LITTLE THINGS CAN MAKE A HUGE DIFFERENCE IN FINDING THE BALANCE BETWEEN AESTHETICS AND DURABILITY.

Timber represents a class of substrates of its own, with highly specialised challenges for clear finishes. Long-term outdoor performance, light stability, high transparency with ideal accentuation of the timber grain, as well as good mechanical and chemical resistances are the major issues that govern this field. UV protection is one of the hot topics in timber products development today, and a main factor for clear exterior timber coatings to fall below expectations.

Nanotechnology opens a new world of opportunities and solutions in different areas. An example is copying of the water and dirt-repelling effect of Lotus leaves, and applying it on applications like self cleaning windows and paints. But how can these tiny elements make a difference in clear wood finishes?

A Clear Advantage

Until now, one of the best protections from the sun’s ultraviolet radiation has been through pigmented products. These however, tend to hide the timber’s natural grain and texture, creating challenges in balancing aesthetics with protection. The use of nano-sized UV absorbers makes it possible to add the absorbers in much higher concentration without altering the transparency and the appearance of the coating. The smaller and finer the UV absorbing particle distribution the higher the protection.

This uniform particle size enables clear impregnating timber protection with unseen performance, while maintaining great aesthetics. It is also possible to reduce the coating thickness, which results in low consumption and fast drying even with water based formulations. Blending combinations with light stabilisers and hydrophobic nanoscale components add to the performance: covering a wider spectrum of UV radiation, along with excellent moist regulating and water repellent properties.

One of the first coatings utilising these technologies, has been released by Nanovations in Sydney, Australia. These target timber exposed to harsh environments like the marine teak market for yachts and boats, and external timber decking and structures. The clear impregnating solutions have shown successful results against the age old dilemma of timber discoloration due to UV related oxidation.

Lignol Teak Guard Marine is placed in an environment where not only UV radiation is high, salt spray and abrasive salt crystals, moist and water but also a lot of foot traffic on a relative small area, makes it one of the hardest-to-treat timber substrates on the market.

Its effectiveness has been demonstrated with accelerated weathering tests and ‘real life’ experiments. Furthermore, the products are trialed in an exposed weathering lab in Townsville, tropical north-eastern Australia a global reference location for natural and accelerated exposure with 310 days of sun, and one of the highest UV radiation levels in the world. Being water based, the coatings are solvent and volatile organic compound (VOC) free.

Clear, transparent and thin finishes that protect timber without hiding its natural beauty, nor compromising on resistance from water vapor are the target of many coating manufacturers. It is also at the top of architects’ and designers’ wish lists, due to a higher demand of timber in sustainable building designs. By exploiting their optical transparency and protective properties, the tiny nano-particles look prepared to continue playing a big role in the future of timber treatments. Lignol range of products are available from Flood Australia.
SAFE AND EFFECTIVE SPOT AND STAIN REMOVAL

Finally, new cleaning and removal products that are three-ways safe: for the environment, the end user and any surface. They are water-based & biodegradable with no more powerful smells like traditional solvents and thinners.

Lift Off products are effective and safe; historically products of this nature have been one or the other, not both.

After years of scientific research, Motsenbocker’s Lift Off has made a breakthrough in spot and stain removal by dividing spots and stains into three distinct categories that cover virtually every type of spot or stain. These products have been developed knowing it is scientifically impossible for one product to remove every type of spot and stain as all stains are not created equal.

There are now three patented Lift Off products specifically formulated to remove these types of spots and stains. #1 water & protein-based, #2 petroleum and natural oil-based and #3 pen, ink and dyes. These products are formulated to do the work of dozens of specific cleaners and pre-washers and you don’t even have to worry if you accidentally use the wrong product as none of these products will set the stain or leave a mark.

Lift Off also has two patented Lift Off products for graffiti and paint removal that are both water-based and biodegradable. #4 effectively removes spray paints, all types of oil-based paints, varnishes, lacquers & more from all types of surfaces including; concrete, cars, brick, metal, plastic etc. #5 removes acrylic based paints from all surfaces including; carpet, clothing, upholstery, brick, concrete etc. This means that the product will stand up to the tough performance standards of contractors, while not disappointing consumers by damaging delicate surfaces.

To learn more about the Lift Off range free call Flood Australia on 1800 226 113.
Wallpaper removal is easy, but quite messy. There are two ways to remove it, aside from ripping it off the walls with your bare hands. Don’t laugh...we have seen wallpaper that would fall from the walls with a sideways glance.

All kidding aside (never), if you can get under a corner of the paper, try to tear it off dry. If it works, it will save you loads of work. In some cases, everything but a small amount of paste residue will remain. You can clean it off with some wallpaper stripper and a sponge. In other cases, the facing (on vinyl papers, primarily) will come off and leave a paper backing stuck on the wall. This backing will be easy to get off with method 2.

**METHOD 1:** The first method is using a wallpaper steamer, a piece of equipment that can be rented. It sends steam through a hose to a flat metal plate similar to an iron. Pressing this plate on the wall forces steam into the wallpaper, which softens the paper and paste. This allows you to strip the paper with a wide putty knife.

