

TechFlash

TECHNICAL NEWSLETTER OF DE BEER

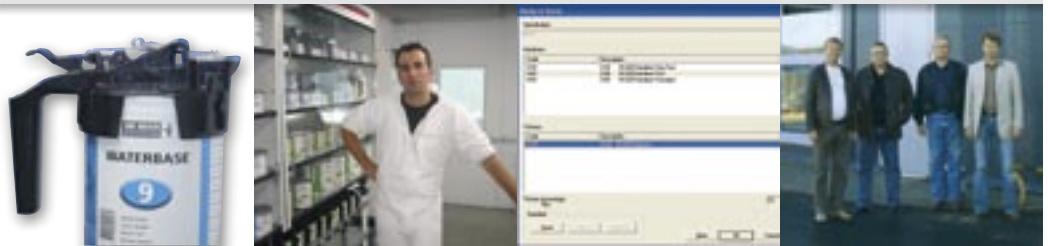
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DE BEER

REFINISH



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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.

"If it matters, we're on it"

This is the second edition of TechFlash, a publication of De Beer Refinish next to our usual newsletter. In this issue we will inform you about the latest developments regarding our products and provide practical information, examples and tips.

TechFlash is issued twice a year and is mainly aimed at technical advisors, customer support, end users and relations worldwide.

Dosing lid for WaterBase packaging



Our WaterBase dosing system is still one of the most revolutionary dosing systems on the market. Based on ideas and feed-back from the market, we make sure that the quality of our packaging is consistently high. We have often been asked to develop a spout for the most commonly used mixing colours. We have now developed a spout in cooperation with the supplier of our mixing system, which fits on our current WaterBase can. We will be testing this spout in Germany, the United Kingdom, Greece and the Netherlands over the next six months. We will, of course, keep you informed about this.

New Colour Guide

We recently expanded our existing colour training with the WaterBase 900 Series, which prompted us to issue a new Colour Guide and to make sure the training is complete again by adding new elements to the training. We are using this material for the "Train the Trainer programme", which is the course for technical advisors. This colour training is, of course, also meant for end users who wish to gain skills in tinting colours.



European Regulation REACH



REACH is the new European regulation for the safe production and use of chemicals. Everyone can come into contact with chemicals in some way. REACH requires precise recording of the circumstances in which chemicals are used and what degree of exposure this involves. The example below illustrates the effects of REACH on raw material suppliers to end users:

Take paint for example. Paint is composed of various raw materials. The chain starts with manufacturers of raw materials, who use a variety of chemicals to produce raw materials like resins and pigments for paint. We, as a paint manufacturer, then use these raw materials to make paint products. These paint products are eventually used to repair cars. During all these steps, from producing raw materials to eventually spraying a paint product onto a car, you can come into contact with chemicals. Therefore REACH concerns everybody in the chain.

REACH came into force on 1 June 2007. From 1 June 2008 to 1 December 2008 substances must be pre-registered by producers or importers. Registration takes place step by step until 1 June 2018.

For more information, please visit the website of the European Chemicals Agency (ECHA). (<http://echa.europa.eu>)

REACH = Registration, Evaluation, Authorisation and restriction of Chemical substances.

Personal Profile

Name: Rutger Vellinga
Date of birth: 2 April 1978

Private life

I live in Wommels, a small village (2500 inhabitants) in the centre of the province Fryslân, close to the famous water sport town Sneek. I live together with my girlfriend Janneke, cats Bob and Lizzy and Steve the rabbit.

Professional life

During the 5-year training for automotive spray painter and various courses, I worked as a spray painter and later master spray painter at a car repair company. After this, I worked for 3 years as a car painter/all-round car repairman for the same company. During those first 5 years I worked with solvent as well as water-based basecoats. It was a versatile company with young and new cars as well as old-timer restoration, so I was not only active as a spray painter, but also as a welder, prepper and mechanic. With greater damage cases I did a lot of aligning, straightening, etc.

After more than 7 years it was time for a change and I started working for a friend who had started his own damage repair company. I worked there for 3 years as a spray painter, prepper and head shop, but still missed excitement. I then accepted a job offer from Valspar bv.

At Valspar I work as a supporting spray painter for R&D and learned a lot about the products in the first few months. I have also tested and co-developed many new products and of course followed various courses with my colleagues at the Training and Information Centre (TIC).

Now, a year later, I will be working full-time at TIC as technical advisor and trainer, where I hope to have gained enough information to be of service to other people and share my knowledge with them.

