

> Simple, solid and reliable

For decades, the Dulon Acrylic Lacquer system has provided the market with exactly what was needed – a simple, solid and reliable option primarily designed for the repair and refinishing of motor vehicles. Now, users of the superseded 330 Line Acrylic Lacquer are finding Dulon to be an ideal alternative, too.

Developed in Australia to suit local conditions, Dulon is a complete system. Under the Dulon brand you will find a selection of user-friendly primer, basecoat and clearcoat products which have been specifically formulated to work seamlessly together to effectively get the job done. Colour is another strong-suit of the Dulon Acrylic Lacquer system. Indeed, its extensive colour formulation library contains in excess of 29,000 colour matches and more can be found by referring to the Spectrum Colour Box. What's more, matches include popular COLORBOND® and powder coat colours, as well as many colours for older vehicles – for more modern vehicle colours you should take advantage of the Paraglaze Tinter System.

Over the years, literally thousands of users have given the Dulon Acrylic Lacquer system the tick of approval, leaving it with a well-earned reputation for rock-solid reliability which is impossible to ignore. For more information check out: www.protec.com.au/products/category/dulon-acrylic-lacquer-system



Plastic pre-cleaning made easy

These days, you need products which are both convenient and effective, as well as offering value for money pricing and the new 6788 Protec Auto Plastics Pre-Clean RFU ticks all the boxes. Developed using the very latest formulation, this is a no mix, no fuss product which is ready-for-use straight from the container and is ideal for the cleaning of plastic substrates prior to the sanding operation. New 6788 Protec Auto Plastics Pre-Clean RFU is the quick and efficient way of removing contaminants, such as mould release agents, and is especially recommended for difficult to clean surfaces, such as fibreglass. Other recommended uses include the removal of sanding sludge and for neutralising chemically stripped surfaces.



Check out 6788 Protec Auto Plastics Pre-Clean RFU at your nearest Protec Distributor.

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PAINT PERSPECTIVE

WWW.PROTEC.COM.AU

> The Machine Grey solution

Mazda's exotic new Machine Grey colour needs a specific process in order to get an invisible repair and Protec has a ready-to-go solution you can take advantage of right now!

One of the biggest challenges refinish technicians face on a day-to-day basis is the wave of exotic paint colours which continue to arrive. It's driven by mainstream vehicle brands looking for ways to make their models more attractive to customers, but it's often painters who bear the brunt when they have to match these new finishes in the booth. Having already provided solutions for dealing with exotic colours, such as Subaru's K7X WR Blue, Mazda 41V Soul Red and Ford's Ruby Red, the Protec Team is now offering a ready-to-go repair process for Mazda's all new colour, 46G Machine Grey.

Mazda says it developed its new premium colour in order to accentuate the beauty of vehicle bodies which use the company's KODO design. 46G Machine Grey features a strong contrast between light and shadow and a sleek, high density finish which give the impression that the vehicle's body has been sculpted from a solid steel ingot. Given that it's already available on the new CX-9 SUV and the updated

version of the popular Mazda3, it's a colour that you are likely to see sooner rather than later and that means making sure you are prepared in advance, according to Protec National Training Manager, Steve Falzon.

"The first thing to understand is that Mazda's 46G Machine Grey is not a regular finish so you can't achieve a proper match using a standard three-layer process. Repairers need to be on the lookout for it and understand the specific repair process required. Get it wrong and it can cost plenty in terms of reworks and unhappy customers. Right now, Protec customers have access to a straightforward solution that allows them to match 46G Machine Grey in their paint shop."

As part of the PPG Group, the Protec Team were able to utilise OEM links direct to Mazda in Japan in order to source the technical details of the exotic new colour and then use them to develop and test a solution which local customers can repeat in their paint shop. This unique three-layer process includes a number of critical requirements, such as using the correct spray gun setup and settings and applying the right layers in the right order. The time is now to lean on the Protec Team for training and technical support, says Steve Falzon.

