

Rockhard

THE INDESTRUCTIBLE PAINT NEWSLETTER

Mayor's Visit to Indestructible

Andy Street Is Invited By Doug Norton To Visit

Meet Our New Sales Team

Our Sales Team Is Growing!

International Trade!

Our International Work Continues To Be A Success!

WINTER 2019

NEWS

Book Your
Training Or
CPD Refresher
Courses

Matcon Wins Applicator Approval in India!

Indestructible Paint's authorised distributor in India, Matcon Pvt Ltd, has been approved as the applicator of the company's coatings for Hindustan Aeronautics Ltd.

Matcon's application division will have responsibility for the OEM and MRO painting of Hindustan's helicopters as part of a three-year contract running from 2019 to 2022.

The official recognition is a direct result of the company's detailed training by Indestructible Paint, which took place at the company's own facilities in Bangalore. Indestructible and Matcon have enjoyed a long business partnership, one which runs to some 25 years of business co-operation.



Indestructible's Graham Armstrong training the Matcon Team in application

Mayor's Visit to Indestructible

Indestructible Paint, the leading West Midlands-based producer of aerospace and industrial coatings, played host to Andy Street, the Mayor of the West Midlands, at the invitation of the company's chairman, Doug Norton.

During the course of the mayor's visit, Mr Norton described how Indestructible Paint has continued to grow within its core sector of aerospace engineering, while at the same time is pursuing further exploration and developments for business links and opportunities in other areas associated with the wider paint and coatings sector, particularly in applications such as defence systems, rail and marine end-uses.

As part of his visit to Indestructible Paint, there was an opportunity for the mayor to learn about the company's rapid renovation and return to business as usual following a serious flood at the firm's Sparkhill premises in May 2018. Recovery from the flood was just one of many topics on a far-reaching discussion of issues that affect the local business community.



Indestructible Managing Director Brian Norton with Andy Street



Andy Street spraying parts at Indestructible



(L-R) Brian Norton, Andy Street, Doug Norton, Steve Salter

Meet our New and Growing Sales Team!

Indestructible Paint has recently been building a new sales team and has four new account managers in place. The new account managers are Tanisha Adams, Leeanne Walker, Claire Carter and Kirsty Worthington.

The account managers support an external sales team that is overseen by John Bourke, who is Indestructible Paint's global sales manager.

Graham Armstrong, who has 51 years' experience in the industry, possesses the broadest technical knowledge of the company's specialist and high-end product portfolio. Gary Payne looks after international sales throughout the UK, EU and USA, while Dan Allum is responsible for the company's technical services. Mike Booth has also recently joined Indestructible Paint and will be assisting the company in moving into the rail coatings sector. Mike had previously served this segment of industry for 23 years at E Wood.



Internal Sales Team (L-R) Leeanne Walker, Claire Carter, Kirsty Worthington, Tanisha Adams



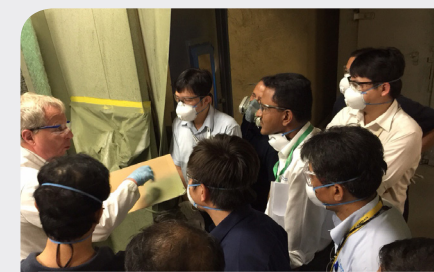
External Sales Team (L-R) Dan Allum, John Bourke, Brian Norton, Mike Booth, Graham Armstrong, Gary Payne, Jon Niblett

Indestructible Paint's Training and CPD Refresher Courses

Indestructible Paint offers training courses for all of its clients and ideally these are carried out in-house at our clients' facilities around the world. We have trained customers in the application of our coatings at premises in the UAE, Singapore, India, USA, Canada and Japan. Our clients most frequently approach us for training in the areas of aerospace and general industrial application. Most prefer the courses to be conducted at their own organisations, so that specific issues on their components can be discussed and addressed.

We are already looking forward to serving our customers with training courses booked in the UK and Far East for 2020.

Did you know that as well as training courses we can also offer refresher courses for applicators which count towards the continuous professional development (CPD) of your staff? Indestructible Paint can offer courses tailored to your own company's requirements, in the sectors of aerospace, automotive OEM and general industrial finishing and also in high-end and high-tech applications such as motorsport.



