

# PR THE PERFORMANCE REPORT

MAY • 2021



## INSIDE THIS ISSUE:

- How to slash sanding time by 50% or more!
- Revamped primer range is ready for anything
- Mixing and process information at your fingertips
- Is a Wet-On-Wet primer best for your application?



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Commercial  
Performance  
Coatings



## APPLICATION OF TECHNOLOGY

Your choice of spray gun influences far more than just the end finish. It's one of the reasons SATA has become so popular with managers, as well as painters.

Painting has come a long way in the industrial sector. In the past it was typically focused on simply providing a protective layer but, nowadays, the finished appearance has become a priority for many Commercial Performance Coatings customers. This is where choosing the right spray gun becomes crucial and it's where the SATAjet 1000 K and SATAjet 3000K excel. Not only that, it brings across the board benefits, says Laurie Allan, National Field Demonstrator Commercial Performance Coatings.

### Purchase price vs whole of life cost

Buying a spray gun based on price is actually likely to cost you in the long run. Choosing a SATAjet 1000 K or SATAjet 3000 K for your pressure pot work might cost bit more in initial purchase price but, when you calculate the whole of life dollar value, they tend to be the cost-effective option. Customer feedback shows that the working life of these SATA spray guns is four or five times longer than a cheap gun.



### Reduced material usage

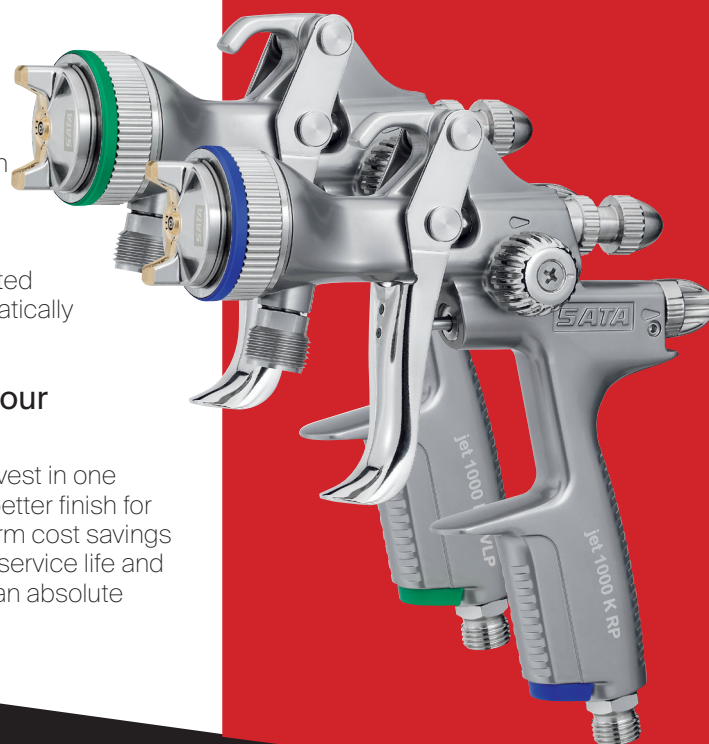
Atomisation from a SATA gun is soooo much better than anything else on the market and that equals transfer efficiency. In field demonstrations, we have proven it time and again. Measure the material usage between an average spray gun and a SATA gun and we regularly see as much as 40% less on exactly the same job. When you extend those material savings over a week, month or year, you are talking big dollars and you can see why the results from SATA guns make managers very happy.

### Happy, efficient painters

A happy painter is a real asset for a business and we know, from experience, that painters are a lot happier when they have a SATA gun in their hand. Another benefit of the excellent atomisation is that it makes application a lot easier for the painter, no matter what product they are using. Common feedback is that they don't have to work as hard to get an excellent finish, the job is completed faster and there is dramatically less rework.

### An investment in your paint process

When you are able to invest in one product that delivers a better finish for your customers, long term cost savings for the business, a long service life and contented painters, it's an absolute no-brainer!



## HIGH, WIDE AND HANDSOME

By efficiently sanding large, flat surfaces, the MIRKA LEROS has started a revolution that slashes labour time by a remarkable 50% (or more!) and creates a safer workplace.