"Don't wait until a vehicle with this colour arrives in your driveway – speak to your Protec representative and arrange training for your painters so everything is in place when the first job arrives. While you are at it, make sure your estimators can recognise it – the refinish process is much longer than for a conventional finish so you will need to include that in the estimate."

For more information call the friendly Protec Customer Service Team on 1800 076 466 (Aust) or 0800 990 093 (NZ).



> Staff Profile Cameron Paull – Territory Manager, Northern Territory

On the very first day he joined Protec in The Top End, Cameron Paull knew he'd made the right career choice. "I walked into the Protec branch here in Darwin and I took in the smell of the paint and walked around looking at the spray guns, etc and I thought, 'yep, this is the place for me'."

Along with his spray painting apprenticeship and time in the trade, Cameron has gathered experience from a variety of different sectors during his career. For example, he completed 18 months of a psychology degree before deciding it wasn't for him and has had a stint at Coles supermarkets where he was promoted to Relief Store Manager. This has equipped him with an interesting and varied toolbox of skills to help support Protec customers in Darwin and across the Northern Territory.



"I really enjoy interacting with customers and getting an understanding of exactly what they need and then putting together a package of Protec products that's really going to help them. I'd been away from the trade for a few years and in that time the whole Protec refinish range had completely changed and I'm really enjoying learning all the different products, particularly the AQUAMAX® Extra waterborne basecoat system – a number of bodyshops here in Darwin are very interested in it! Probably my biggest challenge is changing the perception of people who haven't looked at Protec for a while. It's still one of the best value options on the market but Protec products also perform as well as anything out there and there is a lifetime warranty."

"As well as refinish, I also look after the new Commercial Performance Coatings range. It's such a huge range so I'm still getting my head around it but it's exciting because there really is a product choice for virtually any application you need. I'm really happy to have this position but I'm big on career development so I'm looking forward to any other opportunities that might come up within the Protec Team in the future."



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> There's a Fine Line

between excellence and average

Special customer requests are no problem at Fine Line Refinishers thanks to a dedication to service and a high quality finish which includes Protec products.

Throughout more than two decades in business, Fine Line Refinishers has developed rock solid, long term relationships with some of the biggest tanker builders and trucking fleet operators in Australia. Located in the Melbourne suburb of Dandenong, it is now a one-stop-shop for abrasive blasting, painting, sign writing and protective coatings and from the very beginning Fine Line has chosen to use Protec products.

The eleven-person team (five painters, five preppers and one abrasive blaster) paint anything from tankers, trailers and towers (cherry pickers) to tilt-slide tray trucks, boats and even components for Ironman 4X4 accessories. Approximately 90% of work is newly built, including tankers from one of the company's major customers, Convair Engineering. Indeed, Fine Line owner, Dennis Ross, painted Convair's first ever tanker and they have been coming back ever since. Recently, this included a one-off paint job, says Fine Line Manager, Matt Westerway.

"We do one new Convair tanker per week and we were happy to help with a special order for one of their long term customers, Central Victorian Transporters (CVT). It was Convair's first customer and CVT is now celebrating its 40th Anniversary. Normally, CVT's tankers are all white with the logo sign written in Apollo Blue but for this they requested the whole job in Apollo Blue which is a Ford metallic blue from 1974."



Where a similar 45-foot long tanker takes around two hours to complete in a Direct Gloss (DG) colour, this more complex job in Clear-Over-Base metallic took around six hours and consumed about 100 litres of coatings (not including primer) from Protec's Paraglaze range! For day-to-day jobs, Fine Line has chosen to use the Paraglaze CT system which offers high productivity solutions to efficiently tackle heavy vehicles. Importantly,



it also gives Fine Line and its customers exactly the type of finish they are looking for, according to Matt.

"We've found Paraglaze CT is not only easy to use but it also has really good gloss hold up. We've been using Protec for a long time and the relationship has always been good. Paraglaze CT ticks all the boxes for us – it has great usability, excellent finish and durability and there is the price, of course. Nowadays, transport companies pretty much want a car-type finish. They want their trucks and trailers to look really nice because they are like a massive billboard for them when they are out on the road. Having a great Fine Line Team using Protec products has really helped us keep our customers satisfied and ensures they continue to trust us to produce excellent paintwork."



