



dbnzcoatings
COVERED

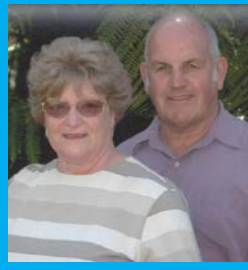
Spring/Summer 2022 Newsletter

Inside this issue....

2022 TRAINING
CALENDAR

TECH TIPS:
METAMERISM

AN ELEVATE
SUCCESS STORY



A business success, 40 Years & counting

Linkup Paint Supplies (Hamilton) has celebrated 40 Years in business at a special event that was held on July 2nd.

Linkup was founded by Allan and Joan Adamson (pictured above) and began trading on July 2, 1982. In her speech Joan Adamson opened with the following;

"Firstly I would like to acknowledge the VIP's, who are of course our awesome staff, we really want to say a huge thank you for your loyalty and hard work, you are the backbone of Linkup Paints. No matter what role you play you are part of the hub that makes the whole thing hum. So team, this is

a personal thank you for pulling together and for all your efforts in getting the work done. We couldn't operate without you. We will always appreciate you."

In the early days, Linkup was primarily a supplier of car paint products, but today Linkup offers a massive range of paint and related products to more or less every paint related sector.

Many industry people will remember Allan Adamson and the fantastic level of service he

provided that put Linkup firmly on the map.

Allan passed away 5 years ago, but he and Joan have left a strong legacy and business ethic, which remains today. Over the 40 years numerous members of the family have worked in the business and Linkup is managed by the family.



WIN



WIN a \$300.00 Petrol Voucher x4 to Give Away!

Simply answer the 3 questions overleaf, enter online, and be in to **WIN!**

DETAILS INSIDE >



Linkup Paints Hamilton customer service vehicle fleet



Our Brands





Product Focus

WaterBase 900+ Series Naturally Better



DeBeer Refinish brings you a simpler and smarter refinishing solution: the comprehensive **WaterBase 900+ Series** system. Easy to use and with stock simplified, its innovative approach meets the needs of today's advanced refinisher. Fully compatible components assure superior quality results with striking natural clarity and exceptional colour precision.

Save time, materials and energy with superb coverage and quick drying. Waste and pollution are countered by clever design and non-aggressive formulations. Trust **DeBeer** to make higher productivity and profits easy.

Experience the DeBeer Difference

Tech Tip

Metamerism

When matching a colour remember to match whenever possible in natural daylight.

Natural daylight contains an even mix of all visible radiation that the human eye can see, this even mix of light is what is needed to create an accurate colour match.

But be warned... not all light is equal, e.g.

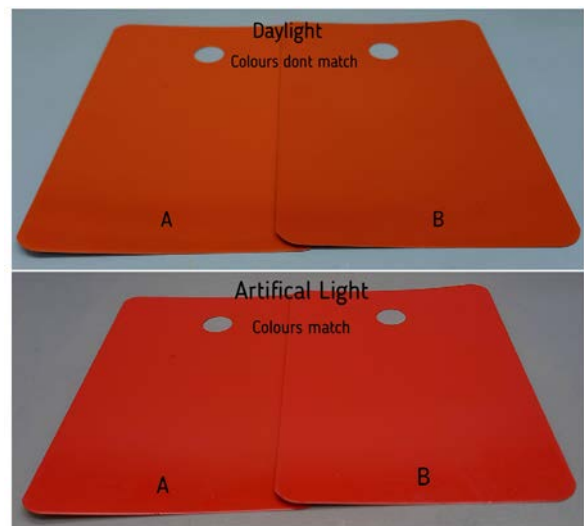
- Incandescent light (conventional light bulb) is heavily saturated in the yellow spectrum,
- fluorescent light is heavily saturated in the blue spectrum

Adding **"conflicting toners"** (toners that do not belong in your mix) to your colour while matching under these artificial light sources may/will create a match under that light source, but the colour will look completely different when viewed under a different source, such as natural daylight. This effect is known as **"Metamerism"** where standard or normal colours appear to change under different lighting.

On those winter days when there is little sunlight, or for whatever reason you can't access natural light use a **"Sun Gun light"** (an artificial light source which closely mimics natural daylight)

And if colour adjustment is required be sure to add toners from the formula you are (a) working with, or (b) are from the same side of the colour wheel your colour is based in.

Remember always make your colour assessment with a sprayout card that has been sprayed with a 2K clear. (Then add that card to your own ever growing colour library)



August- November 2022 DBNZ Training Calendar

DBNZ proudly offer specialised refinish industry training for those involved in the automotive painting industry, we run these courses throughout the year at our training facility in Hamilton. All our standard DeBeer and Valspar courses are ICAR approved.

UPCOMING COURSE DATES AT THE DBNZ TRAINING CENTRE IN HAMILTON.

DATE	COURSE
7-8th September	DNA Custom Paints
28-29th September	DeBeer 900 Waterbase ICAR
5-6th October	Valspar Industrial Mix
12-13th October	Training Day, TBA
19-20th October	DeBeer 500 Solvent ICAR
November	OECE Wood Coatings

Classes sizes limited to a maximum of **4 students**.

For further information contact Bruce Barnett **027 3999 021**

Contact your local DeBeer or Valspar distributor for more information, or call DBNZ on **07 847 0944** or contact us at info@dbnz.co.nz

ICAR I-CAR Points Training

DBNZ offer I-CAR approved training courses across our range of certified DeBeer Refinish courses.