Due to their sheer size, big flat surfaces are a productivity blackhole when it comes to paint preparation sanding, particularly when using a conventional 150mm orbital sander. It's slow, monotonous work that adds considerable labour cost to the job. If you were designing a revolutionary new tool for the job it would get a huge sanding head, with a long reach, driven by a powerful electric motor and come complete with efficient vacuum dust extraction and ease-of-use – welcome to the awesome potential of the new MIRKA LEROS! Purpose designed to excel on large, relatively flat surfaces, such as grain bins, trailers, boat hulls, walls, ceilings, or any other application you can think of, it offers unprecedented productivity and ease-of-use, while delivering sanding labour time cuts of 50% or more!

### Size and reach matter

Short for 'Long Electric Random Orbital Sander', the LEROS features a powerful, low maintenance, 350W brushless electric motor driving an impressive 225mm sanding head. Doing the simple math (area =  $\pi r^2$ ) shows the LEROS's head delivers a decisive advantage by sanding well over double the surface area, compared with a 150mm sander. In addition, the 5mm random orbital motion produces a perfect scratch pattern for paint preparation applications. Mounting it on a long, ergonomically designed shaft gives the operator far greater reach. They can keep their feet firmly on the ground where they are free to move quickly, smoothly and effectively around the job. An optional extension shaft is available to extend the reach even

further. Indeed, the LEROS represents a major boost to OH&S by virtually eliminating the need to use a scissor-lift / cherry picker, scaffolding or other equipment that puts the operator in a potentially hazardous elevated position.

### Comfortable from any angle

Another feature is just how user-friendly the LEROS is. Its dual vacuum suction point design, featherlight 3.5kg weight and ergonomic layout means forces are transferred to the sanding head which dramatically reduces the strain on the operator, compared with conventional sanders. The vacuum suction actually helps keep the head firmly against the surface, making the LEROS very light and manoeuvrable. The operator simply guides the tool across the surface. Combined with the 180° flexibility of the head and its nicely balanced design, operators find it comfortable to use for long periods without fatigue.

### Iridium is the perfect partner

Further maximise performance is a range of 225mm abrasive discs (80 grit to 320 grit) in MIRKA's state-of-the-art, paper-backed technology, 'Iridium'. Not only is it capable of very quickly removing stock over a large area, the dust repelling abrasive surface and computer designed, laser-cut multi-hole pattern, gives Iridium super-efficient dust extraction, combined with virtually clog-free performance and exceptional lifespan.

### Demonstrated advantages

The best way to fully appreciate the many LEROS features is to see it in action. Arranging an in-shop demonstration is as simple as contacting your Commercial Performance Coatings Territory Manager or the PPG Customer Service Hotline 13 24 24 (Aust) or 0800 320 320 (NZ).

*The LEROS is available from authorised MIRKA distributors across Australia and New Zealand.*





# THE PERFORMANCE PROFILE

Commercial  
Performance Coatings

## PRIMED FOR PERFORMANCE

Featuring updated formulations, Australian Standard colours and even greater ease-of-use, the revamped Commercial Performance Coatings primer range is ready for anything.

When it comes to offering a vast selection of options you can use to lay a solid foundation for your paint finish, the Commercial Performance Coatings primer range is unrivalled – but it is not perfect! Now it has been updated from top to bottom in order to provide even greater performance, value and simplicity for local users.

### Complete simplicity

Over the years, a variety of product duplication have crept into the Commercial Performance Coatings primer portfolio, mostly due to company acquisitions, such as with Ameron and Protec. The result was various categories where there was a number of primers with only slight differences, effectively catering to the same application. It made the range unwieldy and far more complex than it needed to be.

Using feedback from local users and extensive in-house knowledge, the technical team at PPG's Clayton, Melbourne headquarters have now gone through the entire range to simplify and refine it. Importantly, wherever there was more than one product in the

same category, the best performing primer was chosen every single time. While it was doing this, the team took the opportunity to introduce the latest coatings technologies in order to make noticeable improvements to the usability and performance of many products.

