Nanotechnology and Surface Coatings

The ‘catch word of the month’ in paints and surface coatings, is nanotechnology. It has been so for about 3-4 years now, yet very few people at the user-applicator, trade level really understand what this term means, especially as it will heavily impact on materials and products in the coming years.

The term nano comes from the Greek word – nanos = dwarf. Clearly, although the term refers to ‘small’ technology. In scientific disciplines (chemistry, physics etc) the term nanometer (Nm) bases itself on the actual sizes of single atoms where 1 nm is a billionth (10^-9) of a metre.

In putting particles of these sizes in comparison to current particle sizes of pigments etc used in modern paints, consider that most paints and coloured pigments etc used in modern paints, coming years.

Nanoparticles are so small that they can ‘organise themselves’ closely enough and bond together to form a ‘molecularly’ sealed surface. The particles are sized such that when the functional film is formed it does so by packing millions more of these particles together in the same unit cross-section that a ‘normal’ paint or surface coating would utilise.

As a realistic example consider the difference between rubbing grains of salt or sand between your fingers to that when fine talcum is used. After shaling the fingers, very little salt or sand has adhered, yet, with the talc there is a fine residue of powder coating the finger. This is a feature of the infinitely smaller nanoparticles of talc being able to ‘aggregate’ or come together much more effectively.

Nanotechnology is not new in the coatings industry. Emulsions and colloidal dispersions in the nano range (10-100 Nm) have been available for several years for specific applications mainly in the electronic areas. Utilising their known ability to form extremely, tightly packed films as a direct result of the nano size particles, these films can now form super clean, scratch-resistant, non-stick and gas imperious barriers on electronic and computer circuits so important in critical applications such as military and security areas.

Nano-sized pigments such as carbon black, transparent iron oxides and titanium dioxide have been available for select uses for some time. In applications such as new technology magnetic strips (using black, transparent iron oxides and titanium nanosized magnetic iron oxides) on credit cards that are now able to store a persons’ entire financial history to card readers that can store massive amounts of facial recognition data all with nanotechnology pigments. Titanium dioxide is a much superior UV blocker than our traditional Aussie white (or now coloured) zinc cream. The use of nanosized titanium dioxide in UV sunblockers would make the product transparent as water yet many times more effective (and more expensive) that zinc.

Nanotechnology behaves in a totally different manner to normal coatings. The smallness of the particles allows for an inherently improved flow characteristic which could now eliminate solvents. Solvents (including water) are only ever utilised in paints and coatings to improve viscosity, flow and hence applicability. The solvents ‘evaporate’ off leaving the resin/pigment particles to form conventional films.

These new ‘liquid solids’ impart unique properties on their applied surfaces. Properties such as permanent non-scratch surfaces – on popular items such as watches, iPods, mobile phone screens etc. Applied to paper and packaging films they impart the ultimate in water-proofing, gas and moisture barriers. Packaged food, especially pre-cooked food, would have vastly extended shelf life times allowing for distribution to troubled areas such as famine and earthquake ravaged countries.

Nano coatings, because of the extremely small particulate technology can be applied to virtually any substrate surface

- Glass
- Ceramic
- Metal
- Concrete
- Plastic
- Masonry
- Chrome/steel, etc

Any Stain... Any Surface... Anywhere!™

The Smaller and finer the UV absorbing particle distribution the higher the protection.

Application of nanotechnology to pigment manufacture would produce higher gloss, greater colour development and improved control over opacity. As mentioned above nanotechnology is currently being used extensively in some pigment applications.

Flood’s new Supreme Performance is the latest technology wood care product, what would you expect from the makers of Spa-N-Deck? Supreme Performance has a patented formulation incorporating resin based on the next generation Nano technology and is perhaps the finest hardwood finish ever made. Along with the companies guarantee you can now rest easy when coating often difficult to penetrate hardwood timbers.

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For more information call 1800 226 113

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Furniture coated with Supreme Performance.

Deck coated with Supreme Performance.

water-based & biodegradable

Available at selected HARDWARE & PAINT SUPPLIERS

MOTSENBOCKER’S LIFT OFF!

For more information call 1800 226 113

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

**SOLUTION**

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 further.

**The convenient features of acrylic gloss paints**

Acrylic gloss paints are based on high quality acrylic emulsions, and consequently have all the desirable convenient advantages of conventional water based paints. These are listed and illustrated as follows:

**QUICK DRYING** The ability of acrylic gloss paints to dry rapidly means that there is less risk of contamination or marking of freshly applied paint. It also permits less delay in applying subsequent coats, thus saving time and money, particularly if scaffolding is involved. Where the painting of commercial or industrial buildings is concerned, the use of acrylic gloss paints will minimise disruption to normal working schedules.

**LOW ODOUR** Acrylic gloss paints have a typical mild emulsion paint odour which disappears as the paint dries. The odour level is therefore lower and less persistent than that of solvent based enamel gloss paints, both during and after painting. This minimises inconvenience, particularly in areas where normal working is expected to continue during painting.

**NON-FLAMMABLE** The non-flammable nature of acrylic gloss paints in the liquid form means that there are no special restrictions required for storage, transport or use. The paint may be used in areas where there is a source of ignition present, as there is no risk of fire or explosion.

**WATER CLEAN-UP** The water-based nature of acrylic gloss paints permit clean-up of brushes, equipment and any spillages or spots with water. This of course is quicker, cheaper and safer than using solvents like white spirit or mineral turpentine.

**USABLE OVER DAMP SURFACES** Because they are water based, acrylic gloss paints may be applied to surfaces with some residual moisture, although extreme conditions should be avoided. Examples of such conditions to avoid would be exterior timber damp from recent rainfall, metal surfaces with condensation problems, or swimming pool surrounds.

**SAFE TO USE** As acrylic gloss paints are water-based, there is rarely any need for concern over extra ventilation precautions, and compliance with the threshold limit values required by health and safety regulations is far easier with solvent-based paints. Acrylic gloss paints do not need to contain lead, but check labeling to be certain.

**CONCLUSIONS** The water-based nature of acrylic gloss paints provides for a number of benefits relating to convenience-in-use, cost saving and health and safety. The consumer preference for using water-based products is illustrated by the growth in use of acrylic based low sheen and semi-gloss paints over the past decade. Concerns about environmental issues will continue to be a major factor; one which we believe will increase the choice of this type of paint, which provides performance without the drawbacks of the solvent-based alternatives.

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**Factors affecting drying rate of architectural acrylic paints**

**A. Weather/Air Conditions**

1. Humidity: high relative humidity (moisture content in the air) will slow the evaporation of liquids from the paint; relative humidity over about 90% can cause extremely slow drying.

2. Temperature: low temperatures will impede evaporation of liquids from paint; significant slowing of drying rates will occur when the temperature drops below about 15ºC. Painting in direct sunlight can dramatically increase paint evaporation rates. In the case of dry heat: if the paint is a dark color, which absorbs heat from the sun, it will dry faster.

3. Wind: air movement speeds drying because fresh air passing over a wet paint helps solids in the paint evaporate; dry winds are generally specified assuming little or no air movement.

