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## Publication information

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If you would like to receive more copies of our next TechFlash or would like to receive a digital copy instead, please send us an email or contact your technical colleague in Lelystad.

## Our mission statement is "Where technology and value meet"

Here is the first edition of TechFlash, a new bulletin besides the regular De Beer Refinish Newsletter. In the TechFlash we will inform you about the latest developments with respect to our product range and keep you informed by means of practical information, examples and tips.

TechFlash will be issued two times a year and is intended primarily for technical advisors, customer support and end users or relations worldwide.

## Product Information

### Series 3000 BeroThane HS420

This system is developed for the car refinish as well as for the fleet market. The mixing scheme consists of 17 toners, including two new black toners 3009 and 3011. Various hardeners are available i.e.: Very Fast 8-30, Fast 8-40 and Standard 8-50 will cover all applications and eventualities. A special thinner (Balancer 8-181) secures a stable pot life and levelling of the Series 3000 during application. After drying, the product shows a remarkable high gloss level.

### HS420 ClearCoat 8-204

For our waterborne basecoat we developed a HS ClearCoat. The mixing ratio is 2:1 + 5% Uni Thinner 1-151 or HS Thinner Very Slow 8-171\* for smooth application. The best way of application is to apply a closed thin coat, allow 5-10 minutes flash off, and finish with a full coat. This application method prevents the danger of applying thicker coats, which can cause poor through hardening and loss of gloss. A high efficiency spray gun, with a 1.2 – 1.3 fluid tip at 2.0 – 2.5 bar spray pressure, enables a smooth application. With the hardeners Fast, Medium Fast and Standard the product can be used for every day body collision work.

### \*Introduction of the 8-171 thinner in 8-204 HS Clear Coat.

A normal step during the introduction is to monitor the quality. Such as spray ability, drying, gloss, mechanical resistance etc.

The result was that we need in some situation besides the 1-151 a thinner with a slower flash-off. For that reason we introduce the 8-171 HS thinner very slow.

The advantages are:

- It gives good results on horizontal parts
- 8-171 is ideal for larger areas even with fast hardener
- It will have an excellent flow
- It will give a better absorption of overspray
- A must to use in circumstances with higher temperatures
- The drying and curing is still comparable with the 1-151 thinner
- 8-171 thinner can also be used in the HS Surfacer 8-145



## DeVILBISS GTI PRO

The GTI PRO can be combined with three different new air caps, fluid tips and just one fluid needle. The air caps are: H1 (HVLP), T1 (TransTech) and T2 (TransTech) To determine which air caps to recommend for Waterbase, HS Clear and Top coat, we have tested different set ups. For Waterbase we recommend the H1 and the T1 both with a 1.3 fluid tip. The reason we have selected two different air caps, lies in the fact that the H1 has an air consumption of 450 l/min., which can be problematic for some body shops (small compressor) Therefore, if necessary we can recommend the T1, which has a considerably lower air consumption of 285 l/min.

For HS Clearcoat, HS Topcoat as well as wet on wet primer applications the T2 with fluid tips 1.3-1.4 is recommended. However, if an even finer atomisation is wanted, a 1.2 fluid tip is an option. All mentioned set ups are best used at 2.0 bar spraying pressure.



# Personal Profile

Name: Kevin Cooper  
 DOB: 09/07/1965  
 Place of birth: Stoke Mandeville, England

### Personal life:

Now living in a small village called Little Chalfont near Amersham Buckinghamshire in the United Kingdom. Married to Jill and we have two children a girl four (Lauren) and a boy three (Oscar) both born in Australia.

### Professional life:

Since leaving school in the early 1980s I have worked in four vehicle body repair workshops, as a trainee to fully skilled painter. I worked there for fourteen years and we went through the change over from solvent base to waterbase in 1992. In 1998 I moved on to work for a large repairer of rental cars (referb center) doing around 175-200 vehicles a week, this was working a shift pattern of 12 hours / 4 days on 4 days off.