### 'Australian Standard' colours

For many users, the most revolutionary feature of the revised primer portfolio is that products now come in a selection of Australian Standard colours. This makes it possible to look at an Australian Standard colour card and have absolute confidence that the primer you are using will match the colour that was specified. To highlight the change, the Australian Standard colour code also forms part of the Commercial Performance Coatings product name, such as N61 Black, N64 Dark Grey, N63 Red Oxide, Y45 Manilla, N35 Light Grey, etc. As well as providing greater colour accuracy and consistency, the switch to Australian Standard colours also makes it easier to select a sympathetic primer colour to

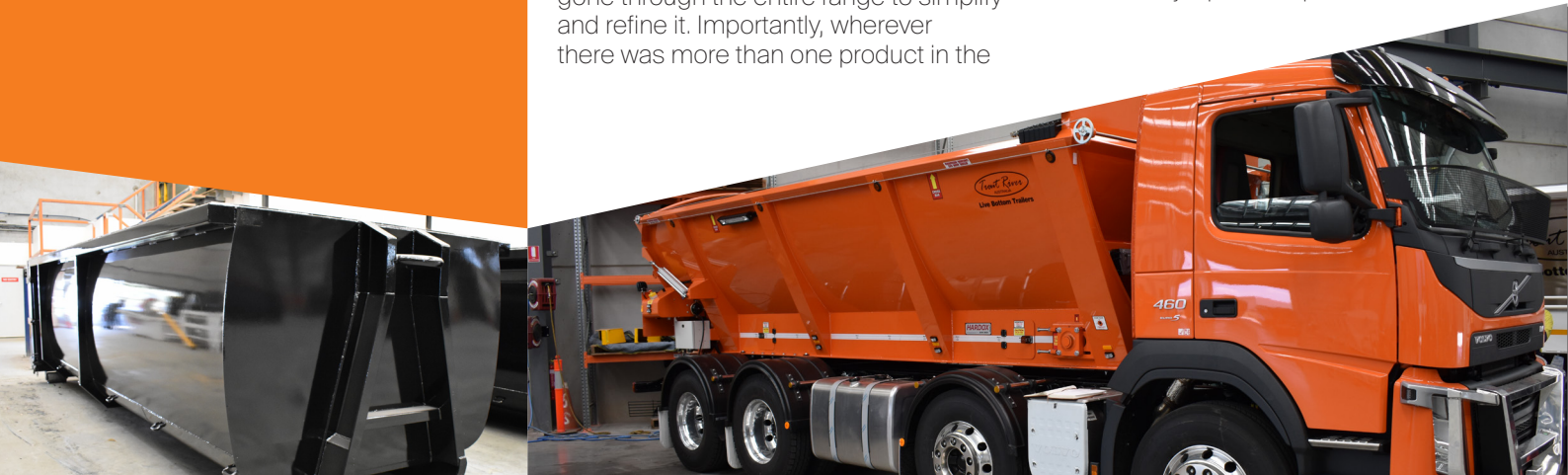
suit the topcoat. This has considerable production advantages in terms of faster topcoat coverage and reduced topcoat material usage. What's more, using a sympathetic primer colour also means stone chips, scratches or blemishes will not be immediately obvious.

### Change for the better

Although change can sometimes be unsettling, the update of the primer range is all good news, according to Dave Payne, Commercial Performance Coatings Product Specialist. "I can't see any downsides for customers due to this change – only plenty of benefits. The range is much simpler to navigate and I believe the ability to access

these products in Australian Standard colours will be a revolution. Not only that, because we have kept the best performing product in each category, people can count on performance that is at least equal to what they are used to and in many cases it will be better. And there are still plenty of options, in terms of price points, with the 'good', 'better', 'best' rating system. Thanks to the Primer Conversion Chart (available at [www.ppgcpc.com.au](http://www.ppgcpc.com.au)), you really can't go wrong. If the product you currently use has been deleted, it will tell you exactly

what the substitute product is. The other factor to remember is that Commercial Performance Coatings products are developed and constantly refined by the R&D team at PPG's Clayton laboratories and every one of them is manufactured locally. Best of all, they are all formulated to excel in Australian conditions. What's not to like!"







## MANUAL IS THE AUTOMATIC GO-TO

Packed with virtually everything you need to know about the Commercial Performance Coatings range, the new Product Manual is coming soon to provide a valuable resource covering all the bases.

