

**This document has been written following publication of the report
ToH 5: Analysis of vertical agreements for the supply of paint
(excluding foreclosure).**

Submitted by Nigel and Brian Hecks.

06 September 2013.

Definitions:

Report Theory of harm 5: Analysis of vertical agreements for the supply of paint
(excluding foreclosure)

Submission (9 Jan 13) Submission titled “Response to statement of issues” dated 09 January
2013 from Nigel and Brian Hecks.

1 **1) The “cost” of approvals.**

Paragraph 23 of the **Report** acknowledges that a “recommended” paint brand is viewed by the repairer as a “mandate”.

2 In order to secure the paint approvals and mandate the use of a particular brand the Paint Manufacturers pay money to the *Industry Influencers*. (Paragraph 47 of the **Report** makes reference to these arrangements).

3 Paragraph 55 of the **Report** introduces the concept of “leakage”. If “leakage” is high then it is likely that the PMI consumers have been disadvantaged.

The value of “leakage” is represented by the following equation:-

$$\text{“Leakage”} = (\text{Value of increased retail price}) - (\text{Value of rebates paid to insurers})$$

4 For the paint manufacturer the benefit of *increased retail price* will be reflected in the higher “wholesale price” (as defined by paragraph 12 of the **Report**).

5 **Note:** It is also possible for the paint manufacturer to achieve a “de-facto” increase of the retail price by charging the paint distributors “referral fees” for certain paint contracts. This approach is adopted by the “DuPont” brands. Please see documents [§§] for details of the charging structure and copies of the invoices implementing the charges.

6 There are a number of ways to assess the value of the *increased retail price*:-

(i) *Comparison of “sister” brands from the same paint manufacturer.*

PPG and Akzo adopt the strategy of gaining “approval” for a selection of the brands they offer to the market. The recommended trade price for the brands that have the approvals are “surcharged” to reflect the extra cost.

The “sister” brands are based on the same technologies and have the same performance characteristics but the “wholesale price” for the approved brands is greater due to the “surcharge” applied.

- (ii) *Comparison of wholesale prices for the approved brands in different markets.*
The vertical agreements between paint manufacturers and insurers / CMCs are managed by the UK subsidiaries of the automotive divisions.
Other divisions (and automotive divisions in other countries) operate using a different price structure and as a result the wholesale prices for different markets vary considerably.

7 Results for each of the assessments.

- (i) *Comparison of “sister” brands.*
(a) Akzo : Sikkens and Lesonal.
Please see **APM-033** and **APM-034** for the detailed calculations of how the prices of the “surcharged” (Sikkens) and “non-surcharged” (Lesonal) brands are compared.

The calculations show that earnings for Akzo (UK) from the two brands can be summarised as follows:-

	Akzo (UK) wholesale earnings per litre		
	Surcharged (Sikkens)	Non-Surcharged (Lesonal)	Difference
Primer	£19.01	£9.56	£9.45
Basecoat	£49.20	£33.45	£15.75
Clearcoat	£24.32	£12.63	£11.69

- (b) PPG : Nexa and Max Meyer
Please see **APM-035** and **APM-036** for the detailed calculations of how the prices of the “surcharged” (Nexa) and “non-surcharged” (Max Meyer) brands are compared.

The calculations show that earnings for PPG (UK) from the two brands can be summarised as follows:-

	PPG (UK) wholesale earnings per litre		
	Surcharged (Nexa)	Non-Surcharged (Max Meyer)	Difference
Primer	£24.48	£12.56	£11.92
Basecoat	£63.29	£38.77	£24.52
Clearcoat	£23.62	£15.78	£7.84

(ii) *Comparison of Wholesale prices in different markets.*

(a) DuPont Brand

Please see [X] for the detailed calculations of the comparison.

The calculations show that earnings for Dupont from the two markets can be summarised as follows:-

	DuPont wholesale earnings per litre		
	UK (Automotive Market)	Alternative Market	Difference
Primer	£17.70	£11.26	£6.44
Basecoat	£67.82	£43.41	£24.41
Clearcoat	£25.82	£16.53	£9.29

(b) Spies Hecker Brand

Please see [X] for the detailed calculations of the comparison.

The calculations show that earnings for Spies Hecker from the two markets can be summarised as follows:-

	Spies Hecker wholesale earnings per litre		
	UK (Automotive Market)	Alternative Market	Difference
Primer	£21.64	£12.99	£8.65
Basecoat	£45.68	£27.41	£18.27
Clearcoat	£25.36	£15.34	£10.22

(c) Sikkens Brand

Please see [X] for the detailed calculations of the comparison.

