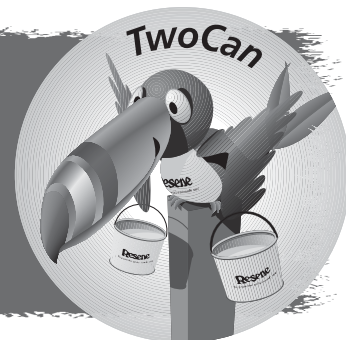


“ There’s a definite smell of rugby anticipation in the air. Perhaps it’s lucky most of the games are at night or else work might just grind to a halt! If you’re heading to a game pop into one of our ColorShops before you go and ask for a facepaint card so you can decorate yourself (or your favourite kids) before you go. Cards will be available from early September while stocks last. ”



## Keep your clients safe

We often talk about how to keep you and your crew safe, but it’s worth sparing a thought for your clients too. When you’re on site at someone’s home are there any improvements you can suggest to them that will help them improve the safety of their home? After all, if you’re already on site, a bit of washing here or a few coats of **Resene Non-Skid Deck and Path** are a lot more cost effective than a broken hip if someone falls over on slippery paths or stairs. These suggestions are especially relevant when you are working with elderly clients or those with small children who are more likely to suffer falls.

More injuries happen at home than at work, on the road, or while playing sport. In fact, on average, someone is injured at home every 48 seconds! But it’s not all doom and gloom. The good news is, with just a few simple changes, homes can be made safer.

### Some top tips from ACC that Resene can help with are:

- Keep paths and steps clear of leaves and moss and be careful when it’s raining. You can clean moss and mould with **Resene Moss & Mould Killer**, decks with **Resene Timber and Deck Wash** and paths with **Resene Deep Clean** or **Resene Paint Prep and Housewash**.



- Make sure outdoor areas are well lit with sensor lights and mark the edges of steps and drops with white paint for better visibility. Try using **Resene Non-Skid Deck and Path** for this so the white strip of paint has the added benefit of being non slip.
- If you’re building from new, grooved timber on decks gives better grip. If you have an existing deck you can improve its slip resistance by adding **Resene SRG Grit** to your deck paint to reduce the risk of slips.

- Keep chemical, solvents, paints and sprays out of sight and reach of children – ideally lock them away in a cupboard. Better yet, return all unwanted paint and paint packaging to the **Resene PaintWise service** – it will get them out of the house and the packaging and materials can be recycled, donated to community groups or reused.
- Keep three points of contact on ladders – e.g. two feet and a hand. Don’t reach over too far – keep your belt buckle within the sides of the ladder.
- Check out the **Resene Putting your safety first** brochure for painting safety tips.

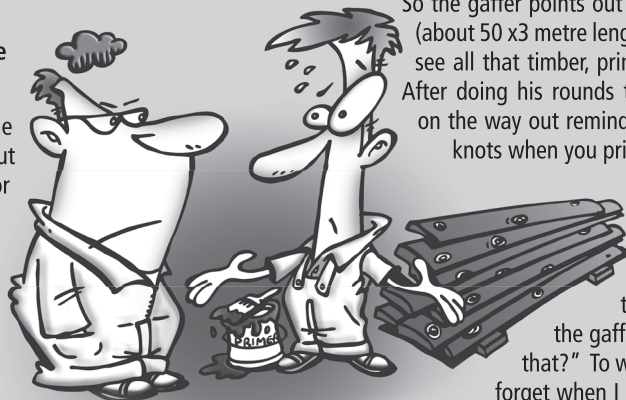
And for other safety tips and ideas, check out [www.homesafety.co.nz](http://www.homesafety.co.nz).



## Knot what???

Here’s one from Pete Turner that we think you’ll like...

“Whilst working back home (UK), the gaffer took on an apprentice. After about a month of doing nothing but sanding for the lads, the apprentice asks the gaffer if he can progress in his apprenticeship and learn to paint. The timber back home is full of knots, and so has to be ‘Knotted’, prior to being primed using ‘Knotting’ (which is a shellac based sealer) in order to prevent weeping of the sap from the knots.



So the gaffer points out a pile of architraves on the floor (about 50 x3 metre lengths) and says to the ‘lad’, “ok son see all that timber, prime that lot and Knot the knots”. After doing his rounds the gaffer is about to leave and on the way out reminds the lad, “Don’t forget knot the knots when you prime”.