Unfortunately, aggressive steaming can damage paper-faced wallboards, especially if the wallboard wasn’t fully sealed prior to wallpapering. In new construction, walls that are going to be papered are often not primed with paint, but just coated with sizing. The sizing seals enough to allow the wallpaper to stick, but offers little protection to the walls otherwise. This leads us to Method 2...

**METHOD 2:** The second method involves the use of a chemical agent that is added to hot water. This chemical is an enzyme that soaks into the paper and dissolves the paste. It takes a little longer than the steamer, but does a fine job and is less damaging to the walls. The trick is to allow the chemical to do its work, and not to rush into scraping too soon. The paper should be kept wet with the chemical until the paper is loose enough to scrape off EASILY.

The wallpaper stripper is applied with a sprayer, either a hand-held trigger spray type for very small jobs or a pump-type pressurized garden sprayer for entire rooms. Cover the floors with plastic tarps under newspapers to absorb the excess spray and collect the old paper. As waste accumulates, throw away a few layers of newspaper and put additional paper on the tarps. If the original paper is a non-porous vinyl, you may have to rip the vinyl face from the wall before using either removal method, because neither the steam nor the chemical stripper will easily penetrate the vinyl.

If the vinyl face in not easily pulled off, all is not lost! You can make small perforations in the vinyl to allow the steam or chemical to pass through. There are two ways to accomplish this neatly and with minimal wall damage. The first is to use a commercial tool called a Paper Tiger. Simply rolling the Paper Tiger over the wall causes a small roller with pin-like protrusions to perforate the surface of the paper, leaving the wall underneath undamaged.

A lower tech alternative is to use a moderately stiff wire brush. Simply drag the brush across the surface of the wallpaper to scratch it. Just don’t get too carried away, or the marks will pass through to the wall below, forcing you to do additional wall repair later.

After the paper is removed, you can remove small amounts of residual paste using hot water and just about any wall washing detergent, or you can use the wallpaper stripping chemical as a final wash. If there is lots of paste left, though, you may need to re-spray the walls with the chemical stripper to soften it. Then, use a scraper or putty knife to remove the residual glue, followed by a final rinse with a sponge dipped in the stripper.

**BUY THEM FOR DURABILITY**
Offers long life while providing a superb finish under all conditions

**BUY THEM**
**FOR MARKET LEADING TECHNOLOGY**
Combination of Dupont™ and specially developed filaments to cater for a majority of painting needs

**BUY THEM FOR EASY CLEAN-UP**
New technology filaments are much easier to clean than traditional brushes

**WALLPAPER REMOVAL IS EASY, TIME-CONSUMING, AND IRRITATING!**
That's why you want to do it right... the FIRST TIME!!
Increase in gloss or sheen of paint film when subjected to rubbing, scrubbing or having an object brush up against it.

POSSIBLE CAUSES:
- Use of flat paint in highly trafficked areas where a higher sheen level would be desirable.
- Frequent washing and spot cleaning.
- Objects (furniture, for example) rubbing against the walls.
- Use of lower grades of paint with poor stain and scrub resistance.

SOLUTION:
- Paint heavy wear areas that require regular cleaning with a top quality ACRYLIC paint, because this type of paint offers both durability and easier cleaning capability.
- In high traffic areas, choose a semi-gloss or gloss rather than a flat sheen level.
- Clean painted surfaces with a soft cloth or sponge and non-abrasive cleansers; rinse with clean water.

Chinese researchers claim to have developed a paint which acts like air-conditioning to control the temperature in your house. Paint your walls as normal and when the temperature falls below 20°C the paint starts to absorb heat from the sun and when the temperature rises above 20°C the paint reflects sunlight keeping the building cool.

DID YOU KNOW

Problem Solving

BURNISHING

Tendency of a roller to throw off small droplets of application paint.

POSSIBLE CAUSES:
- Use of exterior paint on an interior surface.
- Use of lower grades of acrylic paints.

SOLUTION:
- Higher quality paints are formulated to minimize spattering. Using high quality rollers which have proper resiliency further reduces spattering. In some cases, a quality wall paint may be preferred for ceiling work, for maximum spatter resistance. Overloading the roller with paint will result in excess spatter, as will overworking the paint once it is applied to a substrate. Working in one meter square sections, applying the paint in a zigzag “M” or “W” pattern and then filling in the pattern will also lessen the likelihood of spattering.
- The addition of some Floetrol from Flood will minimise roller spatter.

Pour-N-Restore removes embedded oil stains from concrete and masonry. Just apply to the stain and allow to dry. The special formula penetrates the surface and lifts oil-based stains as it dries into a powder. Just sweep the powder up. No water and rinsing off required. Satisfaction guaranteed when used as directed. Pour-N-Restore is biodegradable and phosphate free.

Call Flood Australia on 1800 226 113 for your free Demo CD

Demand for our paint stripper has been building up for years.

Problem Solving

ROLLER SPATTERING

Strip layers of paint and varnish build up easily and quickly with Citristrip paint and varnish stripping gel. Its unique patented gel formula works on vertical surfaces without running off, penetrating and removing multiple layers in 30 minutes or less.

Citristrip is environmentally safe with a pleasant citrus odour. It contains no harmful methylene chloride and no flammable ingredients. Suitable for interior and exterior use, it works on wood, metal and masonry for most types of paints, varnishes, varnish removers and resins.