Applicator training at major client in Singapore



To arrange a training or CPD refresher course, please contact

Kirsty Worthington on
T: +44 (0)121 702 1500,
or email kirsty@indestructible.co.uk

New Additions to Indestructible Paint's Product Range

IPstrip-500

Highly effective water based, thickened / gelled paint remover which is user / environmentally friendly as it is non-toxic and biodegradable.

Containing aromatic alcohols, citrus terpenes, amines and wax odour retardants. IPstrip 500 also offers very low VOC emissions, is non-ozone depleting and is not regulated by authorities for transport, storage or health and safety. IPstrip 500 is safe for use on most metal components including steel and aluminium. It can also be used for stripping plastics and composites.

The stripper can be processed at ambient temperature, making it very economical in use. The viscous formula also makes the product suitable for vertical surfaces, where it ensures a longer contact time to the area requiring stripping.



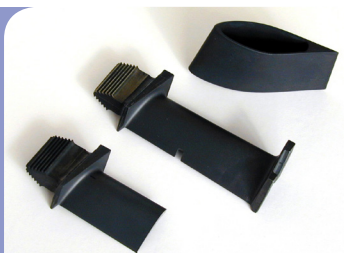
The above pictures show the effect of IPstrip 500 when applied to an aluminium panel, coated with IP9064-5380-R1 2 pack epoxy, to a thickness of 50 microns, which was fully oven cured prior to stripping



CFIPAL

Chrome free IPal diffusion coating.

Sample material is currently under test with numerous aerospace customers.



Def Stan 80-225 Range

A new range of material developed to replace Defence Standard 80-206, 207, 208 and 209.

This is a multi-component low VOC coating available as matt IRR and Non-IRR chemical agent resistant (CARC) finish.

Suitable for Military Vehicles and Non-Flight Equipment.

Our IPLV coating system meets the requirements of Def Stan 80-225. Supplied as a range of two component Primer system meeting Type 1 (Ferrous) or Type 2 (Non-Ferrous) substrate protection requirements.



IPHT Range

Coating range formulated for air drying and low temperature curing to provide a high temperature and weather resistant coating. This system is designed for use in environments where curing at ambient temperatures, or where curing temperatures no higher than 80°C are the only possible curing mechanism. Designed for use as a stand-alone metal protection, with thermal barrier type coatings in extreme stressed areas to provide appropriate colour for routine finishing and marking.

48CU Gloss/Matt

High performance 2 pack low VOC lacquer, for use on non-ferrous metals (brass and copper).

Excellent hardness, chemical resistance, flexibility, gloss retention and exterior weathering.

Suitable for use on items where cold or low temperature cure is a necessity, and high performance of the finish is required.

Typically applied by spray but can be brushed in small areas.

Rail Coatings

Indestructible now supply coatings within the rail industry.

Products and ranges include the following:

RW-Thin-R1: Rail grade thinner / cleaner
RW1757: Air drying anti-corrosive primer
RWIP3000: 2-part intumescent chemical resistant coating
RWIP120: 2 pack epoxy primer finish
RWIP530019: 2 pack high build primer filler
RWIP48000: 2 pack low VOC polyurethane spraying finishes
Paint Strippers



Pre-Measured Packaging for Touch Up Application

COMING SOON

Small packaging touch-up kits to suit the needs of the user.

Burst Seal Packs: 2 component products to be separated using a 'burst seal'. Burst the seal to mix the product, which is then ready for use.

Floater Cup: Plastic bottle with the Catalyst inserted within the base material. Open the bottle, pour the Catalyst into the paint, shake to mix then use.

Benefits:

- Less waste
- Measured to the correct ratio
- Quick and easy to use
- Saves money
- No contamination
- No scales or measuring equipment needed

Colour Fan Deck

NEW

Fan decks including the following colour specifications:

RAL: Colour 4-digit references available, which consists of approx. 200 colours.
BS381C: Colour 3-digit references, particularly for military and aerospace use.
BS4800: Specifies colours of paint for building and construction use.