After a year I went on to work for a Mercedes and Porsche repairer for the next few years where I was offered a position as a Technical Sales Representative for Glasurit UK. This job I found a challenge at the time converting from doing paint application and all the things that you do on a daily basis to repair a vehicle to explaining the correct way of how to use the product also selling by demonstration. By the second year I was offered a role to help roll-out a new solvent product in South Africa which again was a challenge with a great deal of satisfaction, within a year of doing that I was offered a position to head up training for Glasurit in Australia which I did for the next three and half years, this job was the most challenging up to this point with travel covering all at the Australian states and New Zealand running set training courses and demonstration. I only moved away from this role when we started our family, we then moved from our Sydney home where Glasurit Australia are based to Perth in the West of Australia this move was to start a training center for a large Glasurit distribution called Robayne. After a year the training center was built fully equipped and operational and receiving 5-10 trainees a week. After over five and a half years in Australia and two kids we returned home to the UK. I started a job as a regional technical manager with the sister company to Glasurit called R-M. After only eighteen months I was told about a vacant position at De Beer/Octoral doing a similar role with development possibility's and some seven months later I have not looked back, my current role as the UK technical manager is both challenging and very rewarding.

### Hobby's:

I am currently building my own race bike and I am an avid fan of any Motorbike racing and Formula 1 car racing. The kids' keep me fit and take up a lot of my spare time also. As you can probably tell from the above I also enjoy traveling, meeting new people and seeing different places and sometime in the future I would like to travel around America.



# Company Profile



## DE BEER REFINISH AT 'HANDWERKSKAMMER'

After many attempts and visits of De Beer Refinish, our dealer in Germany (Seiffert), succeeded in introducing the De Beer 900-series at the 'Handwerkskammer' (education centre for car painters in Germany).

Bert Bos provided the technical support in this from De Beer Refinish. At the education centre of Wiesbaden, the students learnt their craftsmanship by using Dupont. There was a need for a product that was easy to work with and with the same quality as Dupont.

The dealer in Germany took care of the preparation of a mixing system, a colour box, a computer and of course the technical support. Together with the technician of Seiffert (G. Glatzel) we did the technical support and training of the teachers of the 'Handwerkskammer'.

By making this important step in Germany, it will be easier to get in to the body shops by training the students with our products.

# ICRIS

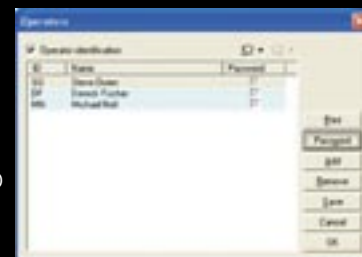
## NEW FEATURES ICRIS:

As you may have noticed, we have added a lot of new features to ICRIS over the last 6 months. ICRIS is known as a solid search machine for recipes, but now it is even more than that. A few options will be described. These are the management system, recalculation options and the spectrophotometer.

### Management System

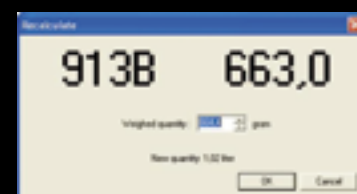
The purpose of the management options implemented in ICRIS shows a perfect overview of the weighing of your mixing colours per user. In the following screenshot you see different users in the management system.

Your password protects these users. The next time you will weigh a colour, you have to enter your ID and password. Every weighing will be registered in the usage data. Now you have a lot of data from your users. It shows how efficient the user works with your material and you can also see the exact VOC level of the product.



### Recalculation:

When you open a random formula in ICRIS there is an option to recalculate the formula without a weighing scale. Just click on the colour which has been overpoured and then the recalculate button will appear. Now the complete formula is recalculated without the use of a weighing scale.



### Spectrophotometer

It is also possible to connect a spectrophotometer to ICRIS. You have to select the ColourECSpert module to activate this option in ICRIS. You will see the following colour menu in ICRIS:

When you click this option, the colourECSpert software will open. You will only be able to open this software with the Idkey. This key checks if the colourECSpert version is correct.

The Idkey is available in LPT or USB.

When the key is installed you will be able to do measurements and corrections. There are four buttons in the colour expert screen; the first button (black and white square) is for the calibration of the system, the second button (several coloured squares) is for the first measurement and the third button (3 blue squares) is for the correction measurement.