When searching for a particular piece of information about a product in a portfolio as broad and diverse as the Commercial Performance Coatings range, it makes sense to have it all contained in a central storehouse. This was the catalyst for creating the new Commercial Performance Coatings Product Manual which is now a one-stop book filled with all the latest information about the extensive product line-up.

Along with individual flyers that provide relevant information about each product, it puts a treasure-trove of useful data at the fingertips. This includes product usage charts that give clear guidelines on how to use each product, as well as a

mixing chart with recommended mixing ratios and a gloss adjustment chart that gives details on formulating particular products in anything from full gloss through to a matt finish. There is also a compatibility chart which highlights the best product to use for various applications or with specific substrates, backed up by valuable information, such as which primers are recommended for each substrate and for use under each topcoat.

The Product Manual is set to be distributed to Paint Powerhouse stores and Commercial Performance Coatings sales team but will also be available online at [www.ppgcpc.com.au](http://www.ppgcpc.com.au).

PRODUCT MIXING CHART			
PR CODE	MIXING RATIO	THINNER CODE	THINNER RANGE
N/A	N/A	EP020	0 - 10%
N/A	N/A	EP020	0 - 30%
N/A	N/A	N/A	N/A
N/A	N/A	EP020	50%
N/A	N/A	AE01** ENAMEL REDUCER	10 - 15%
N/A	N/A	AE01** ENAMEL REDUCER	0 - 15%
BELOW	4:1	EXP** EPOXY REDUCER	20 - 40%
UNDERPRIME HARDENER	4:1	EXP** EPOXY REDUCER	0 - 25%
2:2K HP EPOXY PRIMER	4:1	EXP** EPOXY REDUCER	20 - 25%
OTEC PRIMER HARDENER	4:1	EXP** EPOXY REDUCER	0 - 20%
N/A	N/A	AE01** ENAMEL REDUCER	10 - 20%
N/A	N/A	AE01** ENAMEL REDUCER	10 - 20%
N/A	N/A	AE01** ENAMEL REDUCER	10 - 20%
N/A	N/A	AE01** ENAMEL REDUCER	0 - 30%
BELOW	4:1	PUR** POLYURETHANE REDUCER	20 - 40%
N/A	N/A	PUR** POLYURETHANE REDUCER	10 - 20%
BELOW	4:1	PUR** POLYURETHANE REDUCER	UP TO 30% GLOSS & 40% MATT
BELOW	2:1 & 4:1	AE01** ENAMEL REDUCER	UP TO 30% FOR 2:1 / UP TO 25% FOR 4:1
N/A	N/A	AE01** ENAMEL REDUCER	20 - 30%
FREE HARDENER	4:1	AE01** ENAMEL REDUCER	NOT REQUIRED
FREE GLASS HARDENER	4:1	IC01** ISOCYANATE FREE REDUCER	30 - 40% GLOSS / 50 - 60% MATT
N/A	N/A	IC020	40 - 60%