One stripper removes all finishes, requiring two to three small sections. Citristrip can be used after it's up to 24 hours as you can stir and strip an entire surface in one application.
PAINTERS OVERALLS TO RELIEVE PAINFUL KNEES

Eezneez Workwear has just released White Action Back Overalls to complement their garment range for painters. The successful launch of drill pants last year and the positive reaction from painters has led to this release.

Painful knee joints for painters are caused by continual kneeling when painting skirting boards and low wall sections, and by wearing Eezneez garments this impact is greatly reduced. The 7mm, flexible rubberized knee panels are permanently built into the garments, so they are always there when you need them, protecting your knees every time you kneel.

The garment can be washed and dried as normal, and tumble dried also. The fabric is 100% heavy weight cotton, and the garment has phone, wallet, pencil, and spatula/brush pockets.

Garments are available in a full range of sizes, and come in Regular, Stout and Long lengths, ensuring that knee panels are positioned correctly for kneeling.

Eezneez Action Back Overalls and Drill Pants (also available in Navy and Khaki) are available from leading Trade Paint outlets and work wear shops.

For further information and to find a stockist near you, visit our website at www.eezneez.com.au, or contact Eezneez Workwear Pty Ltd on:

PH: 03 5261 9775  FAX: 03 5261 9112
EMAIL: eezneez@bigpond.com

FACTORS AFFECTING TOUCH-UP OF ACRYLIC PAINTS

Noticeable appearance differences when paint is spot-applied to a previous job

A. How the Appearance Can Differ

1. Colour: the hue of the subsequently applied paint may be lighter or darker
2. Sheen: sheen or gloss development can be different; the touched up area may be lighter or darker
3. Profile: touch-up can be noticeable depending on how much the re-applied paint is built up above the original paint, as opposed to being flush and even

B. Variables that Can Cause or Contribute to Touch-up Problems

1. Application at different temperatures: touching up at significantly higher or lower temperature vs. that of the original painting may make a difference
2. Use of different methods of application (e.g., using a brush to touch up paint that was sprayed on)
3. Application over surfaces of differing porosity: for example, applying a satin paint to unprimed (porous) wallboard will result in a lower sheen than will develop with the same paint applied to itself when touching up

C. Tips for Avoiding Touch-up Problems

1. Apply an appropriate primer before painting
2. Be sure the paint has been tinted properly (correct tinting base/colorant type/colorant level)
3. Some painters find it helpful to immediately backroll after spraying, to purposely make a less uniform surface that touches up well with careful rolling
4. Do the touchup in a thin application; a foam brush can be helpful for this, especially if the surface was originally sprayed. Slight dilution of the touchup paint may be helpful, never force-dry the touch-up
5. Some painters pre-condition touch-up paint that was originally sprayed, by spraying a quantity into a pail, then using that for touching up by use of a narrow foam roller, a foam brush, etc. Use extreme care, wear eye, skin and breathing protection, cover as much of the pail as possible with a heavy drop cloth while spraying the paint in.

Acrylic paint dries too quickly. Brushes and rollers clog. Spray guns spatter and block.

FLOETROL extends wet edge for acrylic paints. It lubricates the paint and makes it behave like oil paint. Floetrol ensures even paint flow and avoids paint build-up on brush or roller. It extends the life of spray equipment up to 50% and makes paint go further.

SOLUTION FLOETROL MAINTAINS ACRYLIC PAINT

WANT TO WORK IN COMFORT

DESIGNED BY TRADESMEN FOR TRADESMEN


The Facts: Film formation with a acrylic paint is time-dependent; it takes time for the particles of the binder to fuse into a tough, continuous film. If drying is accelerated too much, the acrylic particles will not form an optimum film because they lose mobility before complete fusion can occur. The result can be reduced life of the paint, with premature cracking and flaking. Contributors are - painting in direct sunshine; in dry/hot or breezy weather; over a porous surface. In each case an addition of Floetrol to the paint will extend the wet edge of the paint and prevent premature drying.

MYTH & THE FACTS
One of the rewards of restoring a house is seeing the excitement on the faces of homeowners as they see hidden treasures emerge in their homes that have been buried for years. However, this isn’t always easy to do. Contractors often find themselves mired in wallpaper from the 1920s, or, at the time and timber itself, that were groovy at the time and timber itself mired in wallpaper from the 1970s. It’s up to the contractor to dig deep into the past and restore the house to its original beauty.

The first step

To successfully restore the interior of a home, the original design and feel of the house must be determined. To do this, the existing decor needs to be removed. In addition to removing the trim, the walls and trim need to be treated. Remember, the existing decor needs to be peeled back. In most cases, the floor must also be removed and replaced. Where the floor is located depends on how it is treated. The most obvious thing is to make sure the walls have been cleaned and the trim needs to be treated.

Solution: THE HARD WAY

Clean concrete floor by scrubbing with hot water and a strong detergent solution. Avoid mild dishwashing detergents. These contain skin softening ingredients which interfere with paint adhesion. It may be necessary to use a chemical stripper, if the above procedure fails to remove the paint. Follow the directions carefully.

Clean concrete and remove all loose paint, grease etc. Paint with a mix of 25% oil base paint and 75% Penetrol. No ETCHING NEEDED. If a second coat is required use 50:50 blend of paint and Penetrol. If using painting paint always blend a small amount first to ensure compatibility with Penetrol. Penetrol is made by The Flood Company.

