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INCORPORATING THE PAINTING & DECORATING JOURNAL

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**The National
Painting & Decorating Show**
Nov 26th - Nov 27th 2019

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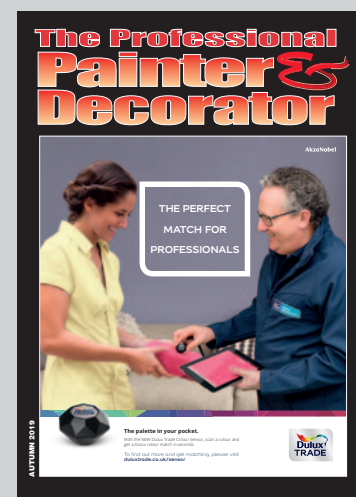
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Crown Decorating Centres offer mates' rates

Crown Decorating Centres is rewarding customers with £50 when they recommend a friend to open an account, thanks to its Great Mate Money Maker offer.

The nationwide network of stores provides a one-stop shop for both professional decorators and the public, and is rewarding existing account customers with a £50 credit when a friend signs up and spends £100 in store.

To claim the reward, account customers simply need to call into their local store and pick up a leaflet, fill in their details and pass it to a friend, family member or colleague to take with them when they next visit a Crown Decorating Centre and open an account. As soon as the new account holder spends £100 in store, the recommending customer's account will be credited with £50. The scheme will run throughout the year, and there's no limit on how many customers can be recommended, as long as they don't already have an account with Crown Decorating Centres.

Brush Mate

Cheshire based business Brush Mate, has unveiled new branding for their Trade 20 and Trade 4+ wet paint brush storage range. Having been a workplace essential with painters and decorators for over 50 years it was ready for a makeover, along with the rebranding, the Trade 20 metal lid is now back to its recognisable Brush Mate orange! The Trade 20 and Trade 4+ are for storing wet gloss and varnish brushes. Using a vapour system, they keep brushes soft and pliable – ready for immediate re-use hours, days or even months later.



AkzoNobel launches recycled paint

AkzoNobel has become the first major manufacturer to launch recycled paint, in partnership in the UK with resource management experts Veolia.

Under the Dulux Trade brand, and called Evolve, the matt emulsion is made from the waste of other people's paint tins in a bid to reduce the amount that goes to landfill.

Once any leftover white paint has been reclaimed, it is sorted, filtered and refined by Veolia. It's then re-engineered with new paint by AkzoNobel and tested extensively to ensure that every tin meets the standards expected from Dulux Trade. The final product contains 35% recycled paint.

Dulux Trade announces 2020 Colour of the Year

Dulux Trade has revealed its Colour of the Year for 2020 as Tranquil Dawn™, described as a natural yet contemporary colour, reflective of a need to disconnect from technology, make time for human connections and bring the outside inside, which makes it the perfect backdrop for a wide variety of customer projects.

Four supporting trend palettes show how Tranquil Dawn™ can be used to decorate rooms in colour schemes which reflect what homeowners want in the year ahead, with subtle and peaceful colours that allow decorators to discuss a wide range of interior styles.

Colour of the Year is part of the ongoing commitment Dulux Trade makes to investing in colour and the future of paint and coatings. It forms part of the promise the brand makes to the professional decorator and comes as the manufacturer has launched the Dulux Trade Colour Sensor, a bespoke scanner allowing decorators to match the colour of multiple surfaces to Dulux Trade paint on the job.



It's BLUE-ish,
 SKY-BLUE-ish
 but, NOT as LIGHT
 as SKY BLUE. It's
 MORE blue-ish
 than That. Blue-
 ish & like THE SEA,
 ACTUALLY...
 BUT NOT that
 DEEP SEA dark-
 blue-ish. It's
 SHALLOW-sea-
 blue a thing??
 Yeh, MORE
 SHALLOW-SEA-
 blue-ish YOU KNOW
 WHAT I MEAN?

=

51
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 82
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Combo wins



Vauxhall's Combo Cargo was named Small Van of the Year in the 2019 Commercial Fleet Awards. The Commercial Fleet Awards recognise and celebrate the contributions of outstanding individuals, companies and manufacturers within the commercial fleet industry. The Combo Cargo was acclaimed by a carefully-selected judging panel, comprising members of commercial fleet's editorial team, in addition to fleet managers and representatives of the industry's most important business. Vauxhall was also a finalist in the Van Manufacturer of the Year category. The Combo Cargo is available in numerous variants, including short- or long-wheelbase, plus a spacious five-seater crew cab with two sliding doors as standard. The load area is wide enough to load up to two Euro pallets – even in the standard wheelbase version. And extremely long items such as pipes and wooden planks can be stowed at an angle thanks to the optional roof hatch.

RGB donation to help young people learn a trade

Cornwall-based Transferable Skills Training has been voted as the winner of RGB Building Supplies' 30th Well Built Community Fund, and now has £1,000 to spend at its Launceston branch.

The charity received the most votes following a public poll, where it was up against Perranarworthal-based Boot Up Outdoor Learning and Construction Futures Devon in Exeter. Transferable Skills Training (TST) has been providing vocational education and training for vulnerable young people and adults since 2004. It specialises in helping individuals who have struggled in mainstream education to learn skills linked to jobs available in the South West. For over eight years, TST has provided construction skills training, where young people gain a Level 1 or 2 qualification. In addition, they receive a CSCS card.

Dulux Decorator Centre expands specialist product range

The trade now has access to specialist products from brands including Dulux Trade, Zinsser, Bedec, Coo-Var and Blackfriar, so Dulux Decorator Centre customers can take on any job from waterproofing to anti-slip flooring and anti-condensation painting.

The new specialist range additions include:

- Zinsser Cover Stain Aerosol; dries quickly and provides outstanding stain killing and undercoating
- Zinsser Watertite waterproofing paint; guaranteed to keep water out and can be applied to dry, damp or wet surfaces
- Coo-Var Anti-Condensation paint; a white paint that helps prevent the formation of condensation on walls and ceilings
- Coo-Var Anti-slip Acrylic Floor paint; provides a durable and hard wearing surface with an anti slip finish
- Bedec Multi Surface paint; for internal or external use, self-priming and self-undercoating, it takes the thinking out of painting
- Blackfriar Polyurethane Floor paint; protects and transforms floors with an attractive, hard wearing finish.

Packexe's first top prize!

Packexe delivered the first £1000 TUI gift card, one of the 10 top prizes up for grabs in their Unroll for Gold competition.

Joe Burgess, a trade worker from London, has been a Packexe customer for over five years. When asked how it felt to be a winner Joe replied "Fantastic! I've never won anything before."

Daisy Chain Large from the Layla Faye wallpaper collection

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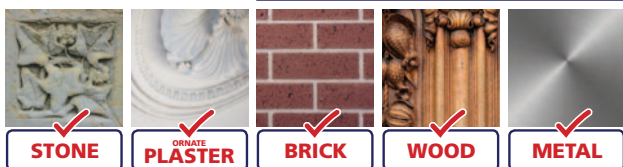
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* Environmental claim compares to shot blasting, abrasion and heat guns where toxic paint particles can be released into the environment.