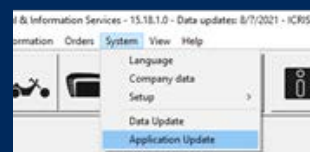
ICRIS NEWS!

If you are an ICRIS user, the latest version is 16.0.2.0. Update your ICRIS version to ensure you have the latest functionality.

Online ICRIS users can update their program by clicking on **System > Application Update**

ICRIS

Intelligent Colour Retrieval



Product Review —

Say Hi



New Team Member



Introducing **Kane Watson** as the new member of the DBNZ Automotive consultant team.

Solutions for wood professionals

OECE Italy wood coating responds to the creative challenges of artisans, architects, designers, and entrepreneurs by meeting all their artistic needs with innovative, high-quality solutions guaranteeing beautiful, hard-wearing surfaces.

OECE offers wood coating solutions that satisfy the most demanding requirements of professional applicators in countries all over the world.

From kitchens to doors, **OECE** offers the best finishes.

We offer a range of clear sealers, primers, stains, topcoats, and clear coats in both PU and WB finishes.

DBNZ counts with a colour lab where we can match any STD required colours for end-users.

We also offer an online colour database for customers and distributors to access and check over six hundred already formulated colours.

For any queries, if you would like to test our products, or to learn about our OECE wood coatings training sessions, please contact your nearest distributor.

For any wood coating necessities, **We've got NZ covered!**

Competition Results #2

'Covered' Autumn 2022 Newsletter Winners

We had a great number of entries and the Edition #2 prize winner is; **Liam from Peter Long Collision Repairs, Palmerston North.** Liam wins a Family Weber BBQ valued at **\$1,100.00!** Pictured below is Paul Donaldson from Complete Paints presenting the BBQ to Liam.



Enter our 'Covered' #3 Competition

Simply answer the 3 questions below & enter to

WIN a \$300.00 Petrol Voucher (x4 to Give Away)

Q1: What's the best light source to match a colour?

Q2: Where is OECE wood coatings from?

Q3: What type of paint system does Greenpark Panel and Paint use?

Enter on our website; www.dbnz.co.nz/covered

When entering, please include your full name, city/town & shop name. Spring Competition Drawn: 1st December. Winners notified direct.

PLUS: All entries go into an annual draw to win a holiday weekend (you must enter every Covered quarterly competition)

An **elevate** success story

Greenpark Panel and Paint

Greenpark Panel and Paint 1997 Ltd are a major repairer of Corporate, Fleet, and Electric vehicles, holding several manufacturer and insurance approvals. Greenpark Panel and Paint are a very busy repair business undertaking over 2,000 repair Jobs per annum.

In March 2022 Mike and Mel Kitson and business partner Adam Wilson decided to change their paint system to DeBeer 900+ waterborne refinish.

The **elevate** business services program was quickly identified as something that the Greenpark team would utilise as a business support package to help monitor their productive and fiscal targets.

"The **elevate** budgeting and review program provides maximum insight into our targets enabling us to make business decisions with confidence" says Mike.

"Along with the budgeting and the review programs and seminars, there are several other support areas within the Elevate program that also benefit our business".

Greenpark P&P are currently engaging in the **elevate elite Refinish Program**

The Elevate Elite Refinish Program is designed to bring the Refinish Centre to best in class by way of in shop measurable training programs that result in best practice efficiencies, procedures and production methods that improve the Refinish Centres KPI's, which are tracked through the Elevate Benchmarking Program with a focus on further improving profitability and shop culture.

elevate is a **DBNZ Coatings initiative**



DBNZ Service Program

elevate



In today's business environment, the industry sectors we operate in are changing rapidly, and with these changes we collectively as business operators also need to change.

elevate is a services program provided by DBNZ in-conjunction with our distributor network specifically for our customers.

Some examples of those services are business and management consultancy, paint shop process and procedures, staff training, etc, with services being provided by the DBNZ team and a range of professional contractors.

We hold regular **elevate** seminars that feature special guests, industry speakers, and interactive discussions designed to help you and your business.

Distributor Details

We've got
New Zealand
covered



SmartTrade
more rewarding all round

Whangarei Paint Centre
WHANGAREI
09 430 2414
www.wpcpaints.co.nz

Wairau Paint Centre
AUCKLAND
09 443 3430
www.wpcpaints.co.nz

Linkup Paints
AUCKLAND
09 262 2249
www.linkupauckland.co.nz

Linkup Paints
HAMILTON
07 847 0933
www.linkup.co.nz

Linkup Paints
TAURANGA
07 571 8921
www.linkupbop.co.nz

Linkup Paints
GISBORNE
06 863 0592
www.linkupbop.co.nz

Complete Paints
NAPIER
06 843 1122
www.completepaints.com

Complete Paints
PALMERSTON NORTH
06 652 0137
www.completepaints.com

Hardy Packaging
NEW PLYMOUTH
06 758 9036
www.hardypackaging.co.nz

Linkup Paints
WELLINGTON
04 586 4777
www.linkupwellington.co.nz

Guthrie Bowron
NELSON
03 548 1114

Guthrie Bowron
MOTUEKA
03 528 8986

Guthrie Bowron
GREYMOUTH
03 768 0998

Colour Connection
DUNEDIN
03 455 0988

DBNZ Coatings
07 847 0944
info@dbnz.co.nz

 DBNZ Coatings
www.dbnz.co.nz