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> The Mirka[®] advantage

Great news for anyone interested in accessing proven, high productivity workshop processes – MIRKA products are now available from Protec branches and most Protec Select distributors.

Although best known as a world leader in abrasives technologies, MIRKA's product portfolio actually offers much more. Today, you can also take advantage of cost effective surface finishing solutions, as well as advanced MIRKA tools. Importantly, each of these MIRKA technologies has been finetuned for faster cycle-time and reduced labour time which also fits perfectly with Protec's drive to improve efficiency by using best practice processes.

Dry sanding is a proven winner but conventional abrasives simply can't take full advantage which is why MIRKA developed its patented NetSanding solution. Where conventional abrasives have added more holes in an effort to try and remove dust, NetSanding introduces a radically different solution which achieves true dust-free sanding. A unique open weave structure means dust particles are efficiently removed across the entire surface and, therefore, can't clog the abrasive and create 'pills' which cause defects in the sanding surface. More importantly, NetSanding abrasives get the job done faster, contributing to over 50% higher productivity when tested against conventional paper-backed abrasives. When you do the calculations, this reduces all-important labour time and overall job cost, as well as leaving a cleaner and healthier workplace.

When it comes to surface finishing, MIRKA offers innovative products which allow you to tailor your processes to keep each job compact and fast. For example, why block a dust nib when you can use Mirka's 32mm tool with



Polarstar SR de-nibbing discs. It lets you focus on removing a tiny spot which then reduces the polishing time required. Likewise, polishing can also be more targeted using specific Mirka tools, such as lambwools and foam buff pads in 77mm, 150mm and 200mm sizes.

A straightforward range of polishing compounds helps further speed things up – Polarshine 15 is ideal for the majority of jobs (followed by Polarshine 05 on darker colours) and, for modern, high mar and scratch resistant clearcoats, there is Polarshine 35.

MIRKA's innovative approach also extends to tools. For example, the MIRKA development team has thought 'outside the square' to create a radical new design, called DEROS (Direct Electric Random Orbital Sander).

Compact, very lightweight and powerful, the DEROS features a patented brushless electric motor that is super-efficient, low maintenance and ultra-reliable, yet powerful enough to maintain a constant speed even under heavy load. Plus, there is a smooth start function and a built in electronic motor brake. Being electric, rather than pneumatic, the DEROS is also ideal for reducing the load on the workshop compressor.

While the performance of NetSanding products is a massive advantage over conventional abrasives, it's MIRKA's complete range of innovative solutions which makes it impossible to ignore. More than ever, choosing MIRKA technologies is an investment in the cost efficient operation of your business.



> Technology driven

Embracing the latest in industry technology, including AQUAMAX® Extra waterborne basecoat, has helped Corporate Autobody drive efficiency gains on the road to a bright future.

Although he loves the collision repair industry, what Chris Pearson says he loves most about it is the technology. In fact, he credits technology with playing a key part in improving the efficiency of the successful business he runs with his wife Demi – Corporate AutoBody Accident Repair Centre, in the northern Melbourne suburb of Thomastown. Look at the modern, well-equipped 1200m² facility today and it's difficult to imagine where it started – just a tiny workshop in the back streets of the surrounding industrial estate with Chris a one-man-band in the workshop and Demi in the office. Business built slowly but word-of-mouth referrals saw things snowball to the point where a larger workshop became essential. Finding new premises nearby not only gave them the space they needed, it also helped put the business on the map, says Chris.

"This new facility is on a main road so it was suddenly like we 'arrived'. It was weird – we'd been a local repairer for years but people

thought we were a brand new business. The move to the new facility also attracted the attention of a major insurer and things really took off for us in terms of changing our business model. We used to do a lot of European vehicles and we still do them but we have also evolved to concentrate on a 24 to 48 hour turnaround for about 80% of our jobs."

The building was formerly a furniture retailer so there was absolutely no collision repair infrastructure but the bonus was that the space could be designed from scratch to provide an efficient workplace for the 12 staff – three panel beaters and an apprentice, three painters and a prepper, two assemblers, a detailer and an estimator, plus Chris and Demi.