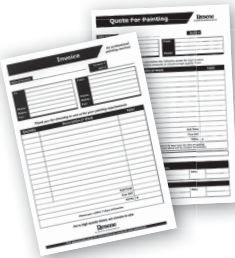
The following day the gaffer shows up and sees all the timber nicely laid out on the floor all primed with exception to all the knots in the wood. Off goes the gaffer at the lad, “what the %@# is that?” To which the lad says, “you said don’t forget when I prime not the knots.” Ten o’clock break was always a riot after that day.”

## Folding stuff

Nope, we're not talking about cold hard cash, but we are talking about paper that will earn you some cash if you use it the right way.

We know that the human mind has a clever trick of forgetting information over time, so we thought we'd better run back past you some of the freebies you can get your hands on from us in case you'd missed them in the past or just completely forgotten!

Here goes... all of the following are available for ordering free from your Resene representative, so make sure you hit them up for the things you need and when you run low, just give them a nudge for a top up...



### Resene Quote book

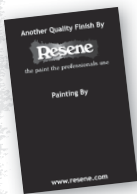
Contains 50 duplicate quote sheets perfect for speedy quotes.

### Resene Invoice book

Contains 50 duplicate invoice pages perfect for just as speedy invoicing.

### Resene Trade order book

Handy duplicate order book so you can place orders with your suppliers and track and match up what you have ordered to what they have charged you... always pays to make sure these two are the same!!



### Resene Painter window stickers

Just add your card and attach to the window of the building you are walking on so that all that pass by know who the superb painter is (you of course!)



### Resene Colour scheme pads/Thankyou cards

Simply complete with the colour scheme used, fold nicely and slip inside a Thankyou card page with your business card giving your client a handy wee record of their colour scheme and you the opportunity for future work when they dig the scheme and your card back out to start on their next room.

### Resene Caring for your paint finish brochure

No point standing around for hours explaining to clients the ins and outs of cleaning their paint finish – just hand them over one of these handy brochures with your card tucked in the front and they'll thank you for the extra service. You'll also thank yourself when you get fewer callbacks from overzealous cleaners who try and clean their paint finish too quickly!



### Resene corflute boards

Get your details printed onto a Resene corflute board for free and display on your current job to promote who is responsible for the transformation. Leave it up for a couple of

weeks after the job is done (if the owners let you) then remove and use on the next project. A great way to get future projects while you are busy working on a current project.

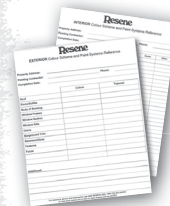
And while you are busy drumming up business, don't forget to make sure you're listed on our free online Professionals wanted trade listings. It's free to list – simply complete a **Resene Professionals wanted listing form** or complete it online on the Resene – click on **Find-A-Professional** under the **Painters, Services** menu. Join the hundreds of other business already promoting their services for free.



If you want to give your customers a sense of security that when they hire you they are getting quality workmanship and quality materials, then grab yourself a

**Resene van decal** and slap it on the side of your van... or better yet grab three and slap one on each side and the back. The van decals are available in two sizes and are free. If you're not sure about permanently attaching a van decal to your brand new van, then you can opt for a **Resene logo large vehicle magnet** or three and take it on and off as you please.

Talking about quality, don't forget the **Resene Promise of Quality Guarantee** – grab yourself some copies and make sure you leave them with the owners of completed projects together with the paint and colour schedule so that they have the assurance that not only does the paint finish look good but that it will last distance.



For those who prefer to hide their handwriting and use a computer, these forms are available on the Resene website in the **Painter stationery** section. Simply go to Resene website, select the **Painters section** then **Services, Stationery**. Simple!

We also have Resene branded t-shirts, safety hats, high visibility orange vests, first aid kits, quote bags, vests, caps, beanies and much more for sale... so if you're kitting out your team check out the range.



## Colour conundrum

Customers that can't decide on colours, or even where to start looking, can really slow down a project and drag it out well past the deadline. If you have clients keen to choose their own colours but they are struggling with the basics of colour selection, suggest they watch the **Resene Colour Class videos** on the Resene website – [www.resene.com/colourclass](http://www.resene.com/colourclass). They'll give them some quick tips and ideas about all the colour basics including how to get inspiration for, and put together, a colour scheme. Then while they are learning all about the ins and outs you can get on with the prep work. You could just save yourself a very very very long and involved discussion on colour choice!

Of course you could also send them into Resene for some colour suggestions but often it's still best that they know the basics first so that they'll be more receptive to the suggestions being made.



That's all for now –  
catch ya next month!

TwoCan, Editor.

