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Octocoat HS420

In February, Octoral will be introducing the new Octocoat HS420 System, which has been specially developed within the VOC 420 g/l standard and is used for both automotive repair work and fleet, chassis and body work. The range of hardeners that can be used with this product make it suitable for a wide variety of applications. The first training courses in the new HS420 System have already been given and have thus far met with a very positive response.



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This newsletter has a circulation of 1,500 copies and is sent to customers and relations of Octoral.

The editorial staff is aware of its responsibility of ensuring optimum reliability. Nevertheless, it cannot accept liability for any inaccuracies in this publication.

If you would like to receive more copies of our next Newsletter or would like to receive a digital copy instead, please send us an email.

Conditioned transport

It is winter again, with temperatures dropping to below zero, sometimes for extended periods. While most people think of wintry landscapes and winter merriment, we at Octoral start wondering how to get water-borne products to our customers.

What we do is we wrap your products for transport in insulating film and stick a label on the shipment saying that the products are not frost-resistant. We also send a frost indicator with each shipment, which is placed on top of the shipment, underneath the insulating material. If the frost indicator is transparent, you can safely assume that the shipment has not been exposed to unacceptably low temperatures.

Goods shipped to destinations where temperatures drop below zero for longer periods of time are transported in insulated vehicles.

We at Octoral do everything to ensure that your goods reach you in good condition. If you have any questions or suggestions, please do not hesitate to contact us.



Updates

In the course of February, the following supplements/updates will be issued:
COINS Cd-rom 6.4
Connex Cd-rom
Colour Box supplement 5
Motor vehicle colour chart:
Chart No. 22

During February, all updates that you have requested will be sent together with your current orders. If you have no outstanding orders, the updates will be sent separately. If you receive nothing by the middle of April, please let us know.

Successor to Carl Wierks

As we wrote in our previous newsletter, Carl Wierks left the company on 1 December 2007 to take up a post as General Manager of Valspar Automotive North America and South America. We have found two successors from within the company. They are Rami Abiad, who has been appointed Sales Director, and Guus Winkelman, who will fill the position of Marketing Director. Rami Abiad has worked for us as Sales Manager for nine years, the last few of which he was also responsible for our subsidiary in the United Kingdom. Guus Winkelman has worked for the company as Sales Manager since 1979 and has experienced the company's development at first hand. Both gentlemen have already started in their new jobs and we wish them every success.



Name change

As you know, De Beer Lakfabrieken B.V. is part of The Valspar Corporation U.S.A. In order to establish a uniform global corporate image, we decided to change the name De Beer Lakfabrieken B.V. into Valspar bv as of 1 January 2008. It goes without saying that for you as a client nothing will change. You will continue to receive the same high quality and service you have come to expect from us, and we will continue to supply the products you are used to.

HS420 Clear Coat C248

We will shortly introduce a new HS420 Clear Coat, the C248, for use in combination with the following HS420 hardeners: H44 Fast, H48 Medium Fast and H45 Standard. An addition to the existing hardeners H44 and H45, the H48 hardener has a VOC content that lies below 420g/l and a mixing ratio of 2:1+5% TA910 Uni Thinner Standard (no balancer needed).



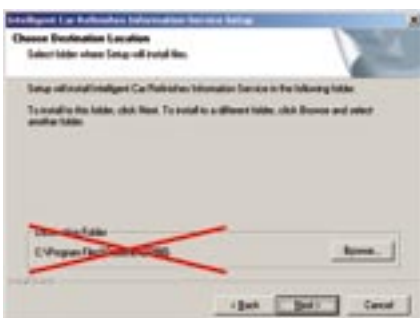
Closure for the holidays

Our company will be closed on the following national holiday:
Monday 24 March - Easter

COINS with Windows Vista

If you run COINS under Windows Vista, you may experience problems after installing a CD update. You can prevent this by specifying a different installation folder when installing COINS for the first time. Simply go to the 'Choose Destination Location' screen, the fourth in the installation sequence.

COINS must not be installed in the 'Program Files' folder. Instead, we advise you to install the program in 'C:\Octoral\COINS', for example. After this, CD Updates will be automatically installed in the same folder.



If you have already installed COINS on Windows Vista, it is essential that you remove that version and re-install COINS to an alternative installation folder.

For the first installation of version 6.3.1 or higher, the setup will automatically change the installation folder for you.