

Indestructible 2017

Putting Chrome Usage in the Spotlight

With the use of hexavalent chrome (Chrome VI) highlighted in a wide range of manufacturing sectors, the development of alternative systems has been central to Indestructible Paint's thinking since the turn of the century.

Today, our knowledge represents a resource for all relevant customers, helping them to accommodate regulatory requirements such as those, for example, defined by the REACH regime whereby restrictions on chemical use need to be addressed against a specific time frame.

"As an upstream user of some 1000 chemical compounds, our products reach a wide range of user industries – notably aerospace – many of which feature Chrome VI within their structure," says John Bourke, Indestructible Paint's Global Sales Manager, "and as the sunset date nears, we are committed to helping customers meet the challenges this defines."

Indestructible Paint has taken a number of key steps in this regard including

- Involvement in key consortia related to the issue including CTAC and CCST which are seeking authorisation for continued use of chromium trioxide and chrome salts under tightly controlled conditions.
- The development of new chrome-free systems to replicate the

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John Bourke, Global Sales Manager

technical performance of products containing chrome – benefitting significantly from our highly regarded and innovative R & D laboratory.

- Developing close working relationships with chemical suppliers and individual customers to accommodate REACH requirements.
- Playing a central role in helping customers understand the needs and obligations of REACH and how they affect their production processing operations.

"Importantly, this is all available via our 'open door' policy for customers to enable optimum solutions to be worked on jointly," adds John Bourke

Dedicated Facility Optimises Production

We have focused on the creation of a dedicated facility at our Birmingham premises to address the needs associated with REACH and Chrome VI usage.

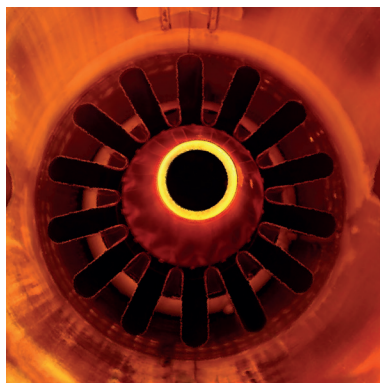
"We acquired a further building on our site some two years ago and have now transformed part of it into a dedicated Chrome VI manufacturing and packaging unit," says Brian Norton, Indestructible Paint's Managing Director. "The move ensures that all processes associated with production, packaging, testing and development are undertaken within a self-contained area, with packed products then safely stored in our warehouse for customer use."

This is an important development which is designed to minimise the



risk of contamination and is a further demonstration of Indestructible Paint's specialist capability and commitment to this important issue.

Colour-Therm Overview Now Complete



Indestructible Paint has completed an extensive rationalisation of the Colour-Therm range of thermochromic paints – with a re-evaluation designed to ensure the product choice fully matches user needs and, importantly, complies with all relevant standards, not least those defined by the REACH regulations.

“We have created a specialist Colour-Therm division that has enabled us to provide a highly-focused service in an area which can be central to both equipment performance and safety,” says Gary Payne, Indestructible Paint's Sales Executive for Colour-Therm.

Reversible and non-reversible options are available as either coating, sprays or adhesive labels and with more than a thousand product configurations possible.

“The Colour-Therm range is now an important part of our product list,” says Brian Norton, Indestructible Paint's Managing Director, “with the range structured to match customer needs while meeting appropriate regulatory requirements. With this transitional process now complete, we believe the Colour-Therm name will add to our reputation, which has always been based on developing and applying specialist performance coatings.”



Operational between 5°C and 360°C, typical uses range from the identification of temperature overrun on sensitive materials and tamper-proofing, to decorative use on consumer products.

“The material can either be applied by ourselves or, in many cases, by the end-user via a simple process,” continues John Bourke.

Proud Recognition Marks 50 Years Membership

Proud evidence of Indestructible Paint's longstanding success in the performance coating sector has now been noted with a prestigious long service achievement.

We are delighted that our Chairman, Doug Norton, has been recognised for 50 years' membership of the Oil and Colour Chemists' Association (OCCA) – with a commemorative award now planned to mark the occasion.



“While much has changed since the 1960's when I first entered the industry, I am a firm believer that the same business principles apply today,” he says. “Building long-term relationships with customers in terms of both technical skills and commercial integrity rank alongside a commitment to innovation and good old-fashioned hard work – they are all as important now as when I first arrived at Indestructible Paint.

“I am very grateful to the OCCA – and to all of my colleagues over the years who have made this recognition possible,” he concludes.

New Airbus Approval Lands

Indestructible Paint has been approved by Airbus for key fire protection coating systems, marking the latest in some 20 years of approval from many of the world's leading aerospace manufacturers.

“This achievement refers to our specialist IP9189A/B+IP3-0000 coating system which meets the requirements of the Airbus ABS 5941A standard,” says Brian Norton, Indestructible Paint's Managing Director. “It will provide fire protection on the latest Airbus A350 aircraft and is part of our recent development of intumescent paints that provide a high thermal barrier. Their performance is centred on the provision of extended fire resistance.”



The achievement is a culmination of a focused project that has seen Indestructible Paint's Research and Development laboratory work closely with Airbus technicians in Germany and adaptors in the UK. The development process included multiple specimen testing that involved factors such as leech assessment and humidity resistance.



Worldwide Capability with Ongoing Growth

Commitment to working closely with customers and to ongoing innovation – these have been the watchwords of Indestructible Paint's success since 1978. Our longstanding and extensive involvement in supplying performance paints and coatings to the highly demanding aerospace industry is, today, enhanced by activity in sectors as diverse as motorsport, shipbuilding and nuclear power generation.