**B. Application**

1. Application of the paint in a thick film will retard drying.

2. If the paint is held during application, it causes it to go on too heavy and thus increases dry time.

**C. Surface Characteristics**

1. If the surface is being painted, a porous surface will dry more quickly than it will on a sealed surface because some of the liquid is absorbed by the surface.

2. A warm or hot surface will contribute to speed of drying.

**D. The Paint Composition**

1. Factors contributing to high film build - high viscosity: thicker content or high solids content - nature of the thinner used in making the paint.

2. Factors that hold onto water longer - nature of the binder: vinyl-acrylic dry more slowly than all acrylic or styrene acrylic types, all else being equal - retards the drying; synthetic types, all else being equal, will hold onto water more than do other synthetic thiocyanates.

3. Solids content: at equal wet spread rate and all else being equal, a lower solids content takes longer to dry than a higher solids paint because there is more liquid to evaporate.

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**Factors affecting touch-up of acrylic paints**

Noticeable Appearance Differences, When Paint is Spat-applied to a Previously Completed Job

**A. How the Appearance Can Differ**

1. Colour: the hue of the subsequently applied paint may be lighter shade.

2. Sheen: sheen or gloss development may be different; the touched up area may be higher in sheen than the surrounding area, though it can be vice versa.

3. Texture: 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 which was sprayed on).

3. Application over surfaces of differing qualities - touching up to unprimed (porous) walls may result in a lower sheen than will develop with the same paint applied to itself when touching up.

4. Inadequate colour acceptance (e.g., substandard compatibility between tinting paint and the paint); the paint may develop a slightly different colour depending on shear stress applied to the paint by the act of applying k; shear from spraying - shear from brushing, shear from rolling.

5. Higher sheen paints (eg, satin) tend to show (sheen differences) more than flat, with touch up.

**C. Tips for Avoiding Touch-up Problems**

1. Apply an appropriate primer before painting. A suitable primer has been used, the touch up paint will have the same appearance.

2. Some painters find it helpful to immediately backroll after spraying, to purposely make a less uniform surface that touches up well with careful rolling.

3. Touch up within about 10ºC of the original application temperature.

4. Do the touch up in a thin application; a foam brush can be helpful for this, especially if the surface was originally sprayed; slight dilution of the touch-up 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 20 litre pail, then using this to touch up, this can produce a more uniform surface, a foam brush, etc. Use extreme care, wear eye, skin and breathing protection, and cover as much of the pail as possible with a heavy drop cloth while spraying the pail into the pail.
What do the following activities have in common: golfing, fishing, vacationing, and contacting lost or unhappy customers? Give up? They're all ideal ways to spend your free time. Typically, dealing with an unsatisfied customer isn't the most pleasant thing to do during your off-hours. However, in a business where referrals can make or break your business, an unhappy customer can do a lot of damage. Contacting an ex-customer can help you determine if the problem is widespread and affecting other customers. If so, you can ask them for ways to help you fix whatever is wrong within your organisation. Here are four things to keep in mind when contacting lost customers.

Do you want the customer back? How profitable was the customer? Did the customer conform to your company's ideal customer profile? What percentage of your total business did this customer represent and what percentage of your time was required to service his/her business? If you come back with positive answers to these questions, it indicates that this customer is worth pursuing. But if you're having a hard time convincing yourself that the customer was worth the hassle – then think twice before losing sleep over the situation.

• Schedule a meeting. Once you've made the decision to try to bring a customer back, you'll want to schedule a meeting to discuss the future of the account. It's necessary to remember that convincing your customer to reverse their decision is not your ultimate goal for the meeting. Instead, you should view it as a fact-finding mission. Why did they leave? Price? Quality? Was it something that can easily be corrected? The most important thing you can take away from this Q&A session is finding out the likelihood of your other customers experiencing the same problem. Even if you decide it's best for both you and the customer to part ways, it's imperative to still schedule a follow-up meeting. This will help bring closure to the account and allow you to part on more professional terms.

• Stay in touch. Some salespeople call the staying-in-touch approach "drip irrigation." Stay close, but not so close that the customer feels pressured. You want the customer to feel missed (by continuing to include them on your direct mail campaigns, special promotions and friendly "thinking of you" letters), but avoid a full court press. You can do this by being patient, periodically dropping the customer short notes or even by doing unexpected small favors for them.

• Always be honest. It's also vital to remember that as a contractor, you shouldn't just limit yourself to thinking only about the logistics of your business. While it's important to explain tangibles such as "price per litre", remember the intangibles of the job or the "human interest" aspects of the job. Don't hesitate to explain why your charges might be higher than those of the competitor's. For example, if you're using a high-quality product like Flood's Spa-N-Deck™ Exterior Wood Finish or the news making "Supreme Performance" specially formulated for exotic hardwood, the price per litre will be slightly higher, but the customer saves money on labour. Spa-N-Deck is a 100 percent acrylic premium quality wood coating that can be used to finish a deck in one day – saving you labour and giving your customer a beautiful deck in just half the time of most competitors'.

Ultimately, being honest and upfront with your customer is the best policy. Losing a customer can be a devastating blow to any organization, but don't exert all of your energy toward reselling a lost customer. Sometimes it's better to move on. "Failure is the opportunity to begin again, more intelligently," said Henry Ford – a man who failed and went broke five times before finally succeeding.
THE COMPLETE ANTI-CORROSIVE TREATMENTS USED ALL OVER THE WORLD

The durable anti-corrosive coatings proven in the toughest environments

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

What makes rust?
Ordinary paint and primers bridge over the small imperfections found on any metal surface. Under this bridge air is trapped. Air contains moisture and this mixture of oxygen and hydrogen forms iron-hydroxide i.e. rust. Take one of them away and you eliminate rust. Under a microscope rust looks like a sponge full of air.

Penetrol, due to its low surface tension has the viscosity 3 times thinner than water, will penetrate all the way through this sponge driving out the air and moisture and completely saturate the rust right down to the unattacked iron or steel. It has literally taken away the food rust needs to form and, by turning the existing rust into a protective coating, further rust formation is stopped and the paint is assured of 100% contact with the metal surface.

The most important requirement for effective metal protection.

Use Penetrol on structural steel, cast and wrought iron, wire fences, cars, trucks and trailers, corrugated iron, garden tools, tanks and anything made from ferrous or non-ferrous metal. Penetrol flows easily into crevices, welding seams, pipe joints and other areas that are hard to reach by brush, such as the inside of car doors. Penetrol can also be used to bond paint to timber and brick. Amazingly it can also be used as a primer on glass and other non-porous surfaces like laminated and Perspex before painting.

Penetrol makes it easy to stop and prevent further rust
It’s as easy to use as your fingers! Floetrol then provides the complete paint prep you need to prepare any type of surface to paint, even where there are all sorts of hard-to-reach areas, your minimum painting time.

How to save time and money next time you paint.
It’s possible!

There are Flood products to make your paint flow better, adhere better, and cover more with each brush or roller stroke.

There’s even a wipe-on-wipe-off product which means you don’t have to take up time sanding glossy surfaces to get the paint to stick! And a concentrated additive to stop mould growing.

Flood products make painting prep time short and easy and the time it takes to paint with oil base or acrylic paint is dramatically reduced.