The calculations show that earnings for Sikkens from the two markets can be summarised as follows:-

	Sikkens wholesale earnings per litre		
	UK (Automotive Market)	Alternative Market	Difference
Primer	£19.01	£12.17	£6.84
Basecoat	£49.20	£31.49	£17.71
Clearcoat	£24.32	£15.57	£8.75

Across all of the brands the size of the benefit to the paint manufacturers for the *increased retail price* is summarised as follows:-

Primer	£8 per litre
Basecoat	£20 per litre
Clearcoat	£10 per litre

- 8 All of the above calculations have been based on the earnings per litre. In order to obtain a value for the “leakage” calculation the value needs to be presented as a cost per repair.
- 9 Paragraph 17 of the **Report** states that insurers are billed between £200 and £350 and this equates to between 70 and 80 percent of the Audatex weighted price index.
- 10 To remain in line with the findings of Paragraph 17 of the **Report** the average repair can be represented by using 0.6 litre of primer, 0.8 litre of basecoat and 0.8 litre of clearcoat.

The value of *increased retail price* for the average repair is calculated as follows:-

Primer	0.6 litre at £8 per litre =	£3.60
Basecoat	0.8 litre at £20 per litre =	£16.00
Clearcoat	0.8 litre at £10 per litre =	£8.00

Total per repair = £27.60

- 11 Paragraph 5 of the **Report** highlights the cost increases to be “not larger (and usually much smaller) than £18 per repair. The source of this data is repairers however the repairers would not necessarily have knowledge of the wholesale price for brands or the pricing structure in other markets.
- 12 The higher price of paint faced by repairers as a result of the contracts between insurers and paint manufacturers is £27.60 per repair.
- 13 Paragraph 5 of the **Report** also highlights the rebates to the insurers to be £18 per repair (and usually much smaller). Later in the report the figure adopted is £7 per repair.
- 14 From the calculations above it can be calculated that the value of “leakage” is in the region of £20 per repair.
- 15 If it were to be accepted that the value of leakage is higher than originally estimated then this would also impact on the conclusion in paragraph 60 of the **Report**.
- 16 **2) Business Rationale for Paint Supply Contracts.**
Paragraphs 44 to 49 of the **Report** consider the incentives for the insurance companies and paint companies for entering into vertical paint supply contracts.
- 17 Assessing the insurer benefits listed:-

- (a) to ensure that the paint is of an appropriate quality (paragraph 44 of **Report**)

The warranty of the repair (including the paint match and durability) are under-written by the repairer as per the service requirement in the repair contracts. It is common for the repairers to offer a 5 year warranty. In the event of a “paint quality” problem the insurance company will refer to the bodyshop and not the paint manufacturer. **APM-025** and **APM-027 (Submission 09 Jan)** are copies of repairer service contracts. Warranty clauses in each contract confirm bodyshop responsibility.

The terms and conditions of sale offered by the paint manufacturers do not offer any warranty that is comparable to the “5 year requirement” of the industry. This point is demonstrated in paragraphs 35-49 of the **Submission (9 Jan 13)**. The terms and conditions offered by paint manufacturers are shown on documents **APM014 to APM017**.

The **Submission (9 Jan 13)** also demonstrates the point that Akzo and PPG offer the same warranty for both approved and non-approved brands.

The facts do not support the claim that entering into vertical agreements is some form of quality control.

- (b) to achieve cost savings (paragraph 44 of **Report**).

The most transparent and effective way for an insurer to achieve cost savings on the paint price would be to directly negotiate an increased terms as part of the service contract with the repairer.

The use of a vertical agreement to reduce the cost of paint used by the repairer is difficult to measure and any savings are invisible from the cost of repair. It appears that the introduction of vertical agreements has resulted in “leakage” of cost benefit from the PMI consumer to paint manufacturers / motor manufacturers.

- (c) administrative efficiencies (paragraph 45 of **Report**)

Insurance companies do not have any involvement in purchasing, receiving, mixing or applying the paint. As a result there cannot be any administrative savings for the insurance company.

Paragraph 45 of the **Report** acknowledges that savings cannot be quantified.

Once the vertical agreement comes into place it appears that there is a series of monitoring procedures set up to assess the “performance” of the agreement. (Paragraph 40 of the **Report** gives an example). This actually increases the administrative burden.

Vertical agreements reduce the administrative efficiency. This fact has a impact on the conclusion of paragraph 62 of the *Report*.

- (d) financial benefit when neither the “at fault” or “non-fault” insurer (not mentioned in the **Report**).

The vehicle repairer relies on a volume of repairs in order to make the use of a mixing scheme viable. The reason for this is that the repairer needs to purchase paint tinters in the “manufacturer unit” size. This fact is touched upon in paragraphs 41 & 57 of the **Report**. **APM-040** shows the individual paint mixes and the constituent tinters required for these mixes. This illustrates the point.

When a repairer purchases a tin of paint, it is not known which repairs are going to be carried out using this paint. Typically a litre of tint purchased by a repairer is used to repair 5-6 vehicles over a two month period. It is very common for a single tin of paint to be used on repairs for a multiple number of insurance companies.

Many of the vertical agreements in place calculate the rebate for the insurer based on the total bodyshop purchases of a particular brand. Therefore in this case the insurer has the potential to gain a rebate from the purchase of paint when the majority of the paint purchased has been used on repairs for other insurance companies.