Solution: THE EASY WAY

Penetrol makes it easy to stop and prevent further rust.

PENETROL RANGE. THE ONLY WAY TO PREVENT AND CONTROL RUST! THE ONLY WAY TO PREPARE ANY TYPE OF SURFACE TO PAINT!!

THE PENETROL RANGE. THE ONLY WAY TO PREVENT AND CONTROL RUST

Paint must be formulated for the surface to be painted. Our materials are wet and dry proof and provide a strong bond. Concrete also transmits moisture to weaken their adhesive bond. Concrete also transmits moisture to weaken their adhesive bond. Concrete also transmits moisture to weaken their adhesive bond.

Concrete also transmits moisture to weaken their adhesive bond. Penetrol is made from ferrous or non-ferrous metal. Penetrol will not rust. Penetrol makes it easy to stop and prevent further rust. Penetrol is made from ferrous or non-ferrous metal. Penetrol is easy to use. Penetrol will not rust. Penetrol makes it easy to stop and prevent further rust.
Which sandpaper do you need?
The grade of sandpaper is determined by the size of the grit. Coarse sandpapers with grits in the 40 to 60 range are for very rough work, such as removing paint or varnish. Medium papers 80 to 100 grit are for general sanding work whilst finest papers have a grit range from 120 up. Some superfine papers can go up to 1200 but 220 grit is sufficient for the final sanding on most projects.

Why is a power washer better than a garden hose?
A power washer delivers 20 to 40 times more pressure than a garden hose. CAUTION: Keep the nozzle far enough away from the surface to prevent fibre damage, especially on softer timbers.

Drying degrees
For paint to cure properly, be sure to check the label. Drying temperatures differ greatly, depending on the type of paint used. We often try to bend the rules. It’s important to follow the manufacturer’s instructions.

How to straighten warped boards
If you have a warped board, all is not lost. Place it with the concave side down on wet grass on a sunny, bright day. It may take a few days, but in almost all cases, the board will eventually straighten out. If one end of the boards is more warped than the other, weigh that end down with a rock or other heavy object.

Painting kitchen cabinets
When painting cabinets, don’t spend tedious hours preparing with sandpaper. Use Flood’s ESP (Easy Surface Prep). It creates a chemical bond with your paint so it won’t chip or peel. This bond will work on any smooth surface such as old gloss enamel or varnish, tiles, appliance enamel, Laminex, lacquer and glass.

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SPA-N-DECK PREP
THE PERFECT WAY TO PREP AND TREAT YOUR TIMBER WITHOUT SANDING!

Timber is making a big comeback. Many home owners want the good look of beautiful timber to enhance the appearance of their home. This is because it means building the entire home from timber with cedar or similar cladding, or the most popular addition of a timber deck for outdoor entertaining. This presents a unique opportunity for the progressive painting contractor to cash in on this trend. Not only is there a demand for the finishing of new decks but with the right follow up there will be a demand for maintenance which a good painter should take advantage of. Yet, while many painting contractors have a good understanding of paint, few are very familiar with exterior timber finishes.

To properly understand exterior timber finishes, it is important to recognize that these popular products fall into three broad categories. There are transparent (oils), semi-transparent (oils or acrylics containing some pigments) and solid colour (paint) timber finishes.

Transparent timber finishes are applied in one or more thin coats depending on the manufacturers’ recommendations. They will look good, highlight the grain of the timber but unfortunately don’t last very long in our U.V. rich sunny part of the world.

Semi-transparent timber finishes are also applied in relatively thin coatings that allow both the grain and texture of the undercoat to show through. These will last for longer periods, anywhere from 6 months to 2 years depending on the brand, as the pigments in the coating will give more protection against U.V. damage.

Solid colour timber finishes contain more pigment than semi-transparent varieties, are of heavier consistency, and go on in thicker coats. They may still reveal the texture of the timber but not the grain. Because they are more highly pigmented, they have good “hiding” ability, which makes them a better choice for bleached timber. They are more or less paint.

All exterior timber finishes come in oil-based and acrylic-based formulations. Oil-based finishes tend to penetrate timber, while acrylic finishes form a protective film on the surface. However there is now an acrylic timber finishes on the market which combines both the advantages of penetration and top-coating. Flood’s Spa-N-Deck penetrates well with the first coat and forms a hard, abrasive resistant top coating with subsequent applications. As it is not film forming it is guaranteed not to crack, peel or blister.

Surface Preparation - The Make or Break of a Good Job
One of the most important tasks is the proper preparation of the timber’s surface.

It is essential when applying any type of wood finish. The whole surface has to be free of all dirt, dust and mildew, before a successful job can be achieved.

New timber often contains some mill glaze from the milling process, which often prevents the finish from adhering properly. You can remove mill glaze by either sanding with a suitable grit, or use one of Flood’s timber care products on the market that removes mill glaze, help open the timber pores as well as cleaning the timber. The Flood Company has two products which prepare all types of outdoor timber for successful coating. Not only will they remove mill glaze and open the timber pores but they also thoroughly clean the timber removing any unsightly blemishes which may show through the eventual finish. These two products are Powerlift and Spa-N-Deck Prep Solution. Powerlift will remove residuals of old stain, preservatives and oils and tannin. Spa-N-Deck Prep Solution will thoroughly clean the surface and restore the look of new timber without bleaching it.