Your paint will go further and last longer. Adding 10% Penetrol to your can of oil-based paint will stop the paint from thickening and dragging and allow you to keep a wet edge even in hot conditions. Show through is reduced because you are not thinning the paint, just improving its quality. You’ll find you can cover up to 20% more in area too.

NOT TOO COLD
For many paints, the minimum application temperature is 10ºC, which applies to the surface being painted as well as the air temperature. Painting at low temperatures, whether acrylics or oil-based paint, will make brushing and rolling more difficult, retard proper drying, and leave the wet paint susceptible to capturing airborne dirt, insects and pollen. With acrylics it is advisable only to paint when the temperature is predicted to remain above the recommended minimum for the next 36 hours, so that the paint can form a film properly, and quality will not be compromised. To make oil based paints perform in colder weather, condition the paint with Penetrol from The Flood Company.

NOT TOO HOT
Because of the way acrylic paints form their film, very hot conditions can make the paint dry too fast and compromise durability. Avoid painting in the following conditions, especially if more than one is present: air or surface temperature exceeds 30 degrees, in direct sunshine especially with dark colored paint, gusty winds, high humidity, on highly porous surfaces as old, weathered stucco. If you have to paint in warmer conditions, add some Floetrol from The Flood Company to your acrylics. It will retard the drying time and, unlike thinners, will not evaporate.

Consider the conditions
There is more at stake in starting a job in fair weather than the comfort of the painter. Paint performs better in mild conditions; in fact poor painting conditions can greatly compromise the paint job. NOT TOO COLD and NOT TOO HOT

GOT SOMETHING TO SAY OR OFFER TO:

14,000 painters and decorators
3000 architects
2000 renovating builders
300 deck builders
350 councils
600 hire shops and over 5000 paint & hardware stores in both Australia and New Zealand
Plus a further 4,000 distributed by our reps and agents throughout Australia

Painting News is the only trade journal dedicated to the tradesmen in our industry. Being cost effective and highly targeted it brings business and profiles to both readers and advertisers.

With a print run of 30,000 copies, Painting News is free and mailed directly to your customers - the people that matter to you and who keep you in business.

Want to know how you can benefit from Painting News and how to get your message to over 30,000 prospective buyers? Call 1800 226 113 and ask for Matthew.
Surfaces

Know your quality acrylic mixed with EB-Emulsabond will seal in any dust and paint when priming new masonry to avoid peeling. Preparation, caused by moisture, should be scraped off or removed with a stiff brush if the masonry has cured enough and is ready for painting. The pH Testing the pH content of the mortar and the masonry will indicate you will save one coat of paint and a lot of costly time.

One coat of a top quality alkyd primer and finished with two coats will provide strength, and wax is added at pressing to repel water. Hardboard

By using EB-Emulsabond from Flood in your first coat you can develop a uniform and even finish. Gyprock that is being repainted can be a good surface for the application of the new paint and allow a weathering stain is recommended. You should always be careful of overstaining as that will cause the wood grain to lift. New wood can begin to turn yellow and then to a silver grey. New wood should never be used on wood surfaces.

Natural Wood Siding and Decks

Exposure to weathering conditions, mainly water and the ultraviolet rays of the sun, for two months or more can cause woods to change colour. The colours of new wood can begin to turn yellow and then to a silver grey. Sanded, and primed with a top quality alkyd stain blocking primer. This will provide strength, and wax is added at pressing to repel water.

Wallpaper

It is not recommended to paint over wallpaper. Painting over wallpaper can cause the surface to form large blisters that make the paint peel. If the surface is repaired, which can cause major surface problems. Wallpaper should be removed with a wallpaper stripper, or vinegar, then cleaned, and dried before applying wallpaper. The wallpaper that is to be removed should be soaked with either of the above solutions so the paste under the paper will break down, allowing the wallpaper to peel from the wall. Just WIPE IT ON and WIPE IT OFF after 90 minutes in normal room temperatures but you can also paint the next day or even after a week. In every case the paint will stick.

You have new saved so much time when you use ESP on that next gloss job.

Note: * Not suitable over Teflon or Silicone.

You can now prepare glossy, slick surfaces for painting and varnishing without time consuming sanding. Easy Surface Prep eliminates tedious preparation work. Just WIPE IT ON and WIPE IT OFF. ESP leaves a fine tough bonding film that guarantees adhesion of oils and water based paint to the slickest surfaces. You can generally paint after 90 minutes. Even on very humid days or late on a Friday when you cannot afford to run the job over until Monday.

You may or may not recede, which can cause major surface problems. Wallpaper should be removed with a wallpaper stripper, or vinegar, then cleaned, and dried before applying wallpaper. The wallpaper that is to be removed should be soaked with either of the above solutions so the paste under the paper will break down, allowing the wallpaper to peel from the wall. Just WIPE IT ON and WIPE IT OFF after 90 minutes in normal room temperatures but you can also paint the next day or even after a week. In every case the paint will stick.

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ESP makes paint stick to glossy surfaces. Every Time. Guaranteed.

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STRIPPING PAINT FROM METAL

Two methods that are fast are the use of heat and chemical strippers. A propane torch or heat gun will soften the paint so that it can easily be scraped off. This may generate toxic fumes, and should be done outside or with a respirator. Also, when dealing with metal, the heat will be retained for a long time making the risk of getting a wicked burn on the metal a definite and scary reality!!

Chemical strippers don’t work quite as fast as a torch but are just as effective, maybe even more so. If the paint contains lead, chemical strippers allow you to remove the softened paint without releasing lead into the air as would the torch or mechanical sanding or grinding. There are two types of chemical strippers, those with methylene chloride and those without it. Non-methylene chloride strippers are much less toxic and can be used inside with modest ventilation. Methylene chloride strippers, however, are very toxic and should not be used inside without very strong ventilation. Read the labels on the products to get a feel for their usage. Both types have become generally available and should be next to each other on your hardware store’s shelves.

For safety reasons, the Lead Advisory Board recommends that removing lead based paints should be carried out by those professionally trained in the removal of these paints. For safety reasons, the Lead Advisory Board recommends that removing lead based paints should be carried out by those professionally trained in the removal of these paints. When you are satisfied that the metal has been thoroughly stripped, wipe it down with lacquer thinner… a trade-accepted way of removing any traces of oils from the metal prior to painting. Both types have become generally available and should be next to each other on your hardware store’s shelves.

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DANGER: LOW WIRES!
The high-voltage lines entering a house pose a serious electrocution threat to anyone working nearby, especially if insulation around the wiring has deteriorated. If you’re going to be working close to electrical wiring, contact the power company. They will dispatch someone to inspect and advise.

A COLD COATING
When painting in cold weather, use low-temperature paint. This type of paint is a quick-drying acrylic that can be applied even on days when the temperature gets down to a brisk 2 degrees. You can use low-temperature paint on timber, aluminium, vinyl, plywood and primed metal – anywhere standard paint can be applied. You can do the same with oil based paint by adding some Penetrol thinner... a trade-accepted way of removing any traces of oils from the metal prior to painting. Both types have become generally available and should be next to each other on your hardware store’s shelves.

A PERFECT PAN
Speed up your cleaning process when painting. Before pouring paint into a roller pan, place the pan inside a plastic bag. When the job is finished; throw away the bag – the pan needs no cleaning!