Crown Trade delivers care package



A supported living home in Norfolk has been refreshed using products from Crown Trade's range in a bespoke colour scheme devised for the project by Crown's colour consultants. Saffron Housing Trust's in-house repairs and maintenance team repainted 20 en-suite bedrooms, the living room and

dining area, as well as the corridors and stairwells at Grays Fair Court in New Costessey, near Norwich.

As the building remained in use by customers and staff throughout, the painting had to be carried out sensitively with the team working carefully around customers over a period of several months. Crown Trade's premium water-based products including Clean Extreme and Fastflow as well as its range of fire retardant Timonox products proved ideal for the project as, being quick drying and low odour, they helped limit disruption for customers, staff and visitors.

Colour was a key part of the brief to create a space where residents would feel at home but as Crown Trade's Clean Extreme, Fastflow and Timonox products are all available in a wide range of tintable shades, there was no need to compromise on performance when specifying the right colour.

Crown's in-house colour experts worked closely with Saffron to devise a colour scheme drawing on bright, bold colours including deep purples, pinks and oranges in different areas and each combined with a complementary neutral shade. The scheme specified different core colours for each corridor and stairwell to assist with wayfinding and help residents who may struggle with navigating their way around the building, especially for those suffering from dementia.

Crown Trade's Clean Extreme Stain Resistant Scrubbable Matt was applied to the walls and ceilings of the bedrooms and living areas at Grays Fair Court. With a Class 1 rating on the ISO11998 testing method, Clean Extreme is scrub resistant up to 10,000 scrubs, meaning the paint surface won't start to deteriorate - even with a regular and intensive cleaning regime. As well as being easy-to-clean and highly durable it will also resist a variety of common household stains and to retain its 'just decorated' look for much longer than a traditional matt.

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SCAN
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INFO



White Marble

Cait is decorative painter working throughout UK and teaching from her studio in Perth, Scotland. You can see her work and connect with her on social media; Twitter and Instagram - @paintycait or Facebook - <https://www.facebook.com/carteblanchedecorativepainters>



You will often see White Marble referred to as Carrara, and yet there isn't so much true Carrara marble these days and there's many a rogue Chinese or even Venezuelan Carrara (that's a wee joke for the baseball aficionados). Carrara was the favoured marble for sculptors and the best has hardly any markings and is far from being perfectly white.

My thought this season was to go back to basics, but hand painted white marble is hard is often over-worked and made too busy, when in fact many white marbles are very soft and indistinct. I find it hard to be restrained, in more ways than one. So maybe it's not as basic after all.

The colours I now use are my own preference ...in white marble there are warm greys, cool greys, black greys, blue greys and brownish yellow tones and I've found this palette works well for me but the traditional palette is zinc white, ivory black, ultramarine, yellow ochre and raw umber.

Sand your basecoat and tack rag. Apply a thin coat of Glaze 1 adding white, this glaze tends to ciss a little but don't worry. On a palette have the colours arranged in a circle so you can draw colour in and create variety. Add a little amount of Glaze 1 in the middle of the palette and draw in a little Van Dyke, Paynes Gray and White till you have a pleasing grey. Dab a

damp sea sponge into the colour and then print onto the surface a pattern that will be the underlying basis of your composition. When that colour runs out mix more... maybe adding a little black this time, and next time a little more Paynes Gray and so on. Work in manageable areas and try to get variety. Soften with a hog's hair softener keeping the softener perpendicular to the surface. This should still be quite wet, and at this point rag the surface and soften again. You should have at the end of this a softly mottled underlying texture as shown in image 1.

Once dry apply a very thin coat of Glaze 2, giving you a little more open time and slip. Using a lining tool mix a nice soft grey using your palette colours and start laying in some underlying structure. Think about the composition and start to lay in your key veins. Don't get too hung up on technique at this point as these veins are going to be knocked right back, work freely and don't worry if they are a bit wide or cumbersome. Again, work in a manageable area because you don't want this to dry up. Blot them gently with a cotton rag and

2



then soften a little vigorously with the hog's hair softener. If they are still bold stipple them or break them up with a sponge or cloth and soften again leaving you with image 2.

At this stage your veining from the same palette needs to become more accurate and you are creating veins that will be obvious. Blot any very wet veins and soften this time with the badger and in a more controlled way. If they are too bold or fuzzy use your paint shapers to cut into these or tidy them up. This should leave you with finish like image 3.

Finally take only black and just start dotting in where you want the eye to be drawn to. In this way you can emphasise a key vein and sharpen up the composition resulting in image 4.

I can heartily recommend Benjamin Moore Stays Clear Gloss. Fabulous varnish.

Basecoat -

Chantilly Lace (BM OC-65)

Glaze 1

Matt Medium thinned 1:1 with water

Glaze 2

Fusion Glaze/ Polyvine Scumble
Artist's Acrylic Colours –
Carbon Black,
Vandyke Brown,
Paynes Gray,
Titanium White

Tools

laying on brush,
hogs hair softener,
badger softener,
lining brush (Pro Arte Prolene 103
size 5 is my one),
sea sponge,
cotton lint free rag, paint shapers

3



4



WernerCo launches bucket load of fall protection



Already specialists in the USA and Australia for fall protection kits, this is the first range of its kind from WernerCo for the UK market. The range provides a complete solution to keep anyone working at height safe and comfortable.

The Werner Work Restraint Kit comes complete with a one-point harness and fixed length 1.8m lanyard, which is designed to keep the user at a safe distance from an exposed edge to prevent a fall from occurring. The one-point harness has adjustable leg and chest straps and the sub-pelvic strap reduces suspension trauma by allowing the user to move into a seated position in the event of a fall. The 1.8m fixed length lanyard eliminates adjustment buckle slippage and ensures the user stays within the designated work area. This kit is designed for anyone who spends long hours working at height in fixed positions on flat roofs, fragile surfaces and mobile elevating work platforms.

The Werner Fall Arrest Kit has a two-point harness and 2m shock-absorbing fall arrest lanyard. With a fully adjustable chest, shoulder and leg webbing straps for a comfortable fit, the sub-pelvic strap will reduce suspension trauma whilst providing maximum support in the event of a fall. The rear dorsal D ring is designed to keep the user in their harness in the event of a backwards fall whilst the front anchor enables connection with the front facing rope lifeline and rescue systems. The 2m shock-absorbing lanyard will

WernerCo has launched a new range of fall protection equipment designed to protect workers in high-risk environments from falls and fall-related injuries. The new collection can be purchased as a complete set supplied in a waterproof bucket or individual products.

reduce impact in the event of a fall and with heavy duty scaffold hooks and snap hook connectors, the 2m lanyard ensures the user is always safely connected to the harness and an anchor point around the work area. This kit will provide maximum support in the event of a fall for anyone working on flat roofs, scaffold systems, exposed edges and fragile surfaces.