New bare hard wood should be treated first with Powerlift to bleed some of the tannin and remove mill glaze. Once hosed off using clean water, follow with Spa-N-Deck Prep Solution to clean the surface and open the pores of the timber. Finally, carefully power wash the surface with plain water to remove any residue of the cleaning material. All this will help to remove loose fibers and provide a fresh, clean and stable surface to enable the wood finish to deeply penetrate and adhere to the timber as well as offer a good base for the subsequent top coats. Be careful to not mar or gouge the timber with the power washer.

Old hard and soft wood with residues of previous finishes and dirty grey hard wood should be treated in a similar fashion. Prep the timber with Spa-N-Deck Prep Solution and power washing.

Dirty, grey soft wood without previous finishes just needs treatment with Spa-N-Deck Prep Solution followed by power washing.

Previously painted timber will need to be sanded or stripped using a paint stripper like Citristrip before starting the cleaning process.

Applying Timber Finishes
Whatever you may have done in the past - look carefully at the manufacturer’s instructions. Timber finishes and their application methods have changed over the years and unless the makers instructions are strictly followed you may be inviting early failure of the finish and - equally important - the loss of a possible repeat customer.

Because most timber finishes contain differing amounts of pigments and are often applied in just a single coat, any mistakes in application procedures can be quite noticeable. So it is important to apply coats in the right way. When coating, weatherboards or other cladding, apply the finish horizontally, using either a brush or roller. Start at the top of the wall or surface, coating all the way across, a few boards at a time for their whole length to avoid lap marks. Then move onto the next lower boards and continue in this manner until reaching the bottom. For decking follow the same process by selecting just a couple of boards at a time starting at one end and finishing at the other before moving on.

Use a Quality Timber Finish
Unlike paints, which are often applied over a primer and in multiple coats, exterior timber finishes are typically applied directly to unprimed timber. Whatever product you use, make sure it is a high quality timber finish to best withstand the elements and to maintain a good appearance – for example, a top quality exterior timber finish such as Spa-N-Deck 100% Acrylic Wood Finish. Such a product will provide maximum adhesion to the timber surface, and will resist fading and mildew growth much better than economy products will. Even so, keep in mind that because of their relatively thin film, exterior finishes may need to be reapplied more often than paint.

Flood’s Spa-N-Deck is long lasting (3 to 5 times longer than conventional oil finishes). Spa-N-Deck is the only timber finish on the market that comes with a 2/4 year guarantee against peeling, blistering or cracking on any outdoor timber surface.

For those who place a premium on performance.

The complete system that lets you clean, prep and finish all in one day.

Useful Ingredients

- Sap & Tannin GONE!
- Decking Oil GONE!
- Decking Stain GONE!
- Sap & Tannin GONE!
- Linseed Oil GONE!
- Water Sealers GONE!
- Decking Oil GONE!
- Powerlift DECK SEALER REMOVER

The answer to removing tannin, old oils and sealers from within new timber, with out using bleach.

Available and ready to be used undiluted in 2.5, 4 and 10 litre containers.

The benefits of Powerlift, SND Prep Solution and a bit of elbow grease
I found the Flood Company product Spa-N-Deck to be an exceptional product. I have never used an external timber finish which has been as easy to apply as Spa-N-Deck; I also found the results of the product using Powerlift Prep Solution and the Spa-N-Deck in a three stage application to give results which both I and my colleagues have never seen before with such little effort. I found that Spa-N-Deck and the process is the quickest and easiest in application in comparison to other products on the market and would recommend any of my customers, friends or colleges to use it in the future.

Yours Faithfully,  
Steve Pathuis  
Advanced Concept Constructions, Sydney

After considerable research of the many timber coating products on the Australian market, I chose several years ago to offer Flood Spa-N-Deck acrylic wood finish for my customer’s decks. I have had the opportunity to assess and remove most of the products that are offered for sale. Unlike most of the other products Spa-N-Deck will not disappear, crack, peel or blister. Depending on the timbers exposure to weather and foot traffic, the coating over time just slowly goes dull. This is a bonus for my customers who want an easy re-application and cleanup maintenance program. I would highly recommend Flood Spa-N-Deck to anyone considering the coating of exterior timber.

Jim Johnson  
Proprietor Restore-A-Deck Pty. Ltd.  
Buderim, Qld  
www.restore-a-deck.com.au

Thank you all at Flood  
I would very much like to thank all personnel involved in cleaning and coating our back deck. It was carried out in a very professional & workman like manner. The operator arrived at 9.30am as arranged & did not stop till 3.30pm. No lunch break, comfort or tea breaks. What had looked like an impossible task became a sight for sore eyes & we would have no trouble in recommending Flood’s product, Spa-N-Deck to any interested party.

Hi all at Flood  
Thanking you in appreciation for a job well done.  
Yours faithfully  
Col & Doreen Schofield, Central Coast

I Luke Hall from L.J.Hall Builders would personally like to thank the team of Flood for solving a major ongoing problem with a large hardwood deck of mine over the past year. I used to have a fault within the timber, large amounts of tannin were leaching out of the timber, not only was this making the deck black but it was lifting the oil of another company off the timber. The Management team of Flood came out and assed the problem and told us how to fix it. Along with their help in the process of cleaning the deck with their Powerlift product, then applying their Spa-N-Deck Prep the results were showing immediately. After the cleaning process 3 coats of Spa-N-Deck Cedar were applied and the deck came as good as new. 3 months on and there is no more tannin leaching and it still looks as good as new.