HYGIENE IS EVERYTHING
When cleaning brushes and rollers, comb them. This removes loose bristles from the brush and fiber from the roller.

DEKS OLJE 1+2
The Preferred Alternative to Varnish in Rich Matte or Deep Gloss Finish
How to protect and beautify fine timber with the “Double D” Dekstolje system
• Protects timber from moisture attack
• Will never peel, blister or crack
• Gives long term protection with out problems
• The easiest finish to maintain with low maintenance
• Beautifies all types of timber
• Never needs stripping of sanding

I want to pass on some customer feedback to you regarding the above product Flood Australia manufacture. It was recommended to me by one of the staff at Bunnings in Artarmon and have found it a far superior product to any other paint stripper I have used before. Arguably its best qualities are that it doesn’t dry out quickly when applied and particularly left over night, it has worked into the paint layers and is very workable and the more pleasant aroma helps when working with it! The Citristrip Paint Remover which used at the end of the job gives a great finish to the wood cleaning away any left over residue.

Pete J Cremorne, NSW
All painters need to be aware of their responsibilities to consumers and their employees when undertaking painting works on structures that were built before 1970. On homes or structures built before this period in many cases may have had lead base paint used and this has been covered by more recently applied paint. Lead base paint is more likely to be found on window frames, doors, skirting boards, kitchen and bathroom cupboards, exterior walls, metal surfaces and fascias. It may also be found on interior walls, ceilings and areas where enamel paint has been used.

Lead base paint is a problem when the paint has deteriorated and become flaky, and during removal it is the contractor’s responsibility to trap all particles and water used in the preparation of surfaces before painting.

The main risk is to the person removing the lead, occupants of the building and neighbours if the dust is widely dispersed and the families of persons working with lead based paint. Use of lead in decorative paints generally ceased in early 1960. Further advice on this can be obtained by contacting the Master Painters Association or the Australian Paint Manufacturers Federation.

The Master Painters Association recommends a lead inspection be undertaken before any removal of the existing paint film and by an accredited contractor. All works undertaken should be as per the Australian Standard AS/NZ 2311:2009 and The Industry Standard for the Surface Coating Industry Launched in February 2009 by the Minister of Consumer Affairs Tony Robinson MP.

Ultra premium paint products were the best for longevity when painting your home.

NOTE: To order your copy of The Industry Standard for the Surface Coating Industry please contact the Victorian MPA offices on 03 9813 5922.
Beautiful Valley and Gambles Wax

Furniture Care Products

Beautiful Valley and Gambles waxes are without doubt the finest that can be utilised on furniture - exposed wood or lacquered and painted surfaces including floors and exterior applications. Initially being marketed as just the range from the famous J Gamble and Sons, the products including the more recent Beautiful Valley range have expanded into Australia’s best and most complete range of furniture care products.

The Gambles range finds greater acceptance in the furniture restorative and manufacturing areas where the traditional flat can with lever lid is preferred. The Beautiful Valley products, containing the identically manufactured material in the glass jar with the easy to remove twistable lid, finds ideal use for the DIY’s around the home.

The most appealing aspect of the product is that it is made without any solvent (pine/resin turps) or otherwise flammable and toxic material.

The product is predominantly pure beeswax based with a small amount of paraffin (for ease of spreading and polishing) and a food grade white oil (similar to the famous baby oil). The waxes come out of the manufacturing process as pure, natural material, without any odour whatever.

The addition of natural essences such as eucalyptus, lavender, lemon or rose, and a natural brown dye for the darker旁白 colours makes these products the most acceptable of any available. They are totally allergy free, non-toxic and as mentioned, without any solvent often seen in the majority of other beeswax based polishes.

With the FDA status of its polymer, Hydrocryl can claim with absolute impunity that it is the safest, ‘greenest’, most environmentally friendly artist paint available.

Every colour (over 55) in the Hydrocryl range is a single pigment colour. There are no mixes of white and violet or blues and greens etc to make lilacs, turquoises etc. Instead those colours in the Hydrocryl range are achieved by using single pigments of those colours.

There are no fillers and extenders (clays, chalk, talcs etc) that are always use to provide additional solids and body to paint. The use of these materials will cause the cracking and peeling when the paint is applied thickly. In addition, use of these materials means that the dried paint is usually duller than when applied. Hydrocryl, without any of these fillers etc, dries absolutely the same bright colour as in the jar. It will not crack, crater or peel irrespective how thickly the paint is applied.

Another aspect of the unique character of Hydrocryl is in the thickening of the paint. Using a newer thickening technique Hydrocryl can be made to resemble the nature of the traditional oil paint that so many artists aspire for. It can also be very easily thinned with water or polymer to a softer texture for flatter, more traditional acrylic style work.

Hydrocryl comes with five mediums only for altering the workability and final appearance (gliss, matte etc) of the work. Flow promoters, gloss medium, matte medium, impasto medium and retarder are all that is required. Other brands offer over 8 – 11 mediums for achieving the same results.

In addition to the 55 traditional colors and mediums, Hydrocryl has fluorescent, iridescent, metallic and interference (colour flop effect) products to allow the artist to produce the widest array of special effects.

Hydrocryl has outstanding adhesion on the widest variety or substrates from the traditional (paper, board, canvas etc) to plastic, metal, glass and foil.

Used properly, Hydrocryl WILL outperform any other major artist material.

For more details call The Flood Company on 1800 226 113.

Hydrocryl
the supreme professional artist’s acrylic

In 1979 Tammura Colors developed a unique range of acrylic colours for artists. The word ‘unique’ is not out of place in this context. For the first time a range of acrylic paints for professional artists was developed using principles and techniques previously used in printing inks and decorative housepaints.

Using known properties such as maximum pigment loadings, polymers and colloidal dispersions that were developed for high performance areas such as floor coatings and the latest in associative thickening materials, Tammura developed – Hydrocryl – an artist acrylic paint that had properties such as adhesion, workability, colour brightness and strength and archivability (longevity) that other artist paints could only hope for.

The Hydrocryl range used for the first time polymers that had US FDA (Food and Drug Administration) approval for direct food contact. Furthermore, in a radical change from every other major acrylic for artist use, Tammura rejected the use of all heavy metal and other pigments. This meant never using the extremely toxic lead chromate and cadmium based pigments which are still widely used in all major brands today.

The waxes are without doubt the finest that can be utilised on furniture - exposed wood or lacquered and painted surfaces including floors and exterior applications. Initially being marketed as just the range from the famous J Gamble and Sons, the products including the more recent Beautiful Valley range have expanded into Australia’s best and most complete range of furniture care products.

The Gambles range finds greater acceptance in the furniture restorative and manufacturing areas where the traditional flat can with lever lid is preferred. The Beautiful Valley products, containing the identically manufactured material in the glass jar with the easy to remove twistable lid, finds ideal use for the DIY’s around the home.

The most appealing aspect of the product is that it is made without any solvent (pine/resin turps) or otherwise flammable and toxic material.

The product is predominantly pure beeswax based with a small amount of paraffin (for ease of spreading and polishing) and a food grade white oil (similar to the famous baby oil). The waxes come out of the manufacturing process as pure, natural material, without any odour whatever.