"From our 120,000 sq. ft. facility in Birmingham, we ship to around 80 countries worldwide, with our agents and distributors then supplying many more from within their own regions," says Managing Director, Brian Norton. He points out that the company is able to respond to exact customer needs in terms of supply – from stockholding products for call-off to production that matches very small quantity orders.

"Our focus on research and development has always been the life blood of Indestructible Paint," adds Global Sales Manager, John Bourke. "We operate a dedicated in-house laboratory – including an applications development facility – alongside a training centre that helps to ensure customers optimise their products from both an effectiveness and compliance perspective."

The decades of experience that this represents means that there are always new product developments in the pipeline – each designed to

improve technical performance and/or accommodate changes in regulatory obligations.

"Our work in the field of Chrome VI replacement is a prime example," continues John Bourke, "with a series of 'CF' products now being added to our range."

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John Bourke, Global Sales Manager

Indestructible Paint is proud of its international track record and the continuous growth that has been achieved – an increase in turnover in the last 12 months of 12%, for example, pays testimony to this pattern. With support that includes on-demand data sheets in a choice of no less than 24 languages, Indestructible Paint has become a genuine 'one-stop shop' that delivers highly specialist solutions to a truly global market.

Opportunities in India in Sharp Focus

An excellent example of Indestructible Paint's commitment to developing and supporting its global network of agents and distributors has been seen in August in India. The company's Global Sales Manager, John Bourke, and Sales and Technology Mentor, Graham Armstrong, spent an intensive six days in the country with Indian distributor, Matcon – using the opportunity to enhance the excellent working relationship between our two companies while also visiting a number of Matcon's customers to discuss key needs and issues.

"There is no doubt that India continues to be a developing and exciting market for our range of protective paints and coatings," says John Bourke, "with a clear focus on industries that have long been central to our own capability and success. Aerospace and power generation are perhaps prime examples but Matcon's Managing Director, Dr. R Gopalakrishnan and his colleagues also brought other sectors such as radar manufacturing and the marine industry to the fore. It was a productive and enjoyable – if a little tiring, visit – and has opened many new areas for joint development."

Three parts of the country featured in the itinerary with the programme initiating in Matcon's home city of Bangalore. Here, visits to the aircraft and engine divisions of Hindustan Aeronautics Ltd. – where the subjects under discussion included chrome-free options – with International Aerospace Manufacturing Pvt Ltd, a joint venture between Rolls-Royce and HAL, also visited.

Further north in Vadodara, Gujarat province, Matcon arranged discussions with Siemens where the focus included the support that is provided by Indestructible Paint to help Matcon meet the most



stringent and specific customer needs.

Delhi was the final city to be included in the tour where meetings with National Thermal Power Cooperation included particular emphasis on erosion resistant coatings.

"The opportunity to meet with such a range of Matcon's customers was invaluable and allowed us to build a first-hand understanding of the objectives and requirements of major applications in India," adds Graham Armstrong. "This, alongside the chance to meet and work with Matcon's own staff – including the company's highly capable and enthusiastic spray teams, for example, was just as important.

"Overall, it has proven to be a useful and successful visit, and provided opportunities to build on the close working relationship we have developed to date with Matcon and the industries in which it operates."

Making an Exhibition Throughout 2018

Once again 2018 will see Indestructible Paint make the most of exhibition opportunities – both in the UK and worldwide – bringing our performance coatings systems and support services straight to a wide range of markets.

Building on show success in 2017, and highlighting both new product developments and the expertise of our research and development capability – particularly in the context of changing regulatory obligations – customers will be able to visit our stands next year at the following exhibitions:

- Dubai MRO – January 2018
- Singapore Air Show – February 2018
- Thermal Engineering Show, Derby – April 2018
- Surfair, Biarritz – May 2018
- Advanced Engineering Show, Birmingham – November 2018

We look forward to welcoming you all throughout 2018.

Stop Press!

We have been delighted to respond to a request from West Mercia Police Headquarters who are looking to adopt 15 telephone boxes to house defibrillators – all with an appropriate make-over.

“We have been asked to transform the traditional red colour into police blue which is a project we are very happy to undertake,” comments Managing Director, Brian Norton. “It is good to see the traditional road-side boxes being put to such an important and valuable use . . . and we had no hesitation in helping West Mercia Police with their enquiry!”



40 Indestructible Years



This coming summer will herald a landmark for Indestructible Paint in the arrival of their 40-year anniversary.

“We are delighted to be able to celebrate the business’s long standing service” says Brian Norton, Indestructible Paint’s Managing Director. He points out that the company would not be where it is today were it not for the hard work put in by the now Chairman, Doug Norton and all the staff who consistently strive to make it a success.

To mark the occasion a commemorative logo has been commissioned, seen here, which will feature on the company calendar.

New Website Goes Live

Indestructible Paint are thrilled to announce the re-launch of their website – www.indestructible.co.uk – with the emphasis on combining a wide range of information with a commitment to simplicity of use. The new look site is set to go live this autumn.

“The content and navigation have come under particular scrutiny during the website development and are now built around both the range of products that we offer and our support capability,” says John Bourke, Global Sales Manager. “The former is broken down in stages – by category and subcategory – to allow our visitors to ‘drill down, to find the exact solution to their needs” He goes on to explain the new website will also have a strong



emphasis on keeping visitors up to date with REACH & environmental legislation as well as current company news. Basic information is available to all site visitors while those that join the online member area will also be able to access additional details and material including technical data sheet downloads and a series of quotation and safety data sheet options.