The Werner Construction Workers Kit comes complete with all the components for a safe fall protection system in a variety of environments for a range of applications. The 2.5m self-retracting lifeline allows more freedom of movement around the jobsite whilst providing safe, reliable protection for workers. The lifeline extends and retracts

automatically during typical use and a brake will activate in the event of a fall, stopping the user within a short distance and limiting fall arrest forces. While the webbing is protected thanks to the resistant plastic housing, the lifeline's 360° swivel coupler and steel karabiner ensure easy and comfortable manoeuvrability whilst working at height. The kit also includes a 1.5m web anchorage sling which can be attached around beams and other structures and is ideal for anyone working on flat roofs, scaffold systems, exposed edges, fragile surfaces and construction site steelwork.

All harnesses are certified to EN361:2002 and feature stitching patterns that indicate post fall condition and aid equipment inspection before use. All metal buckles are zinc passivated to prevent rusting and deterioration of webbing material. The lanyards are also made from high visibility polyester with heavy duty stitching and reinforced loops to eliminate wear and tear.

Each kit is supplied in a handy colour coded waterproof bucket that keeps all components safe from damage and allows for easy storage and transportation. In addition to the four complete fall arrest kits, the individual components can also be purchased separately.

To find out more information on the range of access solutions from WernerCo, visit www.wernerco.com/eu



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Tools for the toughest demands

Take the guesswork out of exterior paint work



Unexpected problems, incorrect calculations, the unpredictable British weather can make exterior painting projects tricky to keep on track but with a little inside knowledge, working outside can be a breeze. Sharon Smith, brand manager from Sandtex Trade discusses some of the most common issues professional painters can face on external jobs.



When time is money, professional painters are aware that it's important to know exactly what to look for when quoting for an exterior painting job. Pricing up jobs requires quick-thinking which is why having a checklist of considerations can be very handy, particularly for those who are just starting out in the industry.

Check

The first thing to do is take a good look at the condition of the building you are planning to paint. Cracks and mould growth may be visible but other problems, such as an unstable paint surface might be harder to spot. If the surface feels dusty then it will need to be treated with a stabilising solution. Not only should you take into account what work needs to be done and the products you will need, but also the time it will take – cracks will need to be filled and sanded, but it's important to recognise the difference between hairline cracks, which are easy to cover, and larger cracks caused by structural movement which could indicate a bigger problem. Taking time to match the type of filler used to the surrounding area, such as choosing a textured finish, will also

help minimise any unsightly patches.

Calculate

Working out how much paint you need depends on a number of factors, including how many doors and windows there are, but a simple way to calculate quantities is to measure the length of each elevation and multiply it by the height. This will give you the square metre area. For doors and windows, do the same then subtract this area from the total wall to calculate the total square metres to be painted.

However heavily textured substrates, such as pebbledash or roughcast render, can require extra paint – and time. You may need to increase your paint calculations by a half or up to two-thirds. If in doubt, it's always better to over-purchase and then return any unopened cans, or save them for another job, than risk running out of paint halfway through.

As textured surfaces can be difficult to paint over, it's important to get a good level of coverage on the first coat and maintain a methodical approach throughout so that areas don't appear patchy. Depending on

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the size of the area, applying the paint with a long pile roller and using a brush to get into the smaller gaps is an effective method or some may prefer to use a paint sprayer. It's worth remembering that spraying can be problematic in inclement weather though, not only in terms of rain washing away the paint but strong winds blowing the paint in a direction that could cause damage to properties nearby.

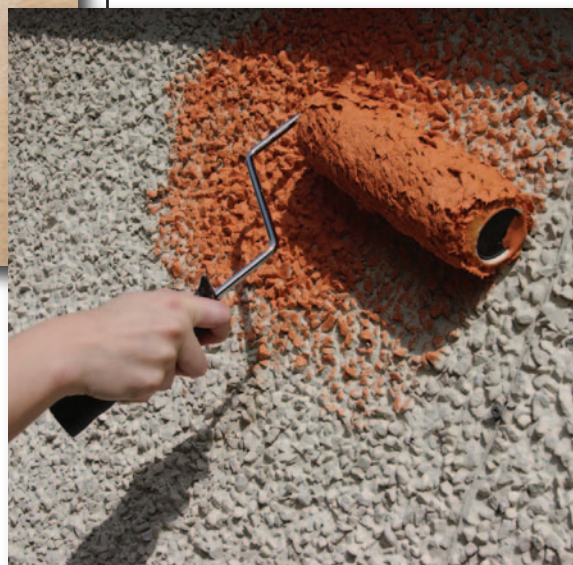
Choose

Your local merchant or decorating centre will be happy to help you pick the correct product for your job but for most projects where the masonry is in good condition, a

smooth masonry paint is well suited for use on large areas, with textured masonry paint helping to hide imperfections on uneven surfaces. For buildings in exposed areas or that require long term protection from weathering, pollution and dirt, a product such as Sandtex Trade's X-Treme Exposure provides the ideal solution.

Also make sure to check how long after application your chosen paint product will be rain proof, as an unexpected downpour can be disastrous to freshly applied paint and can be a costly mistake to rectify. Choosing

a quick-drying masonry paint is therefore essential and for chillier, more challenging conditions, Sandtex's Trade's 365 All Weather



Smooth Masonry paint has been specifically developed to be resistant to showers after just 20 minutes.

For more information and to find your nearest stockist, please email info@sandtextrade.co.uk, call 0330 024 0302 or visit www.sandtextrade.co.uk



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Working at height?

Be safe, not sorry!

From time to time, working at height is all part of the job for professional decorators. But it can pose serious risks if the correct approaches are not taken in advance.

Fatigue, over-reaching, using the wrong equipment for the work at hand, or using badly maintained equipment can lead to unnecessary discomfort while working at height, and even falls and serious injury. Why take a risk on your long-term health and capacity to work when manufacturers and suppliers continue to develop innovative products, equipment and systems designed to keep decorators safe?

As working at height is mainly about risk avoidance, pros should always opt for reputable manufacturers, and equipment that complies with current health and safety regulations.

Get a Grip and stay safe

That's the message from Slip2Grip Limited. Ladders remain the major cause of accidents worldwide involving falls from height. Around 40% of fatal falls over the last decade in the UK have involved a ladder, the company points out, mainly because ladders are prone to slipping.

Its solution is Ladder Grip, designed to improve ladder stability by up to 350%. While most devices secure the ladder's feet, Ladder Grips fix the top of the ladder: with



the top made immobile, the feet are unlikely to move, thus securing the ladder and making it much safer to use.

The product features powder-coated steel, non-ferrous fittings and a non-marking surface. For extra convenience and portability, Ladder Grips weigh just 1.90kg, so they can fit in a standard toolbox, be fitted to a ladder in less than a minute, and used against virtually any surface. They can also be attached at different positions on the ladder stiles to allow for sloping surfaces.



A safety device designed to provide step ladders with superior stability will be available later this year, so watch this space! (www.laddergrips.com)

Buy British when you buy Lyte

Lyte Ladders & Towers offers an extensive selection of over 70 products, ladders and towers, manufactured in Swansea. The Lyte Up range includes extension ladders, aluminium stepladders, widesteps, glassfibre stepladders, multi-purpose ladders, specialist ladders, staging and trestles, as well as low level access, towers and accessories.

