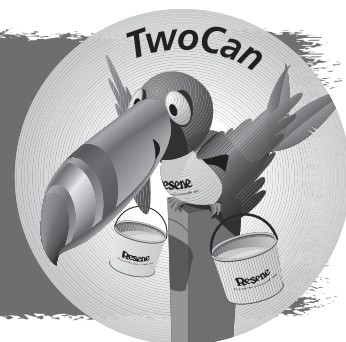


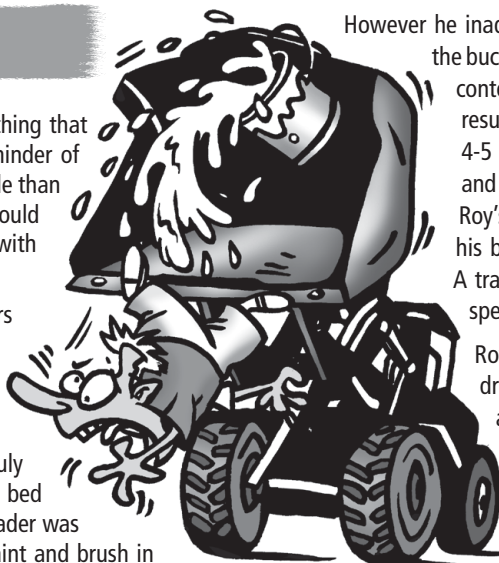
“ Spring is in the air, which means that your clients will be starting to think about spring cleaning and perhaps getting organised to get some of those painting jobs started that they have been dreaming about over winter. It also means in a few short months Christmas will be upon us again, so it's time to make the most of the, hopefully, better weather and pack in as much work as possible so you can enjoy a nice Christmas break! ”



A prickly story

Just in case you thought moss and mould was something that could be ignored, this story from Don is a handy reminder of just how one little slip on mould can cause more trouble than you'd think. So next time you spot some moss or mould around about the place, tackle it quickly and easily with Resene Moss & Mould Killer or risk the consequences!

“My father and a number of other local farmers descended on the local rural community hall to give it a long overdue coat of paint. As we had one of the few high light front end loaders in the district he brought the old Farmall A along so the painting gang could reach the higher regions of the hall's walls. Roy was duly lifted up the side of the youth wall, which sported a bed of bracken and self-seeded blackberries below. The loader was lifted to its fullest extent with Roy in the bucket – paint and brush in hand. Unfortunately my father had not cleaned up the moss/mould off the surface of the bucket, which had remained parked out in the open most of winter. Roy slipped on the surface and to break his fall reached back with his free hand to steady himself on the back edge of the bucket.



However he inadvertently tripped the tipping lever of the bucket which releases the pin enabling the contents of the bucket to be emptied! This resulted in Roy being dumped from some 4-5 metres into the bed of blackberries and bracken underneath. Not only this but Roy's paint also ended up spilling all over his body and partially turning the Farmall A tractor's loader (painted bright red) to a speckled white.

Roy struggled to his feet with paint dripping from his hair complaining of a bruised back where the back of the loader bucket had caught him as he headed into the blackberries. He was also swearing rather profusely from the pain and discomfort of multiple blackberry vine prickles now embedded in his legs, arms, back and rear end. My father's initial reaction of laughter was not well received by Roy but he recovered his composure and went to Roy's aid!”

New to Decorator

Resene Decorator Low Sheen and **Resene Decorator Ultra Low Sheen** have been popular products for many years. To add to your range of choice, Resene now has a **Resene Decorator Interior Low Sheen**, with a sheen level partway between Resene Decorator Low Sheen and Ultra Low Sheen.



So if you want dead flat, opt for Ultra Low Sheen, if you're looking for a low sheen for inside use you can opt for Resene Decorator Interior Low Sheen or if you want a more universal slightly higher low sheen option then choose Resene Decorator Low Sheen. The ultra low gloss of Resene Decorator Ultra Low Sheen is ideal for walls and ceilings in commercial repaints, especially for painting ceiling tiles.