The addition of natural essences such as eucalyptus, lavender, lemon or rose, and a natural brown dye for the darker旁白 colours makes these products the most acceptable of any available. They are totally allergy free, non-toxic and as mentioned, without any solvent often seen in the majority of other beeswax based polishes.

Furniture polished with either Beautiful Valley or Gambles waxes allows a permeation of the appropriate aroma to remain in the room for up to 24 hours. The waxes and polishes come in the following colours (along with natural), all using natural dyes: brown, black and red and, can be obtained with either eucalyptus, lavender, lemon or rose scents in both the paste and liquid (softer paste) forms making them the preferred product of their type.

Other products supplied in both the Beautiful Valley and Gambles ranges to supplement the wax polishes are:

• Packs (two/pack) of lint free, re-washable cloths,
• Wax repair sticks available in six colours: light oak, tea, pine, mahogany, walnut and natural in an assorted pack of six or all the one colour, molded in easy to use rectangular blocks.
• Other products available for wood and furniture care and restorative products around the home are:
  • Oxalic acid for bleaching and cleaning a wide variety of natural stains from timber prior to re-working,
  • Beeswax based, spray wax in a convenient finger pump 200 ml spray bottle.
  • Purified beeswax in a series different sized blocks and, as mentioned
  • Orange and blonde French polish solutions and shellac flakes

Both the Beautiful Valley and Gambles ranges retain their own distinctive packaging and are presented on easy to select stands.

Available from leading hardware stores and paint specialists.

For more details call The Flood Company on 1800 226 113.
Flood Australia buys Handycan

In a joint statement from both parties it is announced that The Flood Company Australia Pty Ltd has purchased Handycan Paint Products. Effective as of 2nd Feb this year, Flood assumed ownership of Handycan, Beautiful Valley and J.Gamble & Sons products as well as Hydrocryl artist acrylics from Tammura Investments.

Handycan has been a nationally known brand of small can paint products (100 ml up to 4 litres) for over 15 years. As a leader in the supply of high quality, decorative paints (enamel and acrylic) in bright, fully pigmented colours along with their well known Chalkboard and Pot Belly paint products, Handycan is seen in hardware and specialty paint outlets nationally.

Recent additions to Handycan such as the famous J.Gamble & Sons fine furniture wax products along with the Beautiful Valley range are part of the sale. This also includes the incorporation of Hydrocryl, a fully professional artist quality acrylic paint range used by a significant number of well known, influential artists.

The Flood Company Australia Pty Ltd., a wholly, Australian owned licensee of Flood products in Australasia for just on 30 years has manufacturing facilities in Sydney with branch outlets and agencies throughout Australia. The acquisition of the Handycan range gives Flood a new, extensive range of high quality products in an area allied and suited to their well known Coatings and Paint additive business.

According to John Willis, General Manager of Flood Australia, “the combination of the Handycan products means Flood range will continue the highest standards known and expected from both brands. Handycan is a perfect fit for us as it widens our exposure across the market at a time that is most opportune”.

Handycan Handy Paint in Small Cans

When The Flood Company Australia Pty Ltd purchased Handycan Paint Products earlier this year, it obtained a diverse range of products holding, in many respects, an almost iconic status. For over 15 years Handycan has been one of only two major, national suppliers of paint in small cans (100 ml to 1 lt).

The success of the Handycan concept of small cans is overwhelming. Supplying both acrylic and enamels in 25 – 40 bright and serviceable colours, in high quality paint has immense appeal for a variety of purposes in both the domestic and business environments.

The concept of being able to “touch up a knob on a chest of drawers” or fix up scuff marks on skirting boards around the home to small scale projects in the office, menu boards etc in restaurants is highly appealing from one major aspect. The user can now select just the right amount for the small job and discard the can when completed without having to purchase 4 litres only to use 250 ml and then have the rest harden and waste in a rusting can in the back shed or garage.

The Handycan enamel range consists of 40 popular colours including the ‘service’ products such as undercoat and primers. All enamels are high gloss and fully pigmented, apart from the specifically marketed satin and flat (black and white) products. They dry rapidly to hard, tough films that have minimal solvent and no lead or heavy metal containing pigments.

The acrylic range is similar to the enamels (minus a few specific colours) and also has the major selling point of being totally environmentally friendly (no solvents, no lead or heavy metals) making it ideal for use on toys or furniture in children’s environments.

It is the ancilliary products, however, that go to make the Handycan range the most complete on a national basis. Handycan markets in the small can sizes (up to 4 lt) products such as:

- Chalkboard paint (black, green in enamel and water based acrylic black),
- Pot Belly/Hi Temp in both the small cans (to 4 lt) and a convenient aerosol.
- The Pot Belly Black, available also from 100 ml to 4 litres, and the recently included aerosol spray can is ideal for flues, mufflers, barbeque exteriors and the inner masonry surfaces of fire places. Naturally, it is extremely popular for all Pot Belly stove re-painting at the end of the cold season.

Today the range can be seen in over 1000 stores (and growing through Flood’s aggressive marketing campaigns) around Australia. Presented in a visually appealing racking system the ranges of 100 ml, 250ml, 500 ml and competitively priced 1 lt’s are easily spotted in most major chain stores and many independents. The paint is of the highest quality and marketed as full exterior rated for all small jobs around the home and office.

All Handycan, chalkboard, Beautiful Valley, Gambles and Hydrocryl products are available throughout Australia. Please contact the Flood Company on 1800 226 113 for your nearest stockist.
A GUIDE TO INTERIOR WOOD FINISHING FOR THE PERFECTIONIST

HOW TO START
The most important ingredient in a beautiful finish is a good start. It helps to assemble the right tools before you start the job. Here are the basic wood finishing steps and the equipment you’ll need.

Equipment For Sanding
- Several sheets of both medium grade (100 to 120 grit) and fine grade (160 to 220 grit) sandpaper. The medium grade will help remove rougher areas and old coating. The fine grade is good for smoothing and touchups. Try to avoid using steel wool — the metal particles tend to cling and can detract from your finish and may also cause rust later on.
- A sandpaper block to help on flat surfaces. You can find these in most hardware stores, or you can make your own. Just wrap sandpaper around a piece of timber roughly the size of a sanding block.

For Staining
- A bristle brush, synthetic brush or foam brush applicator. You can also use cheese cloth or rags to apply stain.
- Rubber gloves. You may choose to wear them to protect your hands. A plastic block.
- Paint thinner for cleaning brushes.

Stain CONTROLLER
- Several sheets of both medium grade (100 to 120 grit) and fine grade (160 to 150 grit) sandpaper. It’s available at most hardware stores and paint specialists.

Follow these steps when sanding new wood:
1. Get everything out of the way. Remove hardware and excess glue (stain won’t stick to it), set nails and tighten screws.
2. Sand first with medium grade paper. Smoothing in long, smooth strokes with the grain will bring out the natural color of the wood.
3. Sand again with fine sandpaper for an even smoother finish.
4. Clean the surface with a tack cloth or a cloth dampened with mineral spirits. Your wood is now ready for applying wood filler or sealer (if necessary), stain or clear finish.

How to STAIN
Wood is often described like the rich beauty of stained wood. Here is a step-by-step guide and a few helpful hints for best results. Stains add a rich new colour to wooden surfaces to enhance the grain and protect its beauty. Finishing can give stained wood. Here’s how to intensify the colour and protecting the wood.

