



dbnzcoatings

COVERED

Autumn 2023 Newsletter

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2023 TRAINING
CALENDAR

TECH TIPS:
SPRAYGUN SETUP

AN ELEVATE
SUCCESS STORY



Introducing JOTUN to the DBNZ Family

Are your assets in direct need of corrosion protection? Do you require fire protection for your buildings or assets? Is your most prized yacht in need of some fouling protection? Or do you just require a fresh coat of paint on your factory or garage floor?

Whatever it may be, the Jotun of New Zealand team has you covered...

All of us at DBNZ Coatings NZ Ltd are proud to announce that we are the exclusive dealer for Jotun Paints Ltd in New Zealand.... A great selection of products in Protective Coatings, Marine Coatings and Intumescent coatings provides our team the ability to provide Taylor Made solutions to any projects you have.

The Jotun of NZ team are packed with plenty years of experience within the corrosion industry ready to take on any challenges you may have

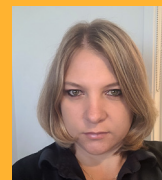
The Jotun of NZ team



Zander Olivier
Technical Sales
Manager



JJ Geldenhuys
Technical Sales
Representative



Elaine Broodryk
Customer Relations
Specialist

WIN

WIN a Stucchi ST1-P Turbine Dust Extractor valued at \$1,990.00

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

[DETAILS INSIDE >](#)



Jotun's next-generation SeaForce biocidal antifouling range, features products with Hydractive technology.

Our Brands



Product Focus

Valspar Industrial Mix PB500



A tintable DTM (direct to metal primer) 2K polyurethane primer with very good corrosion protection and adhesion properties, with both air-dry and force dry capabilities.

Add **20%** colour toner to **80%** PB500 binder to create a multitude-coloured primer options.

PB500 has also been successfully used as a clear DTM sealer coat.

This product can also be recommended for WOW applications on larger surfaces.

Tech Tip Spraygun Setup

Fluid Needle Setting

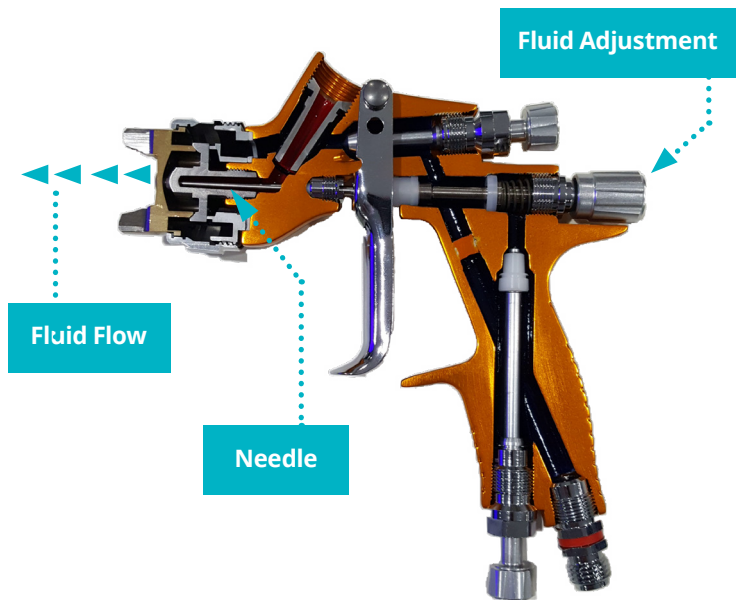
Setting the position of the fluid needle is one of the **crucial parts of the puzzle** in getting the right amount of wet paint from the gun to the panel.

The needle position when the trigger is pulled back will dictate how much paint will flow from the fluid nozzle, so if you are wanting to avoid issues like overloading, runs, sags etc **setting the needle before you apply will help avoid these faults** (along with a good application technique and air pressure)

In short, the further out you unwind the needle adjustment the more paint will flow from the nozzle, or the more you wind in the adjustment, you then restrict the flow.

Because gun brands will differ slightly in the amount of paint they will put out at any given setting (as well as fluid nozzle size) **there is no one setting for every gun**, but as starting point, wind the fluid adjustment completely in, then open it up 2.5 – 3 turns out.