Thanks Luke Hall  
L.J.Hall Builders, Central Coast

Thank you to all the wonderful, helpful, knowledgeable and experienced staff at Flood Australia, manufacturers of Spa-N-Deck. The customer service we have received is exceptional. We have been absolutely delighted with the colour and durability of Spa-N-Deck application to our new deck and feature timber screen wall.

We highly recommend this product and will be proud supporters for many years to come.

Kind Regards,  
Sharon Mitchell, Sydney
PAL is a leading Australasian manufacturer and distributor of painting and decorating products. Their philosophy is about providing painting and decorating tools to achieve the perfect finish.

This means that the skills of the master craftsmen needs to be matched with the very best products. To achieve this PAL rely on the expertise of both their in-house brush maker, Stephen Sheehan who has been with the company for over 33 years and also on a core group of independent professional painters who are members of the PAL Contract Professional test panel.

The PAL Professional test panel receive free products to test in the field. This provides unbiased opinions and feedback for PAL to use in developing and improving their products so when it hits the shops, it is a proven product and is specifically designed and developed for the unique conditions in both New Zealand and Australia.

Richard Percy, PAL Managing Director, looking to build further relationships with professional Australian decorators.

Richard Percy, PAL’s Managing Director says, “we value our relationship with the professionals who work with the products, so their feedback is critical in any innovative organisation who wants to maintain leadership within the industry.”

PAL are looking to build further relationships with professional decorators in Australia and are offering an invitation for new members. Simply request an application form by emailing professional@paintaids.co.nz or call them on 0064 9 525 1755.

So don’t wait - apply today.
www.paintaids.co.nz

3 FREE ROLLER COVERS

Get 3 FREE PAL Contract Professional roller covers worth $50. Simply fill this form out and fax it to 00 11 649 525 1517. It's as easy as that!

Name: ...................................................................................................................

Business Name: ...................................................................................................

Postal Address: ...................................................................................................

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Email: ...................................................................................................................

1. Where do you buy your paint and sundries from? ..............................................

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2. What brand/s of paint do you use? ......................................................................

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3. What brand of brushes and rollers do you use? ...................................................

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4. Have you ever sold PAL brushes or rollers before? ...........................................

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Offer valid for Australia only. Fax Back To: 00 11 649 525 1517

Terms & Conditions: Limited to the first 200 painters. Only one entry per person. Products will be shipped direct to your address provided. All entries will be added to our Contract Professional mailing list. If you do not wish to be offered further information, and the opportunity for more free samples please tick the box.

www.paintaids.co.nz

LEGEND: You’ll be PROUD of the finish.

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TRAINING TO RETAIN

Every time an employee leaves, you lose 1000’s of hard earned dollars

Got your attention?
According to a study carried out in England it can cost up to 10’s of 1000’s of dollars to train a new employee. This can get expensive, especially since a survey on small and mid-size businesses by Entrepreneurs revealed that the majority of small business owners see retaining employees as their biggest challenge.

So what are businesses doing to keep their employees on board? Following are a few suggestions to avoid a shrinking staff:

High Salaries aren’t Everything
The assumption is, if employees are well paid, they’ll be loyal. Although paying an employee well is important, according to the Entrepreneurs’ survey, providing a team atmosphere was the primary motivator for job loyalty, surpassing monetary rewards.

The Report Benchmark agrees with the Entrepreneurs’ survey, providing an employee well is important, according to a team atmosphere.

Ashe. “The sense of personal accomplishment in a ‘family’ atmosphere appeals to them. We think that this method is much better than a hand-out.”

Listen, Listen, Listen
Finally, one of the easiest ways to keep employees happy is to listen. Ask them how they like their job. What would they change about it? Do they feel their job is important, and have they had the opportunity to grow? Receiving feedback will help assess how employees feel about their job as well as improve the employer/employee relationship.

Benefits Incentives
While employees are clamoring for personal praise, they still need to make a living. Companies can offer other incentives as well.

Beneficial Incentives
For example, vacation days can sway an employee to stay. A suggestion is to add days to the usual holiday line-up such as Good Friday and Australia Day, etc. These extra days give employees a chance to spend more time with their families and encourage their loyalty to the company.

Teach a Man to Fish...
Offering opportunities for employees to hone their skills or learn other aspects of the business will help increase loyalty as well.

“By offering on the job training, my employees internalize the job,” says Ashe. “The sense of personal accomplishment in a ‘family’ atmosphere appeals to them. We think that this method is much better than a hand-out.”

Benefits:

1. Employees are more likely to stay with a company if they feel they are learning new skills and growing in their careers.
2. Companies can reduce training costs by giving employees the opportunity to develop their skills on the job.
3. A positive workplace culture can be created, which can lead to increased employee satisfaction and loyalty.

Incentives:

1. Vacation days can help employees recharge and come back to work feeling refreshed.
2. Benefits like health insurance, retirement plans, and flexible working hours can also help retain employees.
3. Recognizing and rewarding employees for their hard work can also help retain them.