"It was a blank canvas which allowed us to come up with a layout that would best suit what we wanted to achieve. These days, the only real way to keep profits up is to cut labour time so I'm always looking for ways to use technology to speed up processes. Low Bake built the facility and they were tremendous. We have a vacuum system for all our sanding equipment and our five prep bays have end draft extraction



and an infrared system on rails which we utilise a lot to speed up our processes. For small jobs, we can prime, infrared, paint and get them out in a day. Low Bake also installed a spray booth which was one of the first to have a built in RADS (Rapid Air Drying System). We only have one booth so increasing volume has meant really improving on our efficiencies. Staff also work staggered shifts – some start at 6AM and the remainder at 7.30AM so the oven is running 12 hours a day for five days a week and we average eight jobs a day through it."

Having used a solvent-borne paint system since opening, Chris says the shortcomings it had in colour saw him look to waterborne options. After trialling a number of different brands, he chose the AquaMax Extra waterborne basecoat system (part of the MAXMEYER® range from PROTEC®).



"I don't jump ship easily but we trialled AquaMax Extra and were really surprised. My biggest concern was that a change might impede production but it hasn't and we've seen a big saving in quicker colour matching time. Since we installed AquaMax Extra, the boys haven't done a spray-out to check a colour – they just take a spectro reading, mix the colour and go. Our painters are very adaptable and they're not afraid of change which is a big advantage. We had the Protec trainers here for a week and within the first day all our painters were using AquaMax Extra and by the third day the boys were happy to get on with the job themselves. It has actually been awesome and we're so rapt that we changed!"

While he admits that it isn't always easy, Chris says he couldn't imagine continuing to push the business envelope with anyone else but Demi.

"We might have differing opinions on certain things but that's insignificant when compared against the common goal we have for where we want to take Corporate Autobody. At the end of the day, there is no one else I would trust more than Demi to do the job she does and vice versa!"

> Gaining plenty while losing '0'

Although the 604 tinter line is now obsolete, the great news is that the Paraglaze 64 system has replaced it and comes packed with extra features and benefits.

As long-term market favourite, like the 604 tinter line, can only really be replaced by an even better option and that is exactly what Protec has delivered thanks to the launch of Paraglaze 64. In basic terms, it is a premium quality, gloss only, two pack acrylic urethane coating system and one of the terrific new features is that it takes advantage of the colour capabilities of the excellent Paraglaze Tinter System. Indeed, the launch of Paraglaze 64 has seen a selection of new tinters added to the Paraglaze gloss range. The result is substantially upgraded capabilities when it comes to solid colours, as well as single layer mono-metallics that feature brighter and cleaner shades. What's more, access to PPG's sophisticated PAINTMANAGER® colour management software expands the colour capability even further.



As well as offering a database of Paraglaze 64 colour formulations, it lets users take advantage of PPG's advanced electronic colour matching

technology – the RAPIDMATCH® X-5 spectrophotometer.

Those actually applying Paraglaze 64 will be quick to see the improvements over the 604 tinter line, too, with highlights including the same mixing ratio, better coverage, faster drying time and superior final appearance and durability. Importantly, Paraglaze 64 was developed in Australia, specifically to suit the needs of this market and the harsh local conditions. This includes superior UV resistance, particularly when compared to most similar imported products.

Best of all, while Paraglaze 64 outperforms the 604 tinter line across a whole host of crucial areas, it is actually very competitively priced at a similar price point. Although the arrival of Paraglaze 64 signals the end of the 604 tinter line, this is a no compromise transition where the customer is the clear winner.

Note: The popular 606 line factory pack colours and clearcoats will continue to be available to order.

> Posters to the MAX

A selection of reproduction vintage MAXMEYER® posters is giving users of the brand even more to celebrate! In a relatively short space of time the MaxMeyer brand has made a dramatic impact on the Australian market and Protec has now followed on by also launching it in New Zealand. Although many customers have already heard of the brand's rich history and excellent reputation in Europe, others are totally new to the MaxMeyer family and are eager to learn more.