Now you can see the rich colour of your stained wood. Here’s how to intensify and protect its beauty. Finishing can give your wood an even richer look, intensifying the colour and protecting the wood.

To do the job right, there are some things you’ll want to do before you start.
- Keep doors and windows open for ventilation. Besides being a good safety precaution, this will accelerate drying times.
- Give the wood a final tack cloth wiping to eliminate as much dust as possible.
- Don’t stir or shake gloss finishes, especially with a paint stick by lifting from the bottom of the can. DON’T SHAKE THE CAN. This will raise bubbles that might appear later in the finish.
- Stir satin or semi-gloss finishes gently with a paint stick by lifting from the bottom of the can.

STAINING a piece of wood:
1. Use a pure china bristle brush to apply light, even coats rather than one thick coat. This will minimize possible drips and sags as the clear finish dries.
2. Wet workable area by applying the finish in brush width strokes along the wood grain. Final strokes should be from end to end of the piece for a smooth, even finish.
3. While working, pick off the dust particles with your artist’s brush. To prevent runs, just stroke the wet finish off the edge in the direction of the grain with an almost dry brush.
4. For better protection, apply a minimum of two coats and add some Penetrol to the first coat. Apply at least 6 to 8 hours for the first coat on new wood to dry and at least 12 hours drying time or overnight for the following coats or when applying finish over previously stained or sealed surfaces.
5. Recoat liquid plastic (polyurethane) within 24 hours for optimal adhesion.
6. Be sure to allow at least 24 hours before using your newly finished surface.

SANDING
Sanding is the first and most important step toward a professional-looking finish. When preparing for sanding and sealing, it’s best to use aluminum oxide sandpaper. It’s available at most hardware stores and paint specialists.

PENETROL® WOOD OIL
Multi-purpose wood oil to enhance the natural beauty of fine wood

- Makes an effective moisture barrier
- Lets you make your own stain
- Makes a great wood primer
- Makes varnish spread easily

Penetrol® Wood Oil

Multi-purpose wood oil to enhance the natural beauty of fine wood

Beautifies and protects wherever fine wood is used

- Penetrates deep into the wood
- Keeps wood "alive"
- Is non-toxic when dry
- Will never crack, blister or peel
- Primers, seals and hardens in one application
- Does not yellow
- Will not show finger marks

KEEPING YOUR BUSINESS GROWING DURING A RECESSION

Shhhh. I’ve got a secret.

Did you know that even though humans learn a number of different ways, the most effective way is through repetition? Find out how you learned your multiplication tables. You learned it better yet, think about advertisements. How do we ever see or hear an advertisement just once?

Art Evans of Photo Data Research says he discovered that mailing the same piece to the same prospective customer list three times achieves extremely high response rates. Between the second and third time around:

- “I learned to pace these mailings at least one month apart,” Evans said. More often than not, you’ll get no response. That’s because the last time around, you’re probably thinking about the advertisement just once?

According to Kevin Nolan, owner of Nolan Painting, direct mail is a huge component of his business. After spending 10 years with great success, adds Nolan, “I can say that because most of our business is direct mail, we would have had virtually no business without it.”

Nolan recommends the following for a successful direct mail campaign:
- Get a budget before you start. Don’t wait to launch a direct mail campaign until you’re sure the money is there.
- Start by mailing to your current customers at least four times a year. The mailing should ask them to think about your services. We offer a 10 percent discount for making decisions about your services. So we ask our customers to help spread the word that is the best time to get interior work done, says Nolan.

- Mail postcards because they’re easy to read and inexpensive to mail. Use an oversized postcard with our logo on one side and a message on the other.
- Mail the piece on Thursday so it will arrive on Friday — the best time for residential customers to read and react to your mailing as it goes into the weekend.
- Mail postcards all in one shot.
- Use a print shop or mail house to do the mailing. This way, mailing is done on a regular schedule, no matter how busy you get. Our shop prints, labels and mails the postcards all in one shot.
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Working in Comfort!

Want to work in comfort? Eez Neez Work wear have the answer. Their heavy duty cotton drill cargo trousers and action back overalls have proved to be a hit with painters by allowing them to kneel on hard surfaces, sharp objects etc without feeling any discomfort.

The 7 mm rubber foam based pads are very durable and guaranteed to last for the life of the garment. They are also soft and flexible making them comfortable to work in. Because the kneepads are permanently sewn into the garment there is no need to insert, strap on or take out kneepads - very user friendly!

The garments have phone, wallet, pencil, ruler and spatuola/brush pockets. Washing is simple - just through into the washing machine and line or tumble dry. There is a full range of sizes available from 77R to 122S.

Eez Knees garments are available from leading trade paint outlets or if you want to check your nearest stockist just go to the website eezneez.com.au and type in your postcode.

Alternatively Eez Neez Work wear can be contacted on Ph. 03 5261 9775 fax. 03 5261 9112 Email: eezneez@bigpond.com

$100 FOR YOUR IDEA!

Painters, do you have an example how Flood products made your life easier? If you do, call Flood on 1800 226 113 or email the editor on hthorei@gmail.com The Flood Company will pay $100 for every entry used.

Environmental sustainability is a core element of the Dulux business philosophy.

To that end, we are committed to the ongoing research and development of innovative products that are more sensitive towards nature, whilst continuing to deliver high performance results. This is evident in our proactive shift from solvent-based products to water-based alternatives, and the introduction of Australia’s first low VOC paint in the early 1990s.

A member of the Green Building Council of Australia, Dulux’s drive to strike a better environmental balance is further illustrated in our holistic approach to the overall painting process. From initiating sustainable business partnerships, through to products and even the actual clean-up stage; Dulux enables specifiers and tradespeople to achieve excellent results for their clients and the environment.

The Dulux EnviroSolutions™ range in particular delivers products and processes with reduced environmental impact.

Dulux EnviroWash™ System – a water-based paint wash and treatment system for trade that turns dirty paint wash-out into clean non-potable water and solid non-hazardous waste.

Dulux Waste Paint Hardener – a powder-like substance stirred into left-over paint, resulting in easily-disposable solid waste.

Dulux Wash & Wear with Eco Choice™ – the Eco Choice symbol identifies premium Dulux paints with low VOC emissions.

Dulux Aquanamel® – for use on all interior and exterior doors, walls, windows and trim, the new improved formula now has dramatically lower VOCs, is 100 per cent carbon neutral and certified ‘Greenhouse friendly’ by the Australian Greenhouse Office (AGO).

Dulux Professional EnvirO2 – a range for professional applicators, this high performance paint is 100 per cent carbon neutral and certified ‘Greenhouse friendly’ by the Australian Greenhouse Office (AGO).
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 (fill in the blank) and (fill in the blank). After years of scientific research, Motsenbocker’s Lift Off has made a break through……

Choosing Colour

Choosing the perfect colour is never easy but help is at hand. The first place to start is to visit a Dulux colour brochure followed by picking a selection of colour chips from the Dulux Colour Wall. The Dulux colour schemes are also a great help in choosing the perfect mix of colours for your home. It is worthwhile considering applying a texture to a feature wall to add some interest and individuality to your living space.