New SKU		SKU Size	Existing Product		New SKU	SKU Size
NUS-161 BLACK	20L		425-5450	ETC010 GREY	EP0-165 LIGHT GREY	1L, 4L, 20L
NUS-161 MID BLUE	1L, 4L, 20L		425-7751	ETC010 BLACK	EP0-161 BLACK	4L, 20L
NUS-164 DARK GREY	4L, 20L		425-8405	ETC010 WHITE	EP0-164 WHITE	4L, 20L
NUS-163 RED OXIDE	4L, 20L		5240-0102	MULTITECH 5240 BLACK	EP0-163 BLACK	4L, 20L
NUS-164 WHITE	20L		5240-0102	MULTITECH 5240 GREY	EP0-165 LIGHT GREY	1L, 4L, 20L
OPH-161 MID BLUE	1L, 4L, 20L		425-5430	PRALOC BEIGE	PR0-549 BEIGE	20L
OPH-161 MID BLUE MANILLA	1L, 4L, 20L		425-2043	PRALOC YELLOW	PR0-549 BEIGE	20L
OPH-163 RED OXIDE	4L, 20L		425-5530	PRALOC BEIGE WPU	PR0-556 WPU BEIGE	20L
NUS-164 DARK GREY	4L, 20L		425-7777	PRALOC HP BLACK	PR0-161 BLACK	20L
NUS-161 BLACK	20L		78000 BEIGE	AMERTECH 781 BEIGE	PR0-549 BEIGE	20L
OPH-161 MID BLUE MANILLA	1L, 4L, 20L		425-4006	VINYL ETCH PRIMER GREY	N23 NEUTRAL GREY	4L, 20L
NUS-163 RED OXIDE	4L, 20L		425-7752	VINYL ETCH PRIMER BLACK	VIN-161 BLACK	4L, 20L
NUS-164 DARK GREY	4L, 20L					
NUS-161 BLACK	20L		425-5505	GALVALAS	GAL-505 GALVALAS	4L, 10L
NUS-161 BLACK	20L		425-4008	ZINCOTE 10	ZIN-6008 ZINCOTE 10	4L
OPH-161 MID BLUE	1L, 4L, 20L		425-5436	BARBERPRIME EX-425 BLUF 141	BAR-145 MANILLA	10L
NUS-163 RED OXIDE	20L		425-6886	BARBERPRIME EX-425 DARK GREY	BAR-163 DARK GREY	4L, 10L
NUS-164 DARK GREY	20L		425-6326	BARBERPRIME EX-425 WHITE	BAR-164 WHITE	4L, 10L
PRD-055 GREY GREEN	1L, 4L, 10L					

SUBSTRATE PREPARATION AND APPLICATION			
Substrate	Preparation	Application	Notes
Steel	Remove all oil, dirt, rust, scale, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Aluminium	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Concrete	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Wood	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Plastic	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Glass	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.
Other	Remove all oil, dirt, and other contaminants. Blast to SA 2.5.	Apply primer in two coats. Allow to dry for 24 hours.	For best results, use a spray gun.

## CONVERT FOR THE BETTER

As new primer technologies and formulations join the Commercial Performance Coatings range, the Primer Conversion Chart shows exactly which is recommended for you.

The rollout of the Commercial Performance Coatings range has introduced a variety of new and updated primer technologies to the market. While this has given users significant benefits in terms of ease of application, productivity and end finish quality, it has also meant that some existing product

lines have been replaced or superseded, while others have been relabelled and, in some cases, further improved. In order to help users during this transition period, the Commercial Performance Coatings technical team has created a special Primer Conversion Chart. It's available for download from [www.ppgcpc.com.au](http://www.ppgcpc.com.au). It provides a convenient way to look up the primer you are currently using and easily see what the name of the recommended replacement product is. In addition, it also lists the pack sizes that primer comes in – 4 litre, 16 litre, 20 litre, etc. What's more, Commercial Performance Coatings primers now come in 'Australian Standard' colours, such as Black, Dark Grey, Red Oxide, Manilla, etc. Not only does this provide greater colour accuracy, it also makes it easier to select a sympathetic primer

colour to suit the topcoat. This has considerable advantages in terms of faster topcoat coverage and reduced topcoat material usage, while the sympathetic primer colour also means stone chips, scratches or blemishes will not be immediately obvious. Thanks to its incredibly diverse range, the portfolio of Commercial Performance Coatings primers contains the right product to suit virtually any application or budget. Whether it's an existing product line or an updated or new technology, users can confidently use the Primer Conversion Chart to select the primer that best suits their needs.

## MIX IN THE BEST OF CIRCLES

The new Commercial Performance Coatings Mixing Chart provides an easy to follow format to ensure precise mixes that drive consistency and avoid mixed results!

Within the Commercial Performance Coatings range you will find different two-pack product technologies and often this means that hardeners and thinners need to be added in different ratios. Now, with a quick and simple check of the new Mixing Chart, it's easy to see exactly what ratio is required to suit the product being used. This handy tool is now available for download from [www.ppgcpc.com.au](http://www.ppgcpc.com.au) and is primarily designed to be printed in A3 size and laminated before being placed on the wall in the paint mixing area. The aim is to help build greater consistency into your paint application process, says Product Specialist, Dave Payne.