In fact, it was Max Meyer, himself, who founded Colorificio Italiano in Milan, Italy back in 1895 and he did it with one key commitment – to use advanced technology to develop innovative products which are simple-to-use, yet also enhance efficiency and profitability. In a sign of things to come, some of his very first customers were actually horse and buggy makers! Over the following 122 years, MaxMeyer has risen to the top of the international refinishing industry by staying true to its original philosophy and consistently producing state-of-the-art products, such as the AQUAMAX® Extra waterborne basecoat system.

Perhaps it shouldn't come as a surprise that many customers have developed a genuine affection for the brand. And, to help those users show their own customers the exceptional, high quality paint system they are using, Protec is making available a selection of special MaxMeyer posters. These are actual reproductions of vintage posters used by the company throughout more than a century of history which have been sized to fit into a

standard frame for wall mounting. To get one (or more!) of these special posters, simply talk to your Protec Territory Manager.

To learn more about the many advantages of using the MaxMeyer refinishing range go to www.protec.com.au or call the Protec customer service team on 1800 076 466.



> Tech Tips

With National Training Manager, Steve Falzon



Cleaning panels correctly

We all know that keeping the job scrupulously clean is one of the keys to a good paint job so cleaning panels is no place for shortcuts. Whether it's an existing panel or a new e-coat panel, there are simple steps which are essential to preparing a quality base for your paintwork.

On arrival in the paint shop, panels should first be cleaned with wax & grease remover, such as Protec Heavy Duty Wax & Grease Remover. However, as the name suggests, wax & grease remover is designed to remove things like silicone, oil, wax, tar, polish, grease, etc – it isn't the best option for removing organic type substances. As a result, you will need to clean the panel again with a 50:50 water-metho mix, such as ONECHOICE® SWX250 Water-Methylated Spirits Clean.

Tips and recommendation

- Depending on the temperature, these cleaners evaporates quite quickly so work on one area at a time (say, half a door) and, on hotter days, scale it back to quarter of a panel.
- Spray the area with cleaner and wipe it thoroughly with a clean cloth. Use a second clean cloth to wipe it dry and remove any residue.

- Naturally, it's important to replace cloths as they get dirty otherwise contaminants are simply rubbed back onto the surface.
- At the colour stage, repeat the two cleaning steps – wax & grease remover followed by water-metho cleaner.
- Try to keep your hands as clean as possible. In particular, wash them thoroughly after eating.
- During colour stage prep, it's a good idea to wear disposable gloves – they protect the skin and prevent recontamination of the surface with oils from your skin.

- If 'wet sanding', clean with water-metho afterwards as wax & grease remover often won't get rid of any dried sludge.
- Just because panels are new doesn't mean they don't need cleaning. Often, they have been handled by people and picked up contamination as they travel along the spare parts supply chain.



> High value spray equipment at Paint Powerhouse

Low cost doesn't always have to mean 'cheap and nasty' when buying tools. Choose carefully from a trusted supplier and there are real bargains to be found and for proof you need look no further than spray equipment brands, WORKQUIP and STAR. Now available at Paint Powerhouse stores, these two brands provide options to suit virtually any budget, from DIY users through to a value range aimed at professional painters.

For DIY users or for when the project doesn't justify spending big dollars or for any other reason, WORKQUIP has a solution. There is a whole selection of general purpose spray equipment which includes a gravity spray gun (featuring three nozzle sets in the pack – 1.4mm, 1.8mm and 2.5mm) and a suction spray gun (two nozzle sets in the pack – 1.8mm and 2.5mm), along with a 10 litre



pressure pot and three different hose lengths (2 metre, 10 metre and 15 metre).

The STAR range steps up to a high standard of workmanship and performance, yet with excellent affordability. For a suction spray gun, the STAR Classic is a great option. Light, well balanced and with high transfer efficiency, it's available in 1.5mm or 2mm setups and is ideal for applying anything from undercoat, enamel or glue to polyurethane and basecoat.