And to keep this new product company, we have also introduced **Resene Decorator Fast Dry Alkyd Primer Undercoat** designed for interior use. It's quick and easy to apply and ideal for those projects where a solventborne prep coat is required that will dry faster than many traditional products.

Look for free

As part of our ongoing work with **Resene Zylone Sheen VOC Free**, we've also changed the VOC level of standard Resene Zylone Sheen Pastel to zero. So now you can get an extensive range of Resene colours in Resene Zylone Sheen without the VOCs.

Look for the VOC free sticker on the pack.



Washing wisely

There is increasing attention being put on how painters dispose of wash water. To help you with this, Resene has developed a 'mini' Resene WashWise unit. The **Resene WashWise** system is portable, quick and easy to use with quick separation, requires only a low quantity of treatment chemicals reducing the materials needed to separate the water and paint.

The high quality effluent produced by this system can be reused saving water vs washing under running water.

Ideal for waterborne paints, excluding metallics. Resene also sells the **Resene WashWise Reclaimer**, ideal for large projects and premises.



Top WashWise tips to save you time!

1. Brush or roll out excess paint onto newspaper or similar before washing.
2. Wrap brushes, rollers and roller trays with paint in plastic cling wrap or an airtight plastic bag while you are on breaks or overnight. This will keep the paint moist.
3. Different paint products will react differently to the treatment – don't be surprised if one batch is sloppy and another relatively dry.
4. Dilution of waste water (i.e. the amount of paint waste in liquid) will also impact significantly on the treatment process. As you gain experience, you'll gain familiarity with how this impacts on the treatment.
5. Dispose of 'grey water' responsibly only into sewer drains (not stormwater drains). Common sewer connections are drains inside buildings, such as the laundry tub or toilet. Any external drains are most commonly storm water connections and should NOT be discharged into.
6. The recovered solids are pH neutral and make excellent mulching material. Alternatively, wrap sludge/solids and dispose of with your normal rubbish to landfill.
7. Never place solventborne or two pack products into the barrel.
8. Ensure the barrel is on a raised level base before using it.
9. Some strong colours, such as blues and reds, can tinge the treated liquid colour due to the high dye levels.
10. Where possible, process your waste water onsite to impress your customers.
11. Don't use it in the back of your van!
12. Leave leftover colours with your customers clearly marked with the colour name and area of use.

Colour confidence with Habitat plus

At Resene, our first love may be paint but our second has to be colour. Glorious colour. And to help open up the endless possibilities of colour choices, we have created the new **Habitat plus** book devoted to colour, from the most vibrant reds and yellows, to soothing neutrals and moody black. It's packed with plenty of examples and advice and is ideal for your residential customers who may be struggling with colour choices.

Get your copy free from Resene ColorShops and selected resellers and pass it onto your customers to help them get started with their colour choices.



Building up a network



"Building up a network" is a bit of jargon you often hear among business people working in concrete jungles, but it should be considered in the trades as well.

The benefits of networking with other people in your industry are massive, while the cost to your time and skills is minimal.

Therefore, interior designers, painters, building managers and any other tradies or specifiers should think about getting in touch, and make an effort to stay in touch, with others in the profession.

Whether you're just starting out in the trade, or are already fairly well established in your career, networking has plenty to offer.

Here's why.

For a start, it's always good to have someone you can catch up with who understands the issues you encounter on a daily basis. Rather than talking to friends and family who will be sympathetic but ultimately don't know the field as well as you do, you can have a chat with someone who has either been there before and knows how to deal with the situation, or at least understands the parts at play.

Another reason is that you can pass on clients to one another. If you find yourself unable to take on a job because you are too busy, or the work isn't quite your speciality, you can refer the client on to someone in your network. Remember that they are likely to return the favour at some stage, so you're probably not missing out on business in the long run.

Knowing others in the industry will also help you keep your finger on the pulse in terms of new trends, products, ideas and advice.

So attend industry events, such as the Resene roadshow, trade breakfasts and training sessions, local business events and get involved in social media websites where fellow tradespeople are - and get connected!



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

TwoCan, Editor.

