esene TradeLines

Issue 12 - 2015

And here we are again, the last month of the year and the most frantically busy time when there are not enough hours in the day with jobs to finish, holidays to plan, events to attend and presents to buy. Well except for all those super organised people who put the rest of us to shame, who have already got their tree up, confirmed their holiday plans with friends and family and have thoughtful presents wrapped under their Christmas tree and ready to go. Maybe we should get them to write a manual or create an app for the rest of us... 99



Somehow the more the years pass by the faster each new year seems to come around. So it's a good time to take that break you've promised yourself, and enjoy the company of friends and family, hopefully a spot of good weather and a chance to reflect on all the good things that have happened this year, that you'll definitely want to repeat next year.

And while it would be nice to think we're perfect, we're all human and if humans are good at something, you can be guaranteed if something can go wrong now and again, it will. So as you relax away it's also a

chance to think about things that didn't go quite according to plan this year so you can avoid getting into the same trap next year. And of course nothing ever seems guite so bad if you have Christmas mince pies or cake to munch on.

We hope you enjoy the holiday season with your family and friends. And from us all at Resene, a huge thank you! Your orders, queries, suggestions and yes, even your complaints (well the constructive ones anyway!) all help to keep Resene rolling.

Keep Santa on his toes

It's getting near Santa Claus o'clock, that time of year when parents all over the country start reminding children to be nice because Santa doesn't visit naughty children.

Here's a few tricks to keep Santa on his toes...

- Leave him a note saying you've moved house. Make sure you leave vague directions and a smudged map to make it more of a challenge to find you.
 - Pin up your children's Xmas lists with lots of changes marked.
 - Leave him a note to let him know that you have gone on holiday and would he mind feeding the cat.
 - Take his sleigh for a joyride.
 - Put out a salad and water in place of milk and biscuits. Remember to include a note that suggests he could use this as the start of his new diet.
 - Or if you're feeling peckish, help your children or grandchildren leave out chocolate biscuits and a drink and then eat them yourself leaving just crumbs and an emptied glass for Santa.



How to be nice when your Christmas present isn't ...

More socks or soap anyone? Next time you get a gift that you wished you hadn't, here's some guick polite replies to keep you in the good books...

- Wow I haven't seen one of these before. (Where on earth did you find something
- This is perfect for wearing when I'm gardening. (I wouldn't be caught wearing it anywhere else!)



What a shame I have lost/gained weight. (Even if it did fit I would never wear it).

> It's way too generous. (I can't believe you spent so much on something that I don't want).

> Thanks but you really shouldn't have. (Next time, please don't!).

And if you find friends and family regularly saying the same to you, it might be time to step back and reassess your gift buying strategy.

End of year roundup

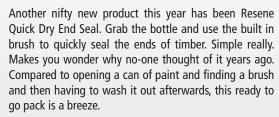
Every new year starts off as a clean slate of possibilities, a whiteboard (or wall of Resene Write-on Wall Paint) just waiting to be written all over. On our 'to do' list are many products that take years and years of development work, so we know they are coming some time, we just can't always guarantee which order they will pop out of the system and onto the shelf.

And then there are all those clever ideas that come up that sneak their way up the product list. Sometimes our reps have told you all about them so we don't have any choice but to give them to you or face a stampede instead! Still we can hardly complain when you want to buy a product we haven't even released yet!



One of the favourite new products this year is Resene Umbrella Additive. Sure it's not going to keep the Resene factory running on its own, but it's a very cool little piece of technology that tackles the issue of light showers very nicely. Simply pour the right amount into your paint, stir and paint as per normal. The paint generally becomes light showerproof in about half the time it normally would, which gives you a bit more leeway up your sleeve on those 'all seasons in one day'

days. And for those who can't see when you might use it, a quick visit to Auckland might be all you need to see how handy it can be.

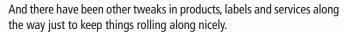




Resene has always loved colour. Luckily the Tech bright sparks came up with an equally bright product with the Resene FX Fluoro range. The FX Fluoro range is off the scale bright. And we've seen it bring out the creativity in our customers using it with blacklight for a super night glow effect!

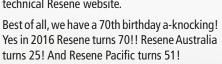
At the other end of the scale, for those big jobs, Resene X-300 and X-400 officially joined Resene X-200 in the Resene 'X' family rounding out the range of membrane coatings.

Our beloved testpots have had quite a year new fuller packs, the start of new barcodes and a few more colours to join their ranks with the Resene KidzColour, Resene Heritage, Resene Exterior Wood Stains and the Karen Walker chart updates. It doesn't sound that impressive but when you think we have over 2000 testpot colours, that's probably more barcodes than all the rest of the products put together!



Plus we were named Most Trusted Paint Brand again – so that was a definite highlight. But don't worry, it hasn't gone to our heads. While it's always awesome to win, we know that we're not and never will be perfect, so do keep that feedback coming in as it helps us to keep improving the products and services we provide to you.

Habitat magazine had its 11th birthday and celebrated that by winning best owned magazine at the Magazine Awards so that was an added bonus too. Now Habitat is a magazine, website, newsletter, books, videos and more; it's turned into quite a hub of painting and decorating advice and inspiration, alongside the more technical Resene website.





X-300E

But before we get into the birthday zone, it's time to celebrate another colourful and paint filled year first. For those staying home, we hope you manage to knock all the jobs off your to do list well before your holiday time ends and if you get stuck pop in and see us over the holidays. Or if you're lucky enough to be heading away, have a safe and enjoyable trip and we'll catch you when you're back.

From everyone at Resene we wish you and your family and friends a safe and happy holiday period and look forward to working with you in the New Year.