## GET WITH THE PROCESS

Want all the details on how to take a substrate from a bare surface to a quality finish? Now it's as simple as referring to the new Commercial Performance Coatings 'Process Chart'.

The Commercial Performance Coatings range is far from being one-size-fits-all. Indeed, the product portfolio has been deliberately developed to meet the needs of a vast range of applications, substrates and budgets. Quickly and clearly navigating through these various options has now been made easier thanks to a new Commercial Performance Coatings Process Chart. It's designed to remove any complexity and give step-by-step solutions for virtually any application, says Product Specialist, Dave Payne.

"You will find the Process Chart very straightforward to use. You start by selecting the bare substrate you are looking to paint – steel, aluminium,

"To perform at their best, Commercial Performance Coatings products need to be mixed in precise proportions. The PPG technical team has thoroughly tested the hardener and thinner ratios across the entire two-pack range to ensure they work perfectly and all that information has been condensed into a convenient form in the Mixing Chart. No matter which Commercial Performance Coatings product you are using – enamel, primer, polyurethane, etc – it takes just a quick check to see the recommended ratio. Not only that, it will also guide you through the mixing process. It even includes details of which hardeners are available to suit the ambient temperature the product is being applied in – just look up the current ambient temperature and choose the appropriate hardener. At the end of the day, this new Mixing Chart is yet another tool which can help operators consistently mix the ultimate formulation which will give them the best results every time."

fibreglass, etc – and the Process Chart then guides you through the available options. After choosing the substrate, you move on to primer. The Process Chart has been designed in a way that it only lists the appropriate primers for the application you have selected. If more than one primer is listed as being right for the situation, you can pick which suits you best – this will also be affected by which topcoat product you intend to use. If a primer is not listed as an option, then it's not to be used – it's as simple as that. Once you have decided on the substrate, the primer and the topcoat, the Process Chart will give you the recommended step-by-step instructions on how to clean and prepare the substrate for priming. This includes any mechanical preparation required (blasting, sanding, etc), depending on the final finish you are aiming for. Overall, the new Process Chart is basically designed to cover every scenario you could possibly think of."

The Process Chart is available now for free download from [www.ppgcpc.com.au](http://www.ppgcpc.com.au).







## FATHER AND SON TIME

To make the most of the COVID-19 induced lockdown in Melbourne, Laurie Allan and son, Kayne, came up with the perfect project.

Building a dedicated coffee van was about enabling Kayne to quit the nine-to-five and work for himself, says his father, Laurie Allan, who happens to be Commercial Performance Coatings National Field Demonstrator and

Team Leader Victoria / Tasmania. After stripping a rundown caravan to the chassis, the pair totally rebuilt it before fitting out the interior with beautiful wooden bench tops and top-notch equipment in order to prepare delicious coffee and tea. When it came to creating the funky colour scheme, it was Commercial Performance Coatings all the way, say Laurie.

"I painted the whole van, inside and out, using Performance Polyurethane Topcoat and getting the colours and gloss level right was a piece of cake using the Selex tint system. We chose a retro looking colour scheme

with a cream, in a satin finish, for the top section, a light brown in around 80% sheen level for the lower section and 70's orange and dark brown stripes in between. Obviously, it was a challenge getting the build done due to COVID-19 but it was a very cool project to be able to do together. Now Kayne is set up in his own business and building a reputation for great coffee."

If you are around Melbourne or Victoria keep an eye out for this father and son handywork, come and say hello and enjoy a brew. For locations and updates, keep tabs at @messinwithjim on Instagram.

## THE PERFORMANCE PEOPLE

Frank Fattore  
- National Business Development Manager



Commercial Performance Coatings people are amongst the best in the business. Rather than simply selling products, the focus is on building strong relationships with customers to create win / win partnerships and Frank Fattore is an excellent example. Since starting in 1980, Frank has spent almost his entire working life in the paint industry, gathering extensive experience along the way. After joining PPG 15 years ago, he took on a number of high profile roles before moving to his current position around 3.5 years ago.

