cleanest, most efficient, and most energy-saving manner possible. Their recent conversion to De Beer's WaterBase 900 Series has played a major role in this effort. Taking advantage of the natural resources in sunny Southern California, Wyatt's has managed to harvest energy from the sun through a sophisticated system of solar panels, saving thousands of pounds of greenhouse gas emissions and cutting energy costs considerably.

Wyatt's Paint and Body has also converted to De Beer's WaterBase 900 Series, with tremendous results since the move in September 2007. The seamless transition from their old solvent-based system has led to increased productivity, reduced inventory, less waste, and a cleaner environment, both inside and outside the shop. Wyatt's has found the WaterBase system extremely easy to mix and apply, with excellent color match and coverage. De Beer's reliable technical and color support have also contributed to Wyatt's satisfaction with the WaterBase 900 Series.

The successful trial and implementation of De Beer's 900 Series at Wyatt's Paint and Body has generated growth of the product line in the United States. To date, at least 15 body shops have made the seamless transition, with new shops signing up every day. De Beer's WaterBase 900 Series is a true example of a system where technology and value meet, to create a cleaner and more efficient shop environment.

Below are some photos of Wyatt's Paint and Body Shop.



Carcraft

Valspar bv's subsidiary company in the UK, Anglo Dutch Paint and Chemical Company, and its client Morelli have renewed their contract with one of the UK's largest car dealerships, Carcraft. Carcraft has 11 used-car supermarkets with over 1,500 cars on site ready for sale. In addition, it has 4 bodyshops that repair more than 800 cars per week.

Carcraft requested multiple tenders from various dealers of car repair paint before finally settling on De Beer Refinish and Morelli based on previous positive experiences and an excellent price/quality ratio. The most important reason, however, for continuing with De Beer Refinish and Morelli was the constant quality of the WaterBase 900 Series in all four bodyshops.

New warehouse and office for Gakra

Below is a photo of the new warehouse and office space that has been opened recently by our biggest client in Poland, Gakra. Gakra have been a trusted customer for many years and this expansion will enable them to introduce even more products onto the Polish market.



New warehouse in Australia

Over the last 6 months, we have significantly increased our storage capacity in Australia in answer to increasing demand and in order to create space for the introduction of new products. The new warehouse is directly opposite the current facility in North Wyong. We have added 1,100 m² extra storage space and can now store an additional 500 pallets. Below is a photo of the new warehouse.