Hobbies

I have been playing the drums since I was 10 and have played in many bands. Right now I am mainly doing temporary projects in styles ranging from blues to big band, but I prefer hard rock. The other hobby is a bit more dangerous: I am also a huge fan of motorcycling and when the weather allows it, I can usually be found on the Frisian by-roads. I am currently attending circuit training to be able to race in the future.



ICRIS

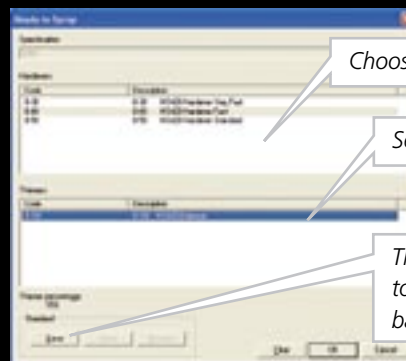
Ready-to-spray option

The ICRIS version 6.6 allows you to add hardeners and thinners directly to the formula, so you can weigh them simultaneously with the formula.

When you open the formula screen, you will see the "+" button. This is the ready-to-spray button which you press to add hardeners and thinners (balancer for the 3000 Series).

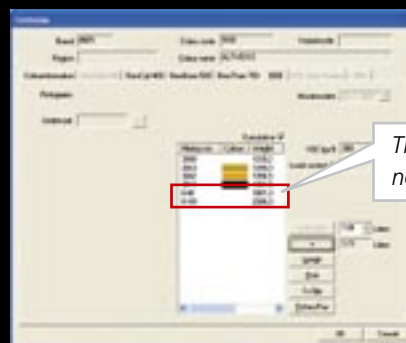


When you press the button, the screen below will appear. You then choose the desired hardener or thinner. You can change the percentage to be used if it is variable, but this is not possible if it is a fixed percentage.



The standard settings allow you to add the selected hardeners and balancers to your formulas

When you have selected the right products for the formula, press OK and the products are added to the formula.



Spectrophotometer

The ColourECSpert software is user-friendly and gives you all the options necessary for measuring the colour. The picture shows the menu of the ColourECSpert software.

- The black and white button is meant for calibration. As it is important to calibrate every 12 hours, the system will notify you in time.
- The coloured button is for the first measurement.
- The blue button gives you the option to correct a previous colour measurement.
- The last button closes the program.

CSF – Colour service form on the Internet

Communication is the key when it comes to questions about colour formulas. Our Colour Lab replies to over 100 colour requests every week. One of the most important questions from our customers is: "When do I receive the formula?" This is one of the reasons that we developed a software program that registers and tracks the colour requests of customers.

This program will soon be available on the Internet for our customers. Customers can file a colour request and look up its status day or night. Requirements, updates, questions and results will be confirmed to the customer by email, after which the customer may log in, find the details and usually a copy of the requested formula.

ID	Color	Brand Name	Quality	Request Type	Deadline	Status	Actions
1	02-09-19-002	Valpar	500	Request		4. Finished	[Info] [Warning]
2	02-09-19-001	Valpar	500	Request		4. Finished	[Info] [Warning]
3	02-09-19-003	Valpar	500	Request		4. Finished	[Info] [Warning]
4	02-09-19-002	Valpar	500	Request		4. Finished	[Info] [Warning]
5	02-09-19-001	Valpar	500	Request		4. Finished	[Info] [Warning]
6	02-09-19-001	Valpar	500	Request		4. Finished	[Info] [Warning]
7	02-09-17-001	Valpar	500	Request		4. Finished	[Info] [Warning]
8	02-09-17-002	Valpar	500	Request		4. Finished	[Info] [Warning]
9	02-09-17-001	Valpar	500	Request		4. Finished	[Info] [Warning]
10	02-09-19-001	Valpar	500	Request		4. Finished	[Info] [Warning]

The program is in its test phase at the moment. We expect to be introducing program in early 2009 in cooperation with importers, distributors and a number of large end users.

the



Customer Profile

Largest body shop of Tallinn uses De Beer Refinish

One of the largest body shops in Estonia, the firm Värvaltrans OÜ with a staff of 15, will be moving to a new location at the end of 2008. This will make them not only the biggest, but also the most modern body shop in Tallinn. The body shop has a building-wide basement for parking cars and storing parts. The repair shop is on the ground floor and is equipped with the latest technical facilities, like two Wolf booths with separate drying booths and a preparation department with 15 stations.

Värvaltrans repairs 80 to 100 cars per week. The whole building is kept at a constant temperature of 20 degrees Celsius throughout the year.

Devori, the importer and also dealer of De Beer Refinish, together with the De Beer technical staff, has succeeded in convincing the management of Värvaltrans of the quality of the products of De Beer. After three training courses on site and a training of the spray painters in Lelystad, they will start using De Beer Refinish products in the new building.