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## New dazzling white mixing colour MM 978 and W22

**As we constantly work to improve our products to keep them in tune with our customers' requirements, we have developed a new Mica White Very Fine mixing colour. Like all items in our range, this mixing colour is a high-quality product.**

The new Mica White Very Fine replaces the previous Mica White Very Fine. The principal improvement to the new mixing colour is that it is subtler and makes the colours with which it is mixed cleaner and whiter. The new Mica White Very Fine can be used the world over because it is available in both the Octobase system and Octobase Eco system.

The old and new codes are shown below:

Old article number	New article number	Old product code	New product code
510568001	510578001	MM 568	MM 578
511968000	511978000	W32	W22

About 50% of the formulas with the new mixing colour are already included in the November edition of COINS, the other formulas will follow in later editions. If you need a formula that is not yet included in COINS, you can request it using the Colour Service Form (CSF).

**Formulas with the old mixing colour will continue to be available on COINS for at least a year and the old mixing colour can be ordered whilst stocks last.**

## New H23: quick-drying at low temperatures

**With winter approaching, our R&D department has developed a new HS420 Hardener Very Fast, the H23.**

This hardener has been specially developed for use in cold conditions, while offering you all the benefits associated with short drying times, even in extremely cold conditions. The H23 comes in a 1L container and can be ordered under **article number 202120001**.



## Are waterborne coats and motorcycles happy couples?

We at Valspar certainly think they are, which is why our colour laboratory staff have developed colour formulas for motorcycles in the Octobase Eco system.

There are 300 formulas available that can be combined to produce all motorcycle colours that have been available in recent years. Until now, the motorcycle colours could only be produced using the Octobase system. However, the Octobase system has been banned for use on cars in the EU since 2007. Now that motorcycle colours can also be produced using the Octobase Eco system, you only need one system, which not only saves you a lot of space but a great deal of money too.

The new formulas are included in the November edition of COINS.



### Rapidly increasing sales of HS420 Clear Coat C280

Last year, we introduced a new HS420 Clear Coat, the C280.

This clear coat was received so well that the sales of the HS420 Clear Coat C248 dropped significantly, which has led to our decision to take the C248 out of our product range.

As the HS420 Hardener Medium Fast H48 was specially developed for use in combination with the C248, it will also be removed from our product range.



### Valspar's green feeling

We recently introduced a Valspar Earth Sense flag in our product range. This flag, which features the Valspar logo and the Earth Sense logo, testifies to Valspar's green heart. The picture shows you what the flag looks like. Flying this flag demonstrates your commitment to selling and/or working with quality products and to the environment. You can order the flag under article number **60908**.





## Saving with Octoral

One of our engineers in the United Kingdom, Kevin Cooper, recently gave a demonstration with the HS420 Clear Coat C280 and the HS420 Hardener Fast H44 for a prospective customer. Soon after the demonstration it was clear that

using Octoral products led to a saving of 40% on materials and costs. The material savings, in turn, lead to a reduction in waste and hence environmental impact. The photo shows the delivery van that Kevin Cooper spray-painted.

## No-smoking policy in Apollo hotel in Lelystad

Valspar's business relations often stay at the Apollo hotel in Lelystad, which, like all hotels in the Netherlands, has a no-smoking policy in place. Recently, we received a number of complaints about Valspar relations smoking in their rooms despite this ban.

Smoking in a hotel room is subject to a fine of € 250,-. We have paid these fines thus far, but as of now we will be forwarding the fine to the person who stayed in the room where the smoking ban was infringed. We hope that this warning will suffice and that we will no longer be fined by the hotel.



## Updates

Starting in November, we will be releasing the following supplements/updates:

- **COINS version 8.1.0.0**
- **Colour Box update 14**
- **Motorcycle colour card 25**
- **Connex version 256**

We will dispatch the updates registered for you with the ongoing orders in November. If you have no ongoing order, we will send you the updates separately. If you have not received them by mid-December, please contact us.



## Octoral advertising signs

The demand for promotional items has increased recently. Our range, which already included caps, T-shirts, key rings, light boxes, pens, clocks, umbrellas, mouse pads and USB memory sticks, has now been expanded to include an Octoral advertising sign. The 50 x 50 cm sign is made from 5 mm PVC. The photo shows you what the new sign looks like. You can use it in your shop or your company's reception.

The Octoral advertising sign can be ordered under article number **695114000**.



< 50 cm >

## Company closed

*On Friday, 17 December, we will be celebrating our annual Christmas party, so our company will close at 3pm. We will be closed for the Christmas break from Monday, 27 December 2010 to Monday, 3 January 2011.*

*Please take this into account in connection with stock and delivery times.*

*All Valspar staff wish you compliments of the season and a colourful 2011.*