The Stairlyte Tower features five platform heights, three colour-coded brace claw, wrap-around stabiliser clamps, access through the base tower by using both walk-through gates, tube-to-tube welded frames, 3T compatible large articulated rubber feet on all stabilisers, base plates as standard, a climbing scaffold frame, and a choice of toeboards: standard wooden or aluminium folding unit. (www.lyteladders.co.uk)

Access on the go

Delivering comfort and ease of use, the new Werner lightweight 79025 Aluminium Professional Work Platform takes platforms to new levels. Features include a load capacity of 150kg, as well as an Easy-Grab handle in the centre of the platform to allow professionals to transport the platform in one hand while holding supplies in the other.

With its new slim fold dual locking legs, this work platform closes to a compact depth of 8cm to allow the work platform to be folded completely flat for easy transportation and storage; the locking system secures the legs in place whether opened or closed.

The oversized platform's large slip-resistant

“Coverage was better than any paint I’ve ever used! It looks like an emulsion in the tin, went on like a rock... recommended to anyone”.

– Allan Aldo Clark, Decorators Forum

Recommended on



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work surface provides decorators with suitable space to move while working, and non-marring feet provide slip-resistance and prevent floor damage. For working side-to-side for long periods, this innovative product provides users with the space to move safely at all times. (www.wernerco.com/eu)

Day by day, indoors and out, with LadderM8rix

Because ladders are an everyday requirement for painters and decorators, it makes good business sense to use a good ladder safety device. The LadderM8rix helps to secure the base of the ladder safely by reducing the risk of the foot of the ladder slipping. The result is a safe, stable platform when working at height on ladders.

It can be placed on a diversity of surfaces, including concrete, grass, marble, tiles, moss, decking, paving slabs, tarmac, snow, and even solid ice, thanks to the unique 2000 pin base that engages the surface. A choice of Professional, Interior, Pro-Plus and Industrial



meets all ladder needs, indoors and out.

Who's the BoSS?

According to Access Platforms (APS), whatever the type of indoor work at height, professional decorators will likely find it easier to tackle with a BoSS X3X push-around scissor lift.

Compact and lightweight enough to transport in a standard passenger lift, its box-section scissor construction provides safety and stability up to a working height of 5.2m, while a tilt sensor with alarm ensures additional peace of mind. (www.acesplatforms.co.uk)

Stay Put!

Dropcloths that slip and slide can be annoying as well as dangerous for decorators, especially on stairs. Ciret says its Stay Put Canvas Plus Dropcloth from Trimaco is 300% more slip-resistant than canvas. Featuring strong surface grip plus Spill Block, this dropcloth is also durable and leak-resistant to all paints and stains. (www.ciret.co.uk; www.trimaco.com)

The 'high-pod' solution

Providing a highly innovative solution to painting at height, the HighTower system prevents time loss caused by climbing up and down ladders, and also minimises potential accidents and spillages.

Paint buckets and tools are close to hand when painting above ground reach level, while the risks associated with holding paint cans or buckets at height are eliminated.

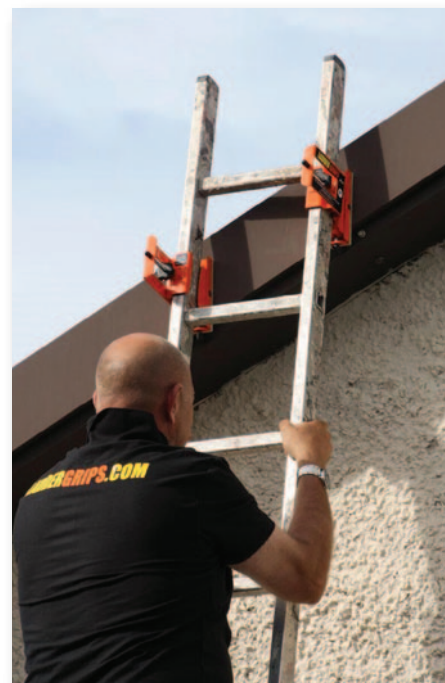
For added convenience and efficiency, the

disposable liner saves on clean-up time, ensuring faster finishing, because as all professional decorators know, time is money! (www.HightowerPainting.com)

Check it out

The Laddertag helps to prevent accidents with defective or worn out ladders and steps. Now aligned with the new BS EN 131 product standard for portable ladders, Laddertag provides visible proof that a ladder has been checked and approved for use. (www.scafftag.co.uk)

It's a simple premise: the more comfortable and safe a decorator is when working at height, the more productive he or she will be. And productivity means efficiency and profitability.





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for professional painters.

Spraying new life *into old uPVC windows*

Extending the life of old uPVC windows is a choice for homeowners who don't want the expense of new glazing or want to update the look of their property with different colour window frames.

When the owners of one detached executive family home in Long Eaton, Nottinghamshire wanted to upgrade the curb appeal of their property, they turned to Décorer UPVC painters.

Homeowners are growing increasingly keen to discover cost-effective ways to maintain and improve their home, if it helps them tap into the latest design trends, such as dark grey window frames.

Re-spraying uPVC windows can transform the look of any property, but it is crucial to achieve the sharpest lines and the neatest finish so that their windows look new for many more years. For a finish that good, we use Q1® tapes and Kolorbond paints.

Added curb appeal for an executive family home

Chris Brettle, Managing Director of Décorer, comments on the project:

"This imposing detached family home has many large windows, bay windows and a conservatory. We will also be spraying the porch area to match the new window frame colour.

"For homes like this, a quality finish is a prerequisite. Something which we are confident in achieving with Q1® tapes."

"Q1® is easy to apply to windows of all shapes and sizes, because it tears neatly



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from the roll and is thin enough to tuck tightly into corners – sticking just as well to the rubber seal as it does to the glass. It is also easy to use alongside masking paper for complete coverage of the glazed panels and surrounding brickwork.

“Importantly, Q1® tapes offer premium performance whatever the weather, which is exactly what we need working outside. Whether it’s the heat of summer or a much colder day, we can work safe in the knowledge that we will still get a residue-free removal to save time and leave each window looking brand new. When spraying with solvent-based paints, we can work with confidence that the paint will not soak through the tape.”

This property in particular has opted for a classic 7016 satin finish, a dark grey tone which is growing in popularity for applications such as this. After removing the silicone from around the windows, the uPVC is sanded to give the paint something to key

to.

Then, Chris’ team mask each window pane, the surrounding brickwork and inside the windows to ensure crisp lines and a faultless finish.

Chris says: “We always mask up the inside of the windows from outside the property. Access is more manageable and it is far less invasive for the customer.”

Once the property is fully masked, the specialists get to work applying three coats of paint, safe in the knowledge that all glazed panels and brickwork are protected from any overspray.

“Once we have achieved an even colour, the tape and masking paper is removed,” continues Chris. “Q1® is quick to remove at the end of the job, leaving no residue on the glass which really saves time compared to other brands.

“We use the Q1® Multipurpose Masking Tape as well as the professional-grade duct tape

for sticking to brickwork. To cover the glass, we use the Q1® Handy Masking Paper which really is a winning combination.

“Delivery is fast too when we order in bulk online, which is really helpful for a new thriving business.”