At the top of the STAR range is the New Century. Headlined by thoroughly modern design, these spray guns are available in two gravity versions (1.4mm and 2mm) and two pressure gun head versions (1mm and 1.2mm), complemented by a 2 litre pressure pot and hose. Feature for feature, New Century spray guns punch well above their price point and actually compare well to much more expensive guns. Each comes with a high standard of craftsmanship, including compact, lightweight design with a low atomising pressure to minimise overspray, and has been individually tested for terrific performance.

WORKQUIP and STAR products come with the peace-of-mind of a comprehensive warranty and full spare parts back up. Check the entire range out for yourself at your local Paint Powerhouse branch.



> The 'Advanced' way to prime plastics

With plastic components involved in a large percentage of collision repairs these days, Protec has moved to introduce an innovative, convenient and timesaving new product – SU4903 Advanced Plastic Bond. Part of the ONECHOICE® universal ancillary brand, SU4903 Advanced Plastic Bond is all about getting the job done quickly, with excellent quality and the potential to increase profit margin

Breakthrough, nano-adhesion technology ensures that just a single light coat is all that's required to grip plastic surfaces with a strength that's simply not possible using conventional primers. What's more, SU4903 Advanced Plastic Bond offers the ability to prime all commonly used automotive plastics. Its no-fuss aerosol packaging means there is no need to waste valuable labour time mixing product, then clean containers and a spray gun after application – just shake the can and apply. There is even more speed thanks to fast flash-off which requires just five minutes prior to topcoat application. Taking advantage of SUA4903 Advanced Plastic Bond is simple – it can be used with any of PROTEC® premium topcoat system, as well as AQUAMAX® Extra waterborne basecoat (part of the world-class MAXMEYER® range from Protec).



Make this your number OneChoice

As well as SU4903 Advanced Plastic Bond, Protec now offers a whole range of super-efficient OneChoice products. Now you too can take full advantage of the convenience and ease of use of OneChoice, without sacrificing quality and performance. For technicians in the workshop, convenience equals time saving and even a few minutes per job really adds up over the long term resulting in a worthwhile cut in a major bodyshop cost – labour! Check out the complete range and think of all the opportunities and tasks where OneChoice can contribute to your business efficiency.

1K Structural Repair Etch Primers

– A ground breaking range of seven different e-coat colours which offer a fast, convenient way to achieve a professional finish on structural repairs.

1K Structural Repair Clear

– When necessary, adds a glossier appearance to structural repairs.

1K Epoxy Rub-through Primers

– Comes in four spectral grey shades (G3, G5, G6 and G7), which make dealing with a frustrating rub-through a breeze. Simply spray the bare-metal area to quickly seal it off and prevent corrosion.



SXA860 Blending Thinner

– The fast, no mess, no fuss method of dealing with situations where a blend is unavoidable.

> Triple savings with STARTLINE®

Tack-rags and microfibre cloths are two of those high use workshop items that you would love to save a few dollars on. However, if that comes with a loss of productivity or quality it's simply not worth the risk. To make that change well worthwhile, the Startline brand has stepped in with a new Tack-Rag and Microfibre Cloth. Both come at the value-for-money price you have come to expect from Startline yet they definitely don't skimp when it comes to delivering reliable performance to get the job done day-in, day-out.

Although it is inexpensive, the Startline Tack-Rag has been thoroughly tested in local conditions to ensure it gives the type of results you'd expect from products with far higher sticker prices. The Startline Microfibre Cloth is another reliable, cost effective solution. Custom made for the

Startline brand, each measures 40cm X 40cm and features soft and luxurious 320g/m2 short

and long weave fibres. Being washable, you can use them, abuse them, then wash them and do it all over again!

In response to the widespread switch to waterborne paint technology, Startline has also released a new Waterborne Air Blower. This compact device features low noise level and an energy saving design which converts a low volume of compressed air into a flat, high velocity, high impact air stream. The result is excellent control thanks to the uniform distribution across the chosen area.



For details on the latest Startline product releases and up-to-date brand news or to find your nearest distributor, check out: www.startlineproducts.com.au