All of the measurements done in colourECSpert will be implemented in ICRIS. The formulas will be stored in the custom database. In the new ICRIS 6.4 the formulas will be sorted on mutation data. This means the last measured colour will be on top of the list. For an easy explanation how this all works please read the ICRIS manual.

# Colour Training

## New Training Module WaterBase

Shortly we will introduce a new Colour Training for WaterBase. The training will give you the opportunity to learn all the characteristics of our mixing colours and to tint a colour if necessary, this will assist you in achieving a correct end result.

The goal of this training is to see why we can have colour issues and the opportunity to use and understand the De Beer Refinish WaterBase system.

This colour training will take 2 days and consists of 2 parts:

### Part one:

What is colour and why do colour issues exist?

For example:

What is a colour spectrum?

Which colours does the colour circle contain?

How to read a mixing colour card?

How to read a colour description

And of course how to handle the different colour issues. For example four of the most important facts:

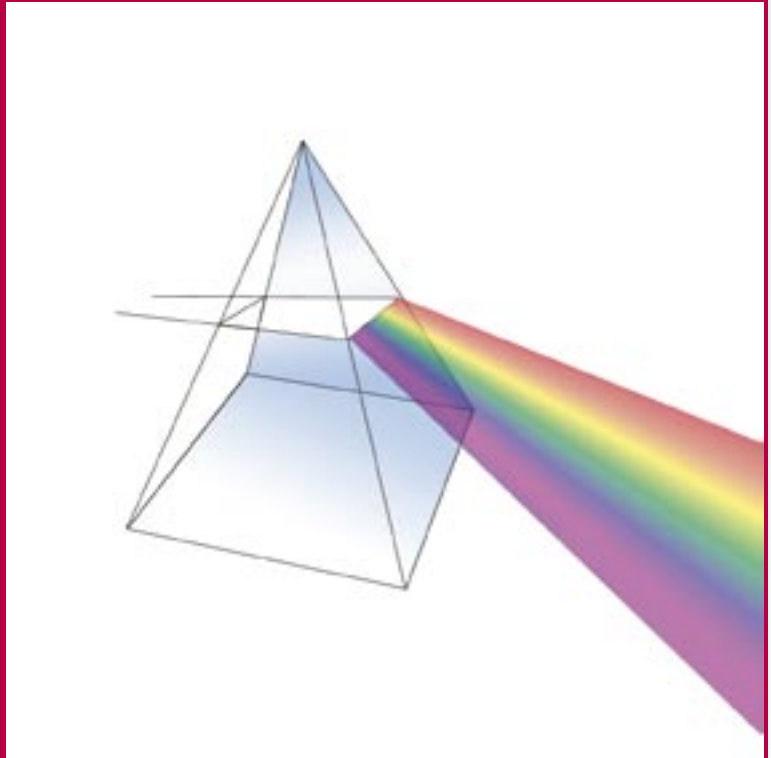
- The car factory
- The paint factory
- The paint dealer
- The body shop

### Part two:

The second part consists of theory and exercises by using the colour guide.

**Interested in this training?**

**Please contact your sales manager**



## Customer Profile

### Autolack Barbosa

Autolack Barbosa is a customer of our Portuguese importer Mota & Pimenta.

Fernando Barbosa, the company owner, started his company in 1980 and together with his son Cesar he is running the company. In total there are 18 employees, three of them are sprayers. The weekly turnout is approximately 40 cars and the customer mix, car owners and insurance companies is 70:30.

Fernando started with Glasurit and changed to De Beer in 1999. De Beer Refinish is the only brand he is using now. The reason that he changed was the value for money concept. In Fernando's opinion "a fair and

straight product and very easy to use".

Besides that, "the relationship with Mota & Pimenta was a very important component to make the decision to change" Fernando said.

Autolack Barbosa has been working with the WaterBase 900 series for two years. Fernando says, "of course we have changed due to the European legislation, this was and is not always easy. However we succeeded and are satisfied about the performance of the products. In my opinion De Beer need's to improve some performances, but as a customer, I feel De Beer has a big potential. I'm looking forward to working with De Beer and Mota & Pimenta for now and the future".