From this point through a little trial and error you can find/adjust and set the best fluid needle setting for your gun that suits your application technique and which will give you the **best flow of paint to the panel.**



March - June 2023 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
8th-9th March	Valspar Industrial Mix (full)
22-23rd March	Colour & Application
19-20th April	Training Day (subject open)
10-11th May	DeBeer 900 Waterbase ICAR
24-25th May	DNA Custom Paints
14-15th June	DeBeer 500 Solvent ICAR
18-29th June	DeBeer 900 Waterbase ICAR

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 16.0.6. Update your ICRIS version to ensure you have the latest functionality.

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



valspar Product Review



Z777 Adhesion Promoter

Z777 is a water white clear adhesion promoter for basecoat clearcoat finishes. A solvent-based adhesion promoter that comes RFU (ready for use)

It is designed for application over suitably prepared OEM substrates, 2K topcoats or 2K primers to enhance topcoat adhesion and minimise surface preparation especially on those difficult hard to reach surfaces.



Substrates: Properly prepared OEM finishes.

Surface preparation: Follow normal basecoat clearcoat surface preparation.

Application: Apply 1 medium wet coat allowing 15 minutes before applying basecoat.

Packaging: 3.79 litre.



COVERED Newsletter update.

The last edition of the COVERED letter we chose to include a copy in the PanelTalk magazine.

As a result, we had **2,339** views of the newsletter through our DBNZ website –

what a fantastic result.

Competition Results #3

'Covered' Spring Summer 2022 Newsletter Winners

4 winners of the petrol vouchers;

Dave Gooch – Gisborne

Eden Schollum –

Allan Kellet P&P, Gisborne

Adam Jane-Rashleigh –

Auto Body Collision repairs, Tauranga

Upul Sanjewa –

Collision Connect, Tauranga

Enter our 'Covered' #4 Competition

Simply answer the 3 questions below & enter to

WIN a Stucchi ST1-P Turbine Dust Extractor

Q1: Can Valspar PB500 be used on large surfaces?

Q2: How many online views were there on the previous Newsletter?

Q3: Is it true that all spray guns use the same spraying setup?

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)

Valued at \$1,990.00



An **elevate** success story

Cameron Panelbeaters

When Colin Edwards joined Cameron Panelbeaters as partner and director in late 2022, one of the first things he did was to contact Phil Roff of **DBNZ** regarding his wish to engage in the **elevate business support program**.

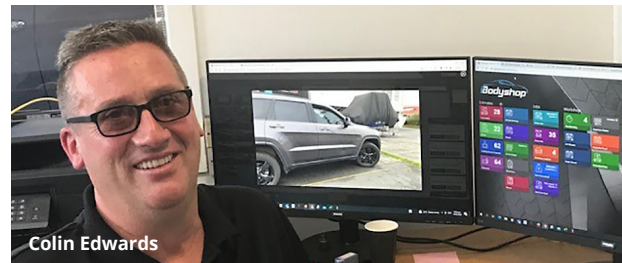
Colin has vast experience in managing several successful collision repair facilities and in the past has found the Elevate business support package invaluable to supporting and understanding his desired facility goals.

Phil Roff recently met with Colin to ask him various questions around his decision to seek the support and consultative services of the **elevate program**.

Q: What do you see as important knowledge to understand your business performance?

A: By engaging in Elevate, we are able to regularly measure our facilities performance. It is very important to me to have this support and consultations to be able to firstly measure, then massage our various profit centres to maintain a high level of productive efficiencies and hence profitability.

Colins quote of the day
"To manage, you have to measure"



Q: How do you set your goals and targets?

A: Phil and I have worked together to produce a budget for the financial year. This budget is set with clear goals for all areas of our business. Achieving these sales goals will give us clear net sales objectives.

Q: Why do you wish to attend the Elevate seminars

A: The day-to-day activities of running your business can mean that you become stuck in a silo mentality. Meeting with likeminded repairers gives me the opportunity to seek ideas and implement changes to my business in a meaningful way.

To find out more about the **elevate program** and services, please contact **Phil Roff** at DBNZ phil.roff@dbnz.co.nz

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

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www.dbnz.co.nz