Sample Pots

It is always important to remember that colours can appear to change in larger areas and under different lights. Dulux Colour Consultations® Sample Pots are a great help to test your colour selection.

Colour Consultants

If you need a second opinion or simply want some help in choosing colours for your home then a Dulux Colour Consultant may be for you. They’ll help you compare the perfect colour scheme at no additional cost.

Choosing Paint Dulux

It is a little known fact that only Dulux paint guarantees Dulux colour. While it’s a myth that you can tint any colour to the least of paints, the Dulux Colour Guarantee ensures that only Dulux guarantees Dulux colour.

Sheen Levels

When choosing paint it is important to choose sheen levels carefully. The reason for this is that the sheen level can dramatically change the look of your walls. For example, flat and low sheen paints hide surface imperfections better than gloss paints, which is the reason they are used on most walls and ceilings.

TIP: Colours can look different in all shades of light so make sure you select your chosen colour at various times of the day.

Choosing interior paint walls

Choose from Dulux Wash & Wear 101® Advanced® a Low Sheen Eco Choice, a Semi-Gloss Eco Choice or Dulux Once® Interior. The Advanced feature for Dulux Wash & Wear 101 Advanced® contains AquaSmart™ technology, which repels stains before they sink in. This makes Wash & Wear more washable, more stain resistant and easier to clean than ever before. Eco Choice is your guarantee that the paint you’re about to use is more friendly for our environment. Eco Choice paint is lower in Volatile Organic Compounds so it creates less emissions and less odour. Now you can breathe easy knowing you are making the right choice for both your walls and our world. Dulux Once Covers with a premium finish in one coat and is ideal for painting on a similar colour. It’s highly washable and saves time and effort.

Doors, Window Frames, Skirting Boards & other Trim

Use Dulux Aquamix™ which is a tough water based enamel that is fast drying and low odour. With easy wash up. Dulux Aquamix™ is non yellowing and available in high gloss or semi gloss.

Ceilings

Choose from Dulux NeverMiss® One Coat Ceiling White or Dulux Once® Ceiling White. Dulux NeverMiss® One Coat Ceiling White applies pink and dries white for easy application. It has a flat finish in one coat and is ideal for use on white ceilings that require re-painting. Dulux Once® Ceiling White has extra hiding power and also has a flat finish in one coat.

Feature Walls

There is a whole range of paints with added texture or finish to make your feature wall even more of a feature. They include: Dulux River Rock™ which brings extra texture and dimension to your wall through a textured matt finish in earthy inspired colours. Dulux Suede™ and Dulux Metallic™ provide the appearance of suede and Dulux Metallic™ provides the appearance of metal.

Choosing exterior paint walls

Use Dulux Weathershield® which provides long life, superior protection from all weather conditions and has an 10 Year Guarantee against blistering, fading and peeling. Dulux Weathershield® is self priming on all surfaces which means no prep coat required. It has resistance to mould, dirt, stain & rust and is available in Gloss, Semi Gloss, Low Sheen and Matt.

Doors & Window Frames

As for your walls, use Dulux Weathershield® or Dulux Weather-shield® Roof & Trim which is a semi gloss paint available in pre-packaged Colorbond® colours.

Exterior Feature Walls & Finishes

Feature walls are not confined to inside. Consider adding a feature wall outside using one of the Dulux Tuscan™ which is ideal for use on timber fences, rough sawn timber and cement sheet. It’s available in 6 popular colours and saves time and effort compared to painting with a brush.
Looking after the trade

C & A Brushware is wholly Australian owned and operated and has been manufacturing paint brushes and roller covers since 1985.

All roller covers are still manufactured in Australia from top quality fabric imported from Europe and the USA. A variety of woven and knitted fabrics are available for specialized purposes and applications, such as the newly introduced “Green” cover.

This fabric is from Belgium and it has been well received in the European market by professional painters. It has an 18mm long pile with a perfect paint pick-up and release action. The fibres have great durability and it is intended for repeated applications. It has the unusual feature of improving with use, as the fabric improves after several washes.

Other speciality covers include the industrial “Tech” in 6mm and 12mm, the “Micro” cover and the 100% pure mohair cover.

C&A Brushware recently purchased a new roller finishing machine from the United Kingdom and this machine gives the rollers a better finish, with a perfect trim and no loose fibres. This has increased not only the output but the quality of the finished product.

Bristle paint brushes are also manufactured in Sydney and a range of imported premium filament brushes completes the range.

Top Quality Paint as a Sales Tool

We have all seen or heard the news - relative to 2009, construction and sale of new homes is really down. This is a good time to reflect on how you can use paint as an upgrade to bring additional value to your customers and to you.

Home buyers, according to surveys, are often disappointed in the paint in their new abode. In fact, the latest data suggest that new home owners paint on average 18 months after occupying their new home. There is concern about having to repaint in a year or two, having paint that does not stand up to cleaning, and is not a colour that would have been preferred.

Contractors are finding that builders are more receptive to top quality paint as an upgrade since this offers a more durable paint job and custom colours. In the end it results in fewer complaints from new home owners.

Preparation

Interior & Exterior Surfaces

It is essential that paint is applied to a clean surface. For the best result use Sealyes® Sugar Soap and a scrubbing brush to remove dirt and grease from walls, rinsing with water, and then allow to dry.

However, if the paint has peeled and bubbled it will need to be removed with a wire brush or scraper and then sanded. Wipe down before priming.

Badly deteriorated paint, a paint stripper maybe needed such as Selleys®Kwik Strip Smart.

For faster painting, remove door handles. Strip™ Smart.

Remember to cover up flooring, decking, and no loose fibres. This has increased not only the output but the quality of the finished product.

Prep Coats

Prep Coats are important as they protect and prepare the surface to be painted with a topcoat.

Primers on the other hand adhere to timber surfaces and contain stain inhibiting tannin blockers, while an undercoat is ideal for preparing plasterboard. The easy alternative is Dulux 1 Step™Acrylic Primer Sealer & Undercoat. Being a three in one sealer, primer and undercoat it saves time and money.

TIP: If repainting a surface that is in good condition a prep coat is not required providing the surface is clean. When painting exterior surfaces note that Weatherseal® is self priming, therefore does not require prep coat.

For painting application techniques simply visit dulux.com.au

Painting Tips from Dulux continued

How much paint do I need?

Visit and enter your wall measurements into our on-line paint calculator to determine the amount of paint needed. This tool helps give you an approximate indication of the amount of paint you will need.

How long will it take?

As a rule it will take around six hours to coat a 4m x 5m room and two days to paint the entire room including drying time between coats. To save time use Dulux Once® as it only requires one coat, not two, that’s six hours saved per room.

How will I clean the paint brushes?

Painting brushes, rollers and other equipment in water use a Rota Cota®Rolla Cleana and water use a Rota Cota® Rolla Cleana to clean roller covers.

Left over waste paint

If you have left over waste paint, dispose of it in an environmentally friendly way using Dulux Envirosolutions® Waste Paint Hardener. It turns unwanted water based paints into solid waste for household disposal. Simply pour the Waste Paint Hardener into the remaining paint and stir until it solidifies. Leave for 2 hours with the lid off. Now you can easily remove the hardened paint from the can, wrap it in newspaper and dispose of it via your domestic waste.