The final stage is to re-silicone all the windows and doors with a colour-matched silicone for a truly professional finish. UPVC Painters is a growing business set up by Chris and his business partner Paul Proud alongside their highly-successful decorating company Décorer which works with major housebuilders and many of the top construction companies on a number of various projects.

Find out more about the Q1® Precision Line tape at www.q1tapes.com, or watch the DéCorer team in action www.q1tapes.com/uk/blog/spraying-new-life-into-old-upvc-windows/



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FOUR

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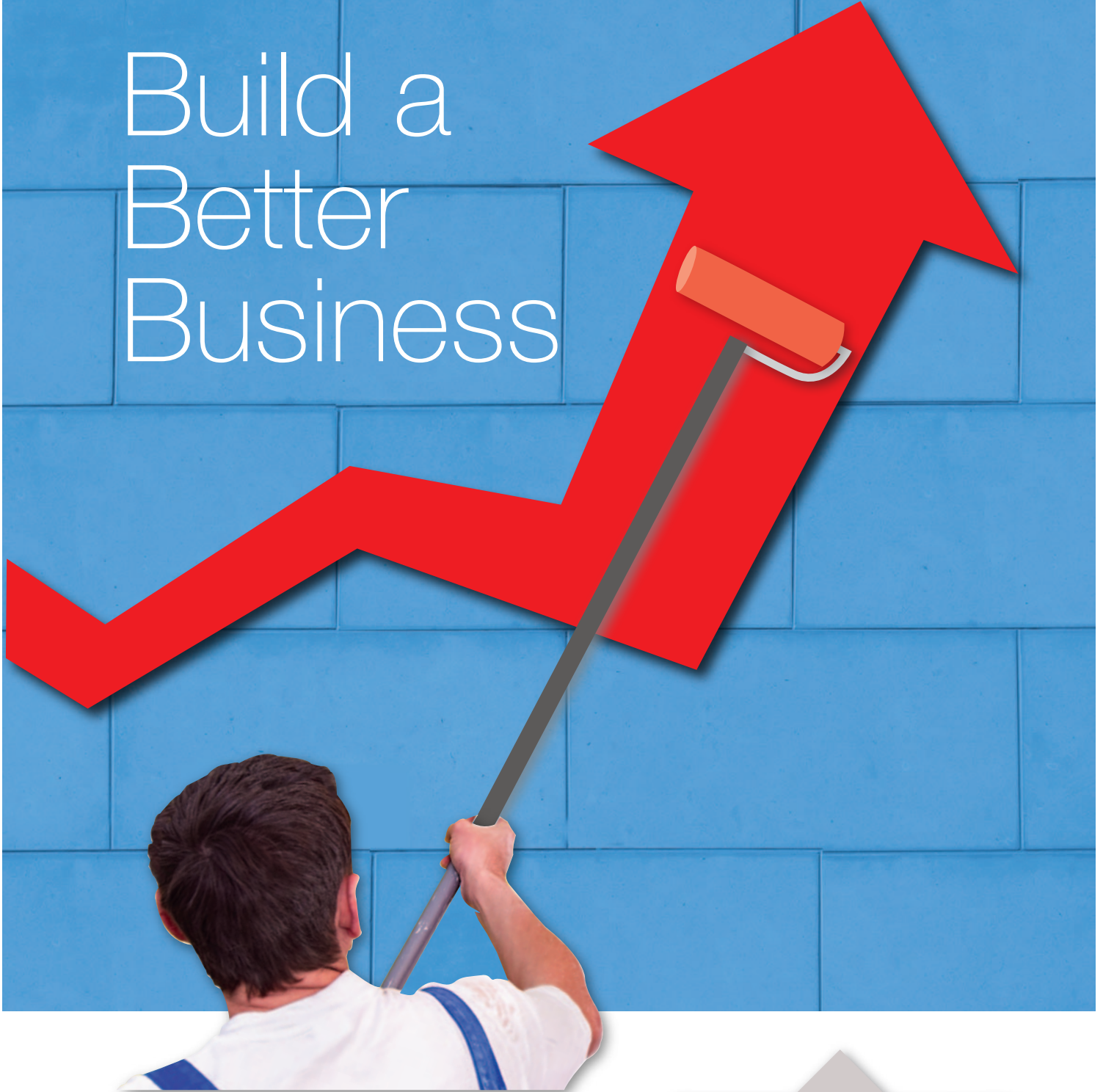
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and profits.

Every product sector is represented – from paints and wallcoverings to decorating tools and sundries to woodcare and decorative effects, plus everything in between.

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Build a Better Business

That's the theme of this year's show. Special seminars, sponsored by Painting And Decorating News will provide visitors with plenty of top tips and info to help maximise productivity and profitability. From social media to professional training, and from efficient spray painting to health and safety, find out how your approach to these topics can boost your business.

WHAT'S NEW IN DECORATIVE EFFECTS?

Following their successful debut last year, the two Decorative Effects Theatres will be back in action again for 2019. Check out this special show feature where you can watch and learn from the pros about the latest decorative effects and how you can achieve them.

Watch and learn from the masters

Be sure to drop into the two 'open area' MasterClass theatres situated right in the centre of the exhibition. Every 30 minutes, experts will give presentations and demonstrations of some of the latest products, trends and techniques driving today's decorating industry. Check out the daily programme in your FREE show guide.

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Conveniently accessible by road, rail and air, Ricoh Arena is located within a two-hour drive from 75% of the country.

Given its proximity to Birmingham Airport, plus its on-site rail station providing an hourly service between CoventryCity and Coventry Arena stations, it all adds up to easy travel and access for visiting decorators and stockists. An on-site hotel, selection of restaurants and bars, plus plenty of parking, complete the facilities.

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This ticket provides **FREE ENTRY** to the show for one person and is valid for both days.

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Student Parties are welcome, but please note that party size is limited to six students accompanied by one tutor. Tutors only must pre-register at www.paintshow.co.uk or contact the organisers on 020 8645 2433

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As you shop the show aisles, keep an eye out for the ever popular Lucky Dip Buckets. Every visitor to dip their hand into the bucket is a winner, so have a go and you will take away some great gifts and useful promotional items.

It's in the bag! Each day of the show, the first 1000 visitors to arrive will receive a FREE DecoBag packed with product goodies donated by exhibitors. Everyone's a winner. So be an early bird, because when they're gone, they're gone!



DAILY DRAW FOR FREE TRAINING COURSE

Offer your clients a complete system approach to sustainable window and timber repairs. Repair Care International will be holding a daily draw for a free contractor training course.



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- How social media can boost business for the pro decorator.
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COFFEE TIME

The Coffee Zone, sponsored by CROWN DECORATING CENTRES

With so many exhibitors to meet, products to discover and demos to see, you'll welcome a break at the CoffeeZone, where you can plan the rest of your day to make the most of your show visit.



▼ Aristospray invites visitors to have a go with the latest HVLP and airless sprayers from QTech.

▼ Check out Dexters' modular workwear trouser with its unique interchangeable pocket system.

▼ The Brewers Goodie Bag will be back – and better than ever!

▼ Dulux Trade will showcase its latest developments in the world of colour.

▼ Happy 125th anniversary to the Painting & Decorating Association!

▼ Stop by the tesa stand to find out more about its latest EasyCover range.