"As National Business Development Manager, my basic role is to support the nationwide team who are out in the market exploring new opportunities for the Commercial Performance Coatings brand. There is one team member located in each state, except for

Queensland which is so big it needs two. It is a great team of motivated people and we have seen things get bigger and better over the past few years. In particular, Commercial Performance Coatings has partnered with some very good businesses and 'partnership' is the key word - for us, it's all about building strong relationships with customers. We never talk about price - it's always about listening to what that individual customer wants and then showing that we can provide the products and the backup service they need to improve the performance or success of their business."

"Being part of PPG means my team belongs to a global team of over 45,000 people. That means a lot of experience and a global product technology storehouse we can tap into

to help support the needs of our local customers. Many of our customers also find our national footprint to be a real advantage. It might be a company that has an operation in North Queensland, another across in WA and another in Tasmania. Because the Commercial Performance Coatings team can support them wherever they are in the country, we find that it often leads to a nationwide partnership. My team also has a great team behind it, such as the territory managers to look after customers on a day-to-day basis and trainers to help upskill technicians. When a company puts together all of the things that Commercial Performance Coatings can do for them - in terms of product technologies, training, service and support - it makes it pretty difficult for a customer to say no!"

## COLOURFUL WITH CHARACTER

As a simple yet effective product, 625 Polythane can fly under-the-radar a little but to its extensive customer base it represents an ultra-reliable way to achieve a premium finish.

When you look at the length and breadth of the Commercial Performance Coatings portfolio, there is one product that sits right at the top of the tree - 625 Polythane. What do customers particularly love about this automotive grade, direct gloss topcoat? For a start, it's very user-friendly to mix and apply but it backs it up with an eye-catching, full gloss finish that also delivers full protection.

As a tried and trusted 2-pack coating, 625 Polythane consists of a coloured acrylic polyurethane resin and a hardener which are mixed to create a premium coloured protective layer. Best of all, it offers superior durability, colour fastness and gloss when compared to many other types of protective coatings. Although it is ultra-tough durability that makes it ideal for the long-term protection of valuable equipment and business assets, what really attracts customers to 625 Polythane is its excellent gloss and colour, along with its ability to retain those attributes over the long term.

The final piece of the puzzle is that all these features come in a typically cost-effective Commercial Performance Coatings solution. The result is satisfied customers right across the region who use 625 Polythane to coat anything from trucks, trailers, trains, trams and agricultural machinery, through to the mining industry, plant and equipment and marine applications. The one thing they have in common is a determination to keep their valuable assets looking great, while at the same time enhancing the business image. When one simple to use product can do all that, you know you are onto a winner!





## DISPENSING WITH THE ORDINARY

When it comes to accuracy, consistency and productivity, the new SELEMIX® automated tint dispensing machine sets an all new standard.

Paint industry innovations don't always come in the form of coatings products and a new piece of technology being trialled at PPG's Somerton Paint Powerhouse store is a great example. It's an automated Selemix tint system which is capable of taking any of the diverse Commercial Performance Coatings product technologies and precisely tinting it to the required colour. It's a potential gamechanger, according to Somerton Paint Powerhouse Manager, Chris Hambalian.

"It's easy to use and there are big advantages for store operations and the service we provide to customers. To process an order for mixed colour, we simply queue up the formula on PaintManager XI and that interfaces to the computer program on the Selemix automated tint dispenser. After placing a tin of the appropriate binder on the machine, we just select 'dispense' and it meters out the correct amount of tinter automatically. Although our team is very skilled at manual tinting, the Selemix automated tint dispenser is more accurate again. Some colours and small mixes sometimes require a tiny amount of some tinters and that can be a challenge when manual tinting but the automated system is always very precise."

The Selemix automated tint dispenser contains 25 hoppers for the various tinters. Sensors monitor how much is in each hopper and advises the operator if

there is insufficient tinter to complete a particular mix. Accuracy is just one of the advantages, explains Chris.

"With a manual tint, the operator is part of the entire process and that is, obviously, time consuming. However, once 'dispense' is selected on the automated system, we don't need to stay and watch. We can go and 'pick' the other items for the order or do something else that is productive. When there are a lot of orders to make up it's a huge boost to productivity. When you add that to the extreme accuracy and consistency, it's a no brainer!"