Remember steel cans are recyclable, check with your local council on the best way to recycle them.
Get rid of it!
MOULD ACTION
Kill mould and mildew bacteria and prepare contaminated surfaces for safe painting with Mould Action.

Avoid these common mistakes when using email

It is biodegradable and harmless to humans and plants. It contains no bleach or formaldehyde.
Mould Action prepares exterior AND interior surfaces for painting... the ideal all-purpose sterilizing solution.
Mould Action is economical... costing only cents per square meter!

Dripless Caulking Guns

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

Common mistakes when using email

Avoid these common mistakes when using email to manage business and people. Just about every business uses email these days to connect with customers as well as an intra-office communication tool. However the smart manager knows that email can be dangerous if not used properly. Here are some of the e-mail abuses to avoid.

Spontaneity is another benefit of e-mail, but you should watch the tone of an e-mail message as closely as you would a memo written on paper. Sarcasm can be devastating when it is glowing at you on the screen.

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 grout, stains and wallpaper adhesive too! Stop unsightly, mould and mildew before it starts to smell.

Mould Action and VC175 are available from most paint and hardware stores.

We help solve a problem
Accumulation of dirt, dust particles and/or other debris on the paint film; may resemble mildew.

Possible causes:
Use of a low quality paint, especially lower grades of satin or semigloss. Air pollution, car exhaust and flying dust collecting on house body and horizontal trim. Soil splashing onto walls.

Solution:
Wash off all surface dirt before priming and painting, using a scrub brush and detergent solution, followed by a thorough rinsing with a garden hose. Heavier dirt accumulations may require the use of a power washer.

While dirt pickup can’t be eliminated entirely, top quality exterior acrylic paints typically offer superior dirt pickup resistance and washability. Also, higher gloss paints are more resistant to dirt pickup than flat paints, which are more porous and can more easily entrap dirt.

Dekwood Cleaner from Flood will give excellent results.

Follow-up or miss out

With all the modern marketing know-how we are taught it is amazing just how few of us obtain the names, addresses and telephone numbers of prospective customers. Even if we do we often neglect to follow up promptly. If at all, thereby losing the customers interest and let them go somewhere else.

Quick follow-up on all prospects is common sense and keeps the dollars flowing. Don’t procrastinate.
The most revolutionary wood care product specifically for hardwoods.

Supreme Performance

Perhaps the finest hardwood finish ever made

Flood Supreme Performance is a 100% water borne acrylic product which provides the ultimate in protection and durability for all Australian and imported hardwoods. The patented formulation incorporating resin based on the next generation Nano technology penetrates deeply into the cellular structure of the wood where it forms a strong bond with the fibers for a longer lasting finish, so difficult to achieve with hardwoods.

For pine, cedar or other soft woods as well as pressure treated timber we recommend Flood’s Spa-N-Deck. Supreme Performance is not designed for Softwood. Combined with premium UV absorbing transoxides, Supreme Performance provides a tough and abrasion resistant finish that will now penetrate deeper than oil but with easy soap and water wash up. Supreme Performance will give all hardwoods a rich look and will not crack, flake or peel even in the toughest Australian climate. THAT IS OUR GUARANTEE.

For more information and assistance free call The Flood Company Australia on 1800 226 133 or visit our web site. www.floodaustralia.net

POWERLIFT DECK SEALER REMOVER
The answer to removing tannin, old oils and sealers from within new and old timber, with out using bleach.
Sap & Tannin GONE!
Decking Oil GONE!
Decking Stain GONE!
Greying Timber GONE!
Water Sealers GONE!
Linseed Oil GONE!

FLOOD WOODPREP
Quick and easy with dramatic results, with out using bleach easy to use and economical pre-treatment solution for timber. Use prior to use of coating products to give the best results. Flood WoodPrep removes all types of dirt from all timber, from treated timber, removes nail scale and opens the pores of the timber to ensure products penetrate and bond to the surface, helps to bring back the natural colour from greying timber, removes nail rust stains and residue from tannin. Flood WoodPrep solution is available in 1, 4 and 10 litre containers. It comes as a concentrate and is mixed 50/50 with water making it a very economical timber wash.

FLOOD SUPREME PERFORMANCE
Perhaps the finest hardwood finish ever made.

100% ACRYLIC HARDWOOD FINISH

Lasts 3 to 5 times longer than oils
Natural

4 Litres
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

We are a company that restores and maintains all interior and exterior timberwork for both residential and commercial properties, from decks to small pieces of furniture, shutters and kitchens. Our company head office is located on the Gold Coast and we currently service from Byron Bay to North Brisbane in Queensland where the harsh sun can cause damaging effects on all timber structures. Timber that is not maintained will crack, splinter and look unsightly. Australian Timber and Deck Maintenance have been in the business for 7 years and in that time have researched and tested many products. We at the Australian Timber and Deck Maintenance company prefer to use the product Spa-N-Deck for use on all exterior timbers over any other product on the market. When applied correctly by professional applicators such as ourselves, Spa-N-Deck lasts longer, seals and protects the timber better and restores the natural beauty of the wood. We have been using Spa-N-Deck since 2002 and have found it to be an excellent product for our application requirements. Once applied Spa-N-Deck only requires an annual maintenance coat. By using Spa-N-Deck the timber structure will have a prolonged life and an aesthetically pleasing appearance.

For more information contact us on 07 5570 1330 or 0403477772, or view our website at www.deckmaintenance.com.au

Juan Cruz
Director
Australian Timber and Deck Maintenance Pty Ltd

I have been in the outdoor home improvement business for over 20 years and have built decks for the majority of this time. Each time I build a deck the customer always asks how they should look after it. In the past I had no idea as to what was the best product or manner in which it should be treated. Whilst researching all the available products and treatment methods we came across Flood Spa-N-Deck and were immediately impressed for the following reasons:

• Preparation. The Flood Company recognizes the importance of good preparation and the resultant effect on the longevity and appearance of the finished job and produce the Powerlift and Prep Solution products to ensure thorough preparation is undertaken.
• Ease of use: Because the preparation products, Powerlift and Prep Solution, and the first coat of the Spa-N-Deck are applied whilst the timber is wet, we don't need to wait for perfect weather to undertake a project, and in Melbourne that is a huge bonus.
• Finish: The quality and appearance of the Spa-N-Deck is second to none, whether it is applied to a new decking or to a deck that has been down for many years, it highlights the beauty of the natural timber whilst providing protection from the elements.
• Warranty: The Flood Company stand firmly behind their products and back it up with a 2 year warranty on horizontal surfaces and a 4 year warranty on vertical surfaces. This gives me peace of mind knowing that the product I apply for my customers is the best that I can get and the treatment method is thorough and complete because we use Flood Spa-N-Deck.
• Cost Effective: Time is money and no-one benefits from redoing the same job every couple of months. Because Spa-N-Deck dramatically outlasts traditional oils it offers exceptional value for money.

We now offer a complete deck treatment service to all our customers so that they can get the maximum lifespan from their decking, whether it is new or existing, and continue to obtain enjoyment and value from it for many years to come and we only use, and highly recommend, Spa-N-Deck.

Chris Dawson
Backyard Bliss Australia Pty. Ltd.