▼ Brush Mate's Trade 20 and Trade 4+ labels have a new look! Find out more on the stand.



Refuel as you tour the show with a quick bite in the Axis Décor Café



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The logo features a stylized paintbrush with a rainbow-colored bristle tip, followed by the word "Dulux" in white and "ACADEMY" in gold.

Dulux ACADEMY

A close-up photograph of a hand using a metal tool to lift the lid of a paint can. The lid is white and has the text "Lift the lid on your potential" printed on it. The can is dark-colored with a colorful swirl design.

Lift the lid
on your
potential

At every stage of your decorating career, our **Dulux Academy courses** can deliver increased knowledge and understanding, enabling you to meet your personal and professional ambitions. To book a course today please visit:

www.duluxacademy.co.uk

Profit opportunities on floors and furniture



Professional painters and decorators have the chance of optimising profit opportunities if they seek out flooring and furniture renovation work at the point of quoting for more mainstream projects. When decorating a room, ignoring damaged wooden floors and furniture means leaving behind an unfinished look.

Richard Bradley, Liberon's Marketing Manager, explains here what sort of renovation work painters and decorators can look out for, advises on how to tackle typical challenges and takes a look at what products to have to hand in order to do the best job.

Timber Flooring

It is easy to remain in a comfort zone. If painting walls and ceilings has been the source of the majority of a decorator's income for a long time, then it is natural to wish to continue seeking out work in this area. However, when it comes to floors, renovation work need not be daunting. In the case of wooden flooring with deep scratches, drill holes or damaged knot holes this presents a great opportunity to renovate the floor completely: a good profit opportunity that should not be missed. Do not be put off by what is required here. It is simply a case of sanding back, using a good quality wood filler and then refinishing. Look out for a multi-purpose, water-based filler that is going to offer minimal shrinkage, good flexibility and crack resistance. Liberon's Wood Filler is a low odour option, which is quick-drying and can be sanded, screwed and nailed as well as varnished, waxed or painted.

During application it is important to resist overspreading, but sufficient overfill should be left to enable thorough sanding. The product must be left to dry completely,

which means two hours or more depending on the depth of the repair. Then the area can be lightly sanded back, coloured and finished as required.

In the case of lighter scratches on wooden floors or where joints have opened up somewhat, wax filler sticks are ideal for making good. Look out for wax filler sticks that are available in a wide range of colours such as those of Liberon, which include seventeen shades. Being able to apply them without a heat source and their lack of shrinkage makes them ideal for this type of light renovation work.

At the point of application it is simply a case of scraping off enough shavings from the





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wax to fill the hole, softening them with the fingers, and pressing them into the crack or hole using a plastic scraper. The wax must then be levelled down using the same scraper and then the excess buffed off using a cloth.

For even lighter scratches, retouch crayons can be used. Select a retouch crayon closest to the colour of the timber, rub across the scratch and buff with a cloth to finish.

For laminate flooring it is important to select repair sticks that are designed specifically for this purpose to negate the need for sanding. Before using laminate repair sticks it is a good idea to test the colour out first on an inconspicuous area in order to ensure the end result will be as desired.

Wood furniture

As in the case of timber flooring repairs, when it comes to repairing holes and scratches on wooden furniture surfaces, it is a case of matching the correct product with the severity of the problem. Again, deep scratches, drill holes or damaged knot holes can be tackled using Liberon Wood Filler, with the same application procedure mentioned above, followed by light sanding before being finished as required. Lighter scratches on furniture means again turning to wax filler sticks with retouch crayons ideal for even more superficial scratches.

Rings and other white marks on furniture if

left untreated will also contribute to making a decorating project appear unfinished. Instead of leaving them to the homeowner to try to tackle, these too can be added to the list of projects for which to quote. Liberon Ring Remover is ideal for tackling most types of white water and heat marks on highly polished surfaces including French polishes, lacquers, varnishes and modern hard finishes. If used on matt or satin finishes, ring remover can produce a shiny surface. If this happens it is best to cut back the surface gently with an ultra-fine steel wool such as grade 0000 then re-wax the surface.

In the case of a waxed table with a ring mark, the damage is to the wax. This means that in order to rectify the problem, the wax must be removed and the furniture subsequently re-waxed. Liberon's Wax and Polish Remover is ideal for this situation with the company's Wax Polish Black Bison what we would recommend for the second stage.

Sometimes, reviving furniture whose surface has become dull can also contribute greatly to the overall finished effect of a decorating project. Decorators should have to hand a good quality Burnishing Cream. Before application it is important to check that the



surface is free from wax. The cream should be shaken well before use and then applied using a lint-free cloth. Rubbing should be done vigorously, going with the grain of the wood where possible and paying particular attention to problem areas. The product should then be allowed to dry for 2-3 minutes before it is buffed with a clean, dry cloth.

The area of French Polishing is an interesting one. We would highly recommend that professional painters and decorators consider undertaking specialist training in the art of French Polishing since it too represents good opportunities to provide differentiation from competitors. It is not a skill that can be acquired overnight, but we are here to answer questions on this and any other floor and furniture renovation topic. Liberon offers a full selection of products for every step of the French Polishing process.

For further information about Liberon and the company's extensive range of woodcare products, visit www.liberon.co.uk.



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www.painttechtrainingacademy.co.uk

Brewers *brief*

Fire Retardant Coatings

Some clients may require a fire retardant product to ensure the coatings meet authority standards to protect buildings and those living and working in them. Brewers can provide a whole range of specialist coatings including fire retardant systems offering certified protection.

The build up of old layers of paint can be a significant fire hazard, facilitating the risk of flame spread and toxic smoke. Applying a fire retardant system coats old paint layers with an insulating barrier, reducing the risk of flame spread and providing additional time for escape.

Brewers can offer a number of systems from different brands, including specialist paint manufacturers such as Thermoguard. Offering a number of substrate specific coatings, Thermoguard also offer universally accepted fire certification, often required by building management or control and insurance providers.

If you need any assistance with choosing the correct products, call Marc Borzoni, Brewers Protective Coatings Advisor, on 01793 644837 who can assist with product specification, application and certification.

Decorating solutions

from Axus Decor

S-Text Painter's Trousers

Our grey series workwear range includes the S-Text Painter's Trousers. Made from a lightweight, comfortable, shrink resistant, hardwearing fabric, they offer both comfort and functionality.

The trousers are sleek yet practical with a wide variety of tool storage options located throughout. They are extremely durable with triple-stitching in the crotch area and other areas prone to ripping.

They have multiple pockets including a pencil pocket, buttoned screw pockets, zipped safety pockets, tool pockets, a large smartphone pocket and a reinforced scissor pocket. They also have reinforced kneepad pockets which provide you with extra comfort on tough jobs.

The trousers also come with 3 useful loops; an ID tag loop (tag included), an adjustable dusting brush loop and an adjustable hammer/scrapper loop. These convenient features make them the ideal garment for dealing with a wide array of tools and jobs.

Full details on the grey series S-Text Painter's Trousers and the rest of the Axus Décor range can be found at www.axusdecor.com



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On test: toolboxes

Always a good idea to keep one's tools in one place, in a tool box, it makes life easy to find them when needed. Also they can be removed from the van at night to foil thieves. We took a look at many different types and sizes. Some even have wheels.