The key is to provide a balance of both benefits and incentives to help employees feel valued and appreciated.

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Jake sighed. “It’s started... all day long?”
Don’t you realise that I cook and clean and wash and iron to me and then expect me to run around like your slave. “You waltz in here, flop yourself down, don’t even say hello before it starts.”

When it was gone, he said, “Quick, another beer going to start.”

This time she looked a little angry, but brought him a beer. When he finished it he said, “Quick, another beer before it starts.”

“That’s it!” She blows her top!

“Quick, bring me another beer. It’s going to start.”

She looked a little puzzled, but brought him a beer.

Once upon a time in a land far away, a beautiful, independent, self-assured princess happened upon a frog as she sat, contemplating ecological issues, on the shores of an unpolluted pond in a verdant meadow near her castle.

The frog hopped into the princess’s lap and said “Elegant Lady, I was once a handsome prince, until an evil witch cast a spell upon me. One kiss from you, however, and I will turn back into the dapper young prince that I am and then, my sweet, we can marry and set up housekeeping in your castle with my mother, where you can prepare my meals, clean my clothes, bear my children, and forever feel gratified and happy doing so.”

That night as the princess dined sumptuously on a repast of lightly sautéed frog’s legs seasoned in a white wine and onion cream sauce, she chuckled to herself: “I don’t flaming think so.”

There is no cure for a hangover except to avoid them altogether. If you’ve got one, you’ve got one, and that’s that. However read on for a few tips we’ve gathered up here and then, on how to avoid one in the first place, as well as a few ideas to relieve the symptoms. You’ll probably be the better for it. No one is immune from a hangover. Even people who regularly drink large amounts of alcohol usually experience the throbbing headaches, sickness and muscle cramps associated with the one drink too many. However: the severity and number of symptoms you get can depend on your weight and height, and the type and amount of alcohol you drink. Lighter people and women absorb alcohol more slowly and may experience more severe hangover symptoms. Dark coloured alcoholic drinks such as red wine and sherry will absorb alcohol more slowly and may experience more severe hangover symptoms. Dark coloured alcoholic drinks such as red wine and sherry will help to reduce the morning after thirst. Avoid dark coloured drinks such as red wine, brandy, port and sherry.

Take a paracetamol-based painkiller the next day. Avoid aspirin as it may irritate your stomach and increase nausea. Drink plenty of fruit juice. Fruit contains a natural sugar called fructose, which will help to flush the alcohol out of your body. Repolish your vitamin supply by eating lots of vegetables. Thin, vegetable-based broth or soup is a good source of vitamins and minerals. Finally, if you do slip in for a quick one on the way home from a hard days work, leave the van or car at home.

Stay rid of it!

VC175 TROPICAL STRENGTH MOULD KILLER
Prevent mildew and mould from growing again by adding a few drops of VC175 to any paint or primer. It works great in garages, stores and wallpaper adhesive too!

MOULD ACTION and VC175 are available from most paint and hardware stores.
HOW TO GET FREE PUBLICITY

After a long day on the job, the last thing you want to see is a story featuring your competitor on the cover of the local newspaper. How can you get the media’s attention? What is the ‘perfect pitch’? Here are a few ways to grab the local news’ (and hopefully some potential customers’) attention.

Make some news
Before you can pitch your news, you have to make some. If you’re working on something that is newsworthy, the media will be happy to talk with you. Examples of newsworthy work include community projects such as playgrounds or parks, historical restorations or city landmarks.

Build relationships
Now that you have your news, who do you contact? The editor of the local newspaper is the ideal place to start. Explain that you have a project you’re working on that is of some importance to the paper’s readers. The editor will be able to refer you to the appropriate reporter or section editor. When you contact the correct individual, tell them about your project, and find out how they prefer to receive further information. They may want to communicate via fax or e-mail.

Watch the calendar
You may not be working on a project that will appeal to the media, but your skills as a contractor may be newsworthy. When summer rolls around, it brings articles about outdoor projects with it. Get in touch with your media contact, and let them know you’re available to them as an expert resource if they are planning any home improvement stories. In many cases, media will feature summer project tips and quote a local expert to add authority to their stories. This also applies in the winter, when it comes time to winterize homes and decks. If you position yourself as an expert and provide sound, applicable advice, the reporter will reference you more than once. Soon, your competition will be coming home to stories featuring you.

ZAPP ODOUR COMPLAINTS

Paint contractor and DIY yourselfers have discovered how Odour Zapp paint additive dramatically reduces customer complaints about paint odours. Odour Zapp reduces unpleasant odours caused by acrylic and oil-based paints, primers, lacquers, strippers and thinners.

E-B Emulsabond is a bonder, primer, sealer all in one.

E-B mixes with the water in the paint and not with the coating itself. As the water evaporates, the E-B leaves the paint and soaks into the substrate where it provides a tough and long lasting bond.

120 YEAR OLD PUB RESTORED

The Job:
E-B and Acrylic mix is applied to the cleaned surface.

The Result:
6 years later - E-B Emulsabond has done it again.
A quick and painless ways of building and maintaining an effective website and it could be free

In the past it required a certain amount of knowledge to create a good website and it was beyond the average punter needing the patience to learn a mechanical language, such as HTML etc. Now, with the advent of Google’s Blog Spots it take less than an hour to master a reasonable website. Of course, if you want something professional looking you need to go to a web designer who might charge you 1000’s of dollars to come up with something that you might not really need. So let’s see what you might need. Here are some quick and easy tips to construct an effective presence on the web. The best is that a blogspot is entirely free.