During the trial period at Somerton Paint Powerhouse, the aim is to finetune the Selemix automated tint dispenser process. From there, it's planned to use this first installation as a blueprint to roll out to the rest of the Paint Powerhouse network. Distributors of Commercial Performance Coatings products are also welcome to express their interest in the technology.



## MIX AND MANAGE WITH THE BEST

With easy formula look-up, accurate mixing and paint shop management solutions, many customers are now taking advantage of PPG's sophisticated PAINTMANAGER® XI software.

When aiming for consistency of colour and product performance, it's a must to ensure all your mixes are accurate and that is where PaintManager XI excels. Provided free of charge to PPG customers, this paint shop software system brings even more benefits than just accurate mixes.

### Convenience and accuracy

No matter which Commercial Performance Coatings product you are using, PaintManager XI lets you look up a colour formulation (RAL, Australian Standard, British Standard, etc) and then provides the exact weight of each ingredient. Simply fit out your paint mixing area with the appropriate set of scales and you can tailor make mixes in the exact volume and colour required for the job. It's far more accurate than using a measuring stick and helps eliminate the potential for human error.

Along with an intuitive workflow that makes it easy to navigate around and use, PaintManager XI is packed with handy features. For example, in Ready For Use (RFU) mode, it tells the person performing the mix, exactly which tinters, thinners, hardeners, etc. are required and what volume to add. As well as an accurate mix, it provides a handy tool for management to keep track of product usage. In fact, managers get a whole host of tools which not only help to manage individual jobs but also offer auditing and reporting options across the full spectrum of operations.

### Installation and training

To ensure users enjoy the full benefits as soon as possible, the installation of PaintManager XI is fully supported and comprehensive training is included. *Note: PaintManager XI requires a device using Windows 7 or later operating system.* Whether you are using a cross section of different PPG products or just those from the Commercial Performance Coatings range, PaintManager XI gives you everything you need to mix colours with repeatable accuracy, while reducing wastage and saving time.

### PaintManager XI features

- Vast database of colours
- Single, touch-friendly interface can support devices, including tablets and smart phones
- Easy search functionality for smarter colour selection
- Consistently accurate mixes saves time and reduces wastage
- Packed with paint shop management tools
- Daily online updates via a simple Internet connection

*For more information about PaintManager XI, contact your Commercial Performance Coatings Territory Manager or the PPG Access Hotline on (Aust) 1800 627 798 or (NZ) 0800 442 531.*





# TECH TIP

With Dave Payne and Laurie Allan

## ► WOW VS SANDING

Within the Commercial Performance Coatings primer range there are certain technologies that feature a Wet-On-Wet (WOW) mode and this can offer an excellent solution for boosting productivity, particularly in a production line situation. For a start, a WOW primer slashes costly labour time because it doesn't require sanding after application so it eliminates the entire sanding process. On top of this, it significantly reduces cycle-time because, after application, there is typically just a very short re-coat time before the job can be topcoated.

Thanks to these features, WOW primers are becoming more popular and widely used across a number of industries. However, it's not the best option for every scenario so what determines whether to choose a WOW primer over a traditional primer which will require sanding prior to topcoating?

- If there are any surface defects or repairs to be done on the substrate, these need to be completed and spot primed first, otherwise they will show through the WOW primer. You need to weigh up whether it's better to use that method or use a conventional primer to complete the entire priming operation and then sand it prior to topcoating.
- If the substrate is blasted, it's important to check that the WOW primer has sufficient 'volume solids' to fill the blasted profile. Most Commercial Performance Coatings WOW primers do, but we recommend referring to the Technical Data Sheet to be sure. This will also help determine whether one or two coats is required.
- When maximum durability is essential, such as for the mining industry or when operating in other harsh environmental conditions, a WOW primer can be a good option because they tend to have very good film build and, therefore, provide an excellent foundation for blasted surfaces and the overall finish.
- In theory, a conventional primer, which has been sanded, is capable of producing a better final finish than WOW primers but you pay for this in the cost of extra labour time and cycle-time. WOW primers are formulated to lay down a nice, flat, smooth finish straight off-the-gun so you still get a great appearance, with a little 'peel', but with a much faster process and a greater volume of jobs out the door in a given time.



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