Stanley SKU 1- 79 - 206

Price	£72.99 From Amazon
Size HXWXD	86,6 x 48,8 x 34,8mm
Where to buy	Amazon

A Rolling Workshop where you have three drawers and toolbox attached to the top, the workshop splits into three with the top piece being a tool box with a drawer in the bottom. The second piece has two drawers, one shallow and a deeper one and the bottom has a flip out bin and at the rear there are two 'pockets' for long tools e.g. a saw. The whole thing when assembled sits on two wheels and can be easily moved about like a sack barrow.



Stanley STST1-75521

Price	£10.00 From Screwfix
Size LXWXH	482 X 254 X 250mm
Where to buy	Screwfix

Tool Box of plastic construction with a removable tote tray good for storing one's smaller tools and accessories. This non stacking tool box has two organisers in the lid and can be locked with a small padlock.



Draper TB660

Price	£62.11 From Amazon
Size LXWXH L 660 X W 303 X H283mm	
Where to buy	Amazon

Tool box made from a tough shock resistant polypropylene comes with tote tray and two removable organisers in the lid. Two aluminium lock down latches secure the lid and an aluminium soft grip handle. There are anti shock rubber feet for added stability, the lid incorporates padlock eye for security.



Dewalt DWST1 81333 DS404 Tough Cool Box

Price	£138.00 From Amazon
Size LXHXW L 550 X H 400 W 370mm	
Where to Buy	Amazon

A cooler box comes with the TOUGHSYSTEM features that enables the user to clip other Dewalt toolboxes. Supplied in a brilliant yellow so you can easily find a cold drink in the back of your van. Some might feel this is a luxury too far but after a recent heat wave a cooling drink might be welcome.



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Stanley FMST1-75531 Fatmax Large Job Chest

Price	£96.95 From Amazon
Size	L 990 X H 590 W 620mm
Where to buy	Amazon

A very large box on wheels large enough with ease to place my 7 year old great granddaughter and close the lid, we didn't close the lid as she was rather indignant about it and anyway its illegal. The lid has an aluminium bar along the length on each side where other boxes can be tied down when wheeling about.



Draper TB580

Price	£41.28 From demon – tweeks.com
Size LXWXH	L 580 X W 265 X H 250mm
Where to buy	sales@demon-tweeks.com

A tough plain and wholesome tool box made from tough plastic, the lid is secured by two clip like locks and can be carried by a soft grip handle recessed into the lid.



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“Being a member of a trade body gives a business credibility and assures clients we are reputable, qualified, professional and regulated. I use the logo on our vans and all our paperwork.”

– Gill Burn, Lady Decorators

“Being part of the PDA has given me better visibility, credibility and very useful advice and information to help grow our business.”

– Robert Crawford,
Different Strokes



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On test:

Mercedes Vito Tourer

by David Stokes



I was looking forward to getting my sticky hands on the Vito, I had gone for the Vito Tourer with its three rows of seats, what arrived however was a Vito with two rows of seats although there were the rails for the third set to be clamped to the floor. This was fine as my dear wife Jenny and I were off to Wales for a week in a log cabin. I wanted to take my bicycle along so I could get in a bit of exercise by nipping down to some shops which were further than one wanted to walk.

Taking out the seats is not for the faint hearted or to try doing it alone. They come in a pair and single and are heavy and cumbersome and there isn't much that's convenient to grab hold. The floor has a sort

of heavy duty sort of cushion floor covering, which is I think easy to damage so shifting the 'chairs' about has to be done with care. Another thing that grabbed my attention was instead of glass where the rear most side 'windows' would be where those in the rear most seats would want to see the scenery go by there was just steel.

So what you get is a van with six seats and a good deal of space for luggage. The floor covering would not like the placement of heavy tool boxes and the like because would soon be damaged.

In the front there are three seats, the two passenger seats non-adjustable in rake so the passengers have to sit upright which a ride to Wales and back from Kent was a trifle

of a ordeal. The driver's however is very adjustable for height, rake and back and forwards. The steering wheel is adjustable for height so the driver has a reasonable degree of comfort.

Getting into the right hand front seat the driver is presented with four pedals, yes, four, there is a foot operated parking brake. This is not I have to say my favourite setup especially with a manual gearbox. Stopping at the junction or a red light one has to when stopped put the van out of gear, apply one's foot to the left hand most pedal and press downwards then replacing one foot onto the clutch pedal when it's time to move off.

When the light changes or the road is clear



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one engages first and allows the clutch to just bite and then you can release the brake by pulling on the release thingy and this make a bit of a bang and off you go. This parking brake arrangement is ok with an auto box but with a manual it's in my mind a pain in the fundament.

Other than all that it's a good van to drive, quick, with a responsive engine and I found all the controls (except for the parking brake) in all in the right places. In the luggage department there were tie down loops at the front of the load space and halfway along towards the rear but not right at the rear which I felt was a strange omission, especially because I wanted to tie down the bike.

Our log cabin was up a very steep and narrow hill and I found for such a hefty vehicle driving up was easy with plenty of controllable power to cover the loose surface with ease.

All in all an excellent vehicle but for the parking brake but this I have to say is a personal dislike.

Mercedes Vito Tourer

Specification:

Engine displacement	1598cc
Cylinders	4
Output in kW	65 @ 3800rpm
Transmission	6 speed
Fuel	Diesel
Tank Capacity	57 litres
Vehicle length	4895mm
Kerb weight	1756kilos
Payload	1044kilos
Max roof load	150kilos
Towing capacity	1200, 2000kilos braked, unbraked
Turning circle	750kilos
	12.9m



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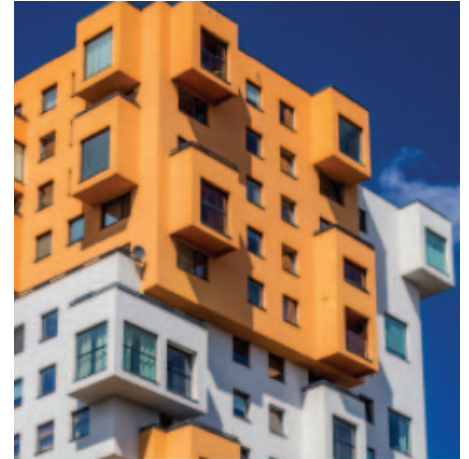
Fire neutral

TeknosPro has developed a portfolio of fire-neutral coatings for public spaces: Timantti Clean, specifically engineered for use in spaces with high hygiene demands, and Siloksan Anti-Carb, developed for concrete to protect the surface from carbonisation.

The two coatings undertook rigorous tests at the UK's top fire-rated testing centre, Warringtonfire, to aid accreditation for fire-neutral properties to resist the spread of flame. These included tests in relation to reaction to fire behaviour, smoke production and flaming droplets/particles. The



classifications, carried out in accordance with clause 8 of EN 13501-1: 2018, rate fire behaviour as a capital letter (e.g. B) and smoke production and flaming droplets as a lower case letter followed by a number (e.g.



s1). Both TeknosPro products in this particular portfolio passed each test and can be specified for use on all public spaces.