Speed is Key. If you are looking to build, the first thing to remember is speed. If you already have a site, consider reviewing your Internet Service Provider (ISP). The Internet isn’t called the information highway for nothing—be fast or get passed. If your site takes too long to load and view, people won’t wait—they’ll simply move on to the next site. For the best results, you should choose an ISP that specializes in “hosting” web sites. Most ISPs usually offer domain name registration, security, transaction processing, and payment processing and report generation.

So Much to Say. The information on your page could be the first communication you have with a potential customer. Content can range from basic text to multimedia elements like audio and video. For most web sites, the content is simply a company’s brochure or an employee-written article. When adding content, avoid clutter by designing pages with interesting descriptions and well-placed graphics. Make sure that the information is updated on a regular basis, and all emails are answered promptly. Don’t let content become static. Keep your visitors intrigued with new information as it brings people back to your site and lends you and your company credibility as an expert in your industry. If your customers agree, consider featuring some photos and details of your best projects.

Be Friendly. Content is important, but so is the user-friendly construction of your site. Visitors will want the site’s personality. Potential customers are more likely to follow-up with someone who can strike up a conversation, and in turn, have them post your link on their page. These are just a few basic tips. However, the most important thing to remember is that it’s your site. Make it reflect your businesses’ personality. Potential customers are more likely to follow-up with someone who comes across as a professional. You never know—your web site could be the most important thing you ever build!

CONTRACTORS AND ESTIMATING

Routine task? Think again!

Estimating is a management function that contractors must rely on to maintain a successful business. However, it’s not always as easy as it seems. According to a recent report in an industry magazine, paint contractors have the highest business failure rate in the construction industry. In fact, for every ten contractors that start a business this year, only three will still be in business two years from now.

Estimating requires as much planning as the actual work. Any successful contractor will tell you how important it is to have a structured estimating program. When estimating, try thinking in terms of a “cost analysis.” This allows you to evaluate a job based on cost, not on how low the estimate needs to be to get the job.

“We often try to steer contractors away from ‘guesstimating,’” says Jerry Howell, director of education & certification for PDCA. “Precision is such an important part of estimating – and it can be the difference between a successful business and one that fails.” Another strategy is to view the job as an investment. As a contractor, you invest money and time into performing a service for which you expect a return. Be sure to weigh the risks, the potential profits and the financial impact, as well as your ability to undertake additional projects.

A well-structured estimate can be used several different ways: a tool when discussing or making a presentation with a client, and a basis for ordering materials, billing and monitoring job schedules.

“When you finally find the most effective estimate approach for your business,” says Howell, “it provides a huge comfort zone for you and your crew members.” Estimating is a powerful tool. When done correctly, it can help your business profit. However, an inaccurate estimate can leave you scrambling to break even on a job. Estimating is not just another routine task—it can be the deciding factor between a business that fails and a business that thrives.

Here are 3 guidelines to keep in mind when estimating:

• Know what your overhead cost are
The biggest reason businesses go under, is contractors not understanding their costs.

• Know how much surface area
Be sure to measure the working area you are going to be working on. Don’t just guess.

• Use your estimate as a budget
If estimating is done properly, contractors will find that it’s an outline for their budget.

Here are some figures to keep in mind:

- Primer: 1 Litre covers 12 SQM
- Undercoat: 1 Litre covers 12 SQM
- Acrylics: 1 Litre covers 12 SQM
- Gloss: 1 Litre covers 14 SQM

NOTE: Figures are approximate and will vary slightly with different products and surfaces but are a good guide.
Contractor Grade Caulking Guns

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Dripless

The patented professional caulking guns that don’t make a mess.

CH-200 ‘The Professional’
Commercial grade caulk gun with heavy hex-rod, spout cutter and seal punch. Wide ladder hook. Plunger fastened with airline locking nut. Patented ‘Dripless’ feature never needs replacement. 400 gram capacity.

10 YEAR WARRANTY.

SH-111 ‘The Contractor’
Lightweight commercial grade caulk gun with heavy hex-rod, spout cutter, seal punch and wide ladder hook. Heavy gauge parallel bars wrap around end caps giving extra strength. Cut-away front cap for easy loading. Patented ‘Dripless’ feature never needs replacement. Easy Squeeze design gives increased power with less strokes. 400 gram capacity.

10 YEAR WARRANTY.

SI-300 ‘The Industrial’
Industrial grade caulk gun for DAILY HEAVY USE. Powerful 14:1 mechanical ratio reduces hand fatigue when using high viscosity products. And optional ‘Dripless’ feature provides the convenience of a ‘Dripless’ application with acrylics and silicone based caulks. When the use of urethane and butyl based materials require constant, even pressure, the ‘Dripless’ feature can be disengaged. Other features are: Large easy grip handle. Rotating barrel. Ladder Hook. Seal punch. Heavy powder coating. 400 gram capacity.

Our most powerful caulk for the professional tradesman.

10 YEAR WARRANTY.

• High quality commercial construction
• Spout cutter and punch
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• Quick and easy loading

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