International Trade

Throughout all of 2019 the company has continued its worldwide endeavours in search of potential sales leads outside the United Kingdom. Taking into account the complexities of the trading arrangements within Europe, our sales team has continued to work ever-more closely with Indestructible's authorised distributors in France and Germany to ensure continuity of supply.

As a result of our overseas searches, we have identified some very sizeable potential business within China. In conjunction with the Shanghai-based team from the Department for International Trade, a trade mission was undertaken earlier in the year to visit numerous major aerospace manufacturers in China. As things stand, there are ongoing discussions and further meetings planned for the coming months with a view to co-operation with these companies on certain key technology developments.

Further still, in addition to the company's new leads in China, the sales team has visited the United Arab Emirates where it has identified potential new business leads for Indestructible Paint's Ipcote range of sacrificial coatings which may be applied in areas such as power generation turbines as part of their regular maintenance routine.



With Ginger and Joanna of DIT China office at COMAC facility in Shanghai



Conference with new Ipote applicator in Yixing China

Delivery & Despatch News

Indestructible Paint has recently invested in a new and more capacious van to better serve the company's delivery needs throughout specific regions of the UK. The new van boasts the company's distinctive blue and white livery. Our driver possesses an ADR licence to ensure the correct and safe transportation and delivery of all of the materials that we supply, every time.

All of our warehouse and despatch team are trained in the packaging and handling of hazardous materials to enable rapid delivery and shorter lead times, especially for our overseas customers, where it is imperative that all materials are correctly packaged, labelled and sent replete with all the necessary paperwork for transportation by air, road and sea.



Driver James Hallahan with new company van



Stephen Madourie packing an export order in preparation for despatch

Indestructible Paint Appoints Mike Booth to Sales Team



Indestructible Paint recently appointed Mike Booth as Regional Sales Co-ordinator and he is already playing a key role as part of the company's new sales team. Mike will be responsible for helping to diversify and develop Indestructible Paint's activities in the rail and rail engineering sectors (rolling stock, civil applications and underground sub-segments).

The company sees great potential in drawing on Mike's 23 years of service to the rail sector at E Wood.

Indestructible is looking at ways to adapt and develop formulations and technologies from its aerospace coatings portfolio for use in the sector, viewing its greater participation in the global rail

Indestructible Paint's Operation's Director attended Royal Garden Party

Mr Alan Norton, Operation's Director of Indestructible Paint, recently attended a royal garden party at Buckingham Palace. He was nominated to attend the event for his work in helping the Department of Business, Energy and Industrial Strategy as part of the EU Exit and Analysis Group. The garden party, which took place on 21st May 2019, was attended by Her Majesty The Queen, The Duke and Duchess of Cambridge (William and Catherine), The Duke of Kent and other royal invitees. Mr Norton attended the event with his partner, Alison Rose.

The garden party saw 7,000 guests enjoy pots of tea and a superb light finger buffet on the extensive lawns of Buckingham Palace.



Operations Director Alan Norton



Operations Director and partner Alison Rose in the Buckingham Palace Gardens

Indestructible Welcomes South American Visitors To Sparkhill

As part of its commitment to client technical training and product support, during September Indestructible welcomed three engineers from a new South American Client to the facility in Sparkhill, Birmingham.

The client is shortly to commence production of a complex aerospace component, which will see use Worldwide in aero engine applications. The specification for the part calls up products from the Indestructible range, specifically IP9064-6362 epoxy anti-corrosive primer and IP6-9000 polyurethane gloss black finish. To ensure the products are applied correctly, and that the tightly controlled film thicknesses are achieved, the client engaged the resources of the Indestructible technical service team.

During the visit to the Indestructible headquarters in Birmingham, the engineers saw first-hand the application of the epoxy primer and polyurethane finish onto an

example of the complex component, to include viewing the coating application by Jon Niblett from the technical service team.

Production of these components will commence shortly in Brazil. The Indestructible products will be supplied via the authorised distributor for The Americas, Indestructible Paint Inc based in Connecticut USA.



Product training in the Applications Facility



Dan Allum and Jon Niblett with the clients and a coated component