New Werner Pro

The new Werner® lightweight 79025 Aluminium Professional Work Platform features a load capacity of 150kg, as well as several new features designed for comfort and ease of use.

The Easy-Grab™ handle in the centre of the platform and lightweight nature allows professionals to transport the 79025 in one hand while holding supplies in the other. Another key design feature is the new slim fold dual locking legs, meaning the work platform closes to a compact depth of 8cm. This allows professionals to fold the work platform completely flat for easy transportation and storage, while the locking system ensures the legs are secured in place both when opened and closed.

The oversized platform is designed with a large slip-resistant work surface that provides tradesmen with suitable space to move while working and the non-marring feet also provide slip-resistance and protect the floor from any damage.

Shield Decorators' products

For over 40 years Shield quality at work have been an acknowledged market leader in the manufacturing and supply of painting and decorating workwear solutions and PPE. Not only do we pride ourselves on our excellent product range, but we also place a strong emphasis on good customer service and providing fast turnaround times.

Life began for Shield in 1977, initially we made a wide range of work wear across many market sectors, but in the early 1980s decided to embrace the concept of niche marketing, concentrating our focus on providing work wear to professional painters and decorators.

From our small premises in Hillsborough, Sheffield, we sold a range of only 6 garments, which over time has expanded to the current day with over 50 products supplying the modern decorator with a trusted trade quality product for both the male and female markets.

During recent times the ownership of the product has transferred to DFSales but our values and culture have not changed and we still put our customers at the heart of everything we do. We continue to innovate our product range to fulfil the needs of all professional painters and decorators. The practical comfortable design coupled with the numerous features provide a professional look that has stood the test of time.

This year to help the focus on the trade market Shield have appointed Rob Gaffney as Sales Director to support the expansion of the brand, Rob comes with a wealth of experience in Painters and Decorators, Builders Merchant and DIY markets and understands the heritage of this unique range. Both Rob and the rest of the UK Shield team will be at the National Painter and Decorators exhibition at the Ricoh Arena on 26th-27th November on stand number 41.

Alongside the workwear range Shield still continue to manufacture a wide range of Decorating sundries from trade quality heavy duty twill cotton dust sheets to masks and respirators alongside our wide range of hand protection in both cotton and PVC making sure that whatever your task is Shield will support you in the workplace.

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Crown's Clean Extreme has opacity covered



Crown Trade has introduced an upgraded Ultimate Opacity formulation to its popular range of Clean Extreme Stain Resistant Scrubbable Matt emulsions. The new high opacity formulation is also as well as the matt versions of its Clean Extreme Anti-Bacterial and Mould Inhibiting paints. The new formulation has been developed to give greater opacity and coverage, while the inclusion of high-quality polymers within the new formula gives it an exceptionally tough scrubbable and stain-resistant matt finish that won't be 'washed away' through regular cleaning. As well as being subject to various in-house testing procedures, the new Clean Extreme Ultimate Opacity matt paints have also been independently tested by a panel of trade contractors who gave positive feedback about the new formulation's superior levels of wet and dry opacity, good adhesion, excellent wet edge retention and reduced spatter during application.

Brewers' caulk, silicone and sealant range



Brewers have launched their own-brand silicones and sealants, and expanded their caulks range. This new range comprises of ten high-quality products, from a mould resistant formulation ideal for bathroom and kitchens, to highly a flexible sealant perfect for glazing and frames. 'Brewers take the launch of own-brand products very seriously,' said Joe Wagg leading the launch at Brewers, 'We only put our name to products we believe offer our customers equal or better performance over brand leaders. The new Brewers range offers this, and also at a more affordable price.'

Bradite's Floor-it

Bradite's new fast drying floor paint, Floor-it, is a single pack product that is re-coatable in just one hour.



Formulated for use in light to medium-traffic situations it is ideal for factory walkways and general shopfloor usage where speed of completion is a major consideration.

The high-performance ambient crosslinking water-based acrylic floor paint has no odour and is suitable for use internally or externally on appropriately prepared concrete, wood, metal, or asphalt surfaces. It can also be used on polyurethane, epoxy and chlorinated rubber coated floors.

The semi-gloss finish is extremely durable with good adhesion. Applied by either spray, brush or roller, it has a coverage, depending on the porosity of the substrate, of up to 11 square metres per litre.

Mirka makes narrow gaps easier



Mirka now has an extension pad to enhance the versatility of the Mirka® DEOS 353 CV 81x 133. The pad's overhang will enable users to sand further into corners and hard to reach areas.

The new pad is versatile enough to handle multiple applications but has been specifically developed for sanding window shutters and sash windows, which have traditionally been tricky to reach with a normal orbital sander because slats are narrow and difficult to access.



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14,000 colours

Dulux Trade Diamond Satinwood is now available in over 14,000 colours from the Dulux collections, and decorators can also create their own bespoke shade with the new Dulux colour match. The full range of bases has been developed following substantial research and development. Extensive trials have been undertaken to ensure that professional decorators are able to meet customer briefs while making the transition away from solvent-borne products without compromising on quality.

Made for use on woodwork and trims, the water-borne paint is scuff, scrub and stain resistant - offering long-lasting protection against stains, grease marks and day-to-day wear and tear.



Crown Trade's Fastflow Quick dry eggshell

Crown's new Fastflow Quick Dry Eggshell paint can be used for both exterior and interior wood and metalwork

and is the perfect partner to heritage style design schemes where a classic low sheen finish is desired. Benefitting from Crown's advanced innovative Breatheasy® technology that has been used throughout the Fastflow range, the new water-based eggshell option's low odour formulation alongside its quick drying properties can also help reduce time and labour on site.



Creative cladding

Create visually stunning feature walls with Havwoods' collection of engineered and reclaimed wall cladding. The easy-to-install surfaces are each manufactured to fit both vertically or horizontally. An option for walls, surfaces and ceilings, this range presents homeowners with the opportunity to create a distinctive surface covering.



Work trousers from Snickers

Snickers new Flexiwork 2.0 trousers are made of durable 4-way stretch fabric that offers a new level of comfort and freedom of movement. Also there's the 'loose-fit' AllroundWork stretch trousers with a classic Snickers Workwear look and feel plus the new FlexiWork Denim Work Trousers. Another addition is ALLroundWork women's stretch trousers, specially designed and shaped to fit the female anatomy with a narrower waist for optimal comfort and freedom of movement.

Innovation in white paint

V33 Multi-Surface Renovation is a new white emulsion that offers the trade time- and cost-saving benefits.

The composition of this ground-breaking new white paint means it can be used quickly to transform multiple surfaces including ceilings, plaster, radiators, doors and panelling, window frames plus painted or papered walls in just one application

Featuring an integrated undercoat, V33 Multi-Surface Renovation can be used to cover at least twenty different surfaces, including bare, varnished and stained wood, plasterboard, copper, concrete, bricks, ceiling tiles, lining paper, polystyrene and MDF. And thanks to its 98% opacity matt finish, it is ideal for hiding marks or colours.

The V33 brand is well established in Europe, particularly in France.





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