This is a double edged benefit for the insurer – a rebate from a repair for which they are neither “at-fault” or “non-fault” and also preventing the insurance competitor from obtaining a rebate for paint which has been used on a repair for which they are liable.

This is a real benefit of the vertical agreements for the insurers and it is surprising that none of the insurers mentioned this fact.

18 Assessing the paint manufacturer benefits listed:-

(a) Access to markets.

Akzo and PPG adopt a strategy of entering into vertical agreements for a selection of their brands.

Why is not beneficial to secure market access for all of their brands?

19 **3) Purchasing power of Insurance Companies.**

Paragraph 45 of the **Report** makes reference to the “purchasing power” of the insurer.

20 The insurance companies do not buy the individual paint items that are required to repair the vehicle. In this respect paint is different from parts. The parts required to repair a vehicle are identified in the estimate and each individual part is traceable to the repair.

21 During the estimate process the individual paint items required and the quantity of each item are never identified.

22 When purchasing parts there are occasions when a repairer is obliged to purchase a “set” of items even though the repair only requires a part of this “set”. (Door locks are a common example). On these occasions the insurer has to accept an estimate that purchases the “set”.

23 This is not the same when estimating the price of paint. The estimate does not take into consideration the manufacturer unit size (the “set”), it bases the price on being able to use part units and the repairer has to rely on using the remaining part unit for other repairs.

24 This point can be illustrated using paragraph 12 of the **Report**. Prices (a), (b) and (c) are for products as per the paint manufacturer units and the transactions are governed by the sale of goods act. Price (d) is included as part of the service agreement that exists between the repairer and the insurer.

- 25 **Once again it appears that the vertical agreements give the insurers the opportunity to extract benefit on occasions when there is no direct involvement in the repair of the vehicle. Securing the benefit for themselves restricts the capacity for competing insurers to obtain the rebate.**
- 26 **4) Costs passed on to fault insurers.**
Paragraph 43 of the **Report** concludes that the benefit of rebates / fees are not passed on to the “at-fault” insurer. This is correct.
- 27 Insurers are quite sophisticated in separating “non-fault” accidents at the start of the claim (FNOL). Non-fault accidents are often referred to claims handlers and the vehicles are repaired according to the service contract between the claims handler and the repairer. These contracts have a different structure when it comes to paint prices and “bottom-line” discounts. Often the invoice price of the paint is at the higher end of the spectrum and the bottom line discount is increased to compensate for this. The bottom line discount is not always shown on the repair invoices.
- 28 The costs passed on to fault insurers can be assessed by comparing the “at-fault” repairer contracts with “non-fault” repairer contracts.
- 29 The **Submission (9 Jan 13)** gave examples of service contracts (**APM-025** and **APM-027**).
- 30 Attached is an analysis of various other work providers and the way that bottom line discounts are calculated ([§]).
- 31 In general it appears that “at-fault” insurers will negotiate a discount of 20-25% off the Audatex weighted price and “non-fault” contracts will negotiate a discount of 10% off the Audatex weighted price.
- 32 For the average repair the “non-fault” insurer is paying 10-15% (£30) more for paint.
- 33 **5) Evidence of insurers outside of the top 10 that have agreements.**
Paragraph 20 of the **Report** states that there is no evidence of vertical agreements outside of the ten largest.
- 34 If the smaller insurer uses a claims management company it may be the claims management company paint agreement over-shadows smaller insurer. WNS and the Innovation Group would be good examples of this. (eg Innovation Group manage claims for NFU).
- 35 **6) Absence of “Double-Dipping”.**
Paragraph 40 of the **Report** seems to dismiss the existence of double-dipping. This is not correct.
- 36 [§] contains copy invoices that show payments made by Hex to satisfy multiple vertical agreements.
- 37 The process outlined in paragraph 40 of the **Report** helps to illustrate the controls that a paint manufacturer requires in order to protect the increased price of approved paint and to protect sales from competitive forces.

- 38 The system requires the distributor to declare all sales of the relevant brand. By monitoring the sales made it is possible for the paint manufacturer to see if paint is being purchased from alternative markets. Once the paint manufacturer is aware of the supply of product from alternative markets action can be taken against the relevant distributor.
- 39 **APM-007** and **APM-008 (Submission 9 Jan 13)** illustrate the problems and the actions threatened by the paint manufacturer when the information is not supplied.

Market Investigation.

Private Motor Insurance.

Date: 6th September 2013.

Submission of Evidence by Nigel and Brian Hecks.

Reference: APM-033.

Total number of Pages: 14

Description.

These documents give details of how the "wholesale" price of Sikkens product has been calculated.

Page 01 is a calculation of the price of one litre of Sikkens Primer, Basecoat and Clearcoat "ready for use".

The distributor cost (on the right of the calculation) is based on distributor terms of 75% off trade.

Pages 02-05 is a copy of the 2013 Sikkens Trade Price list.

Page 06 is a copy of the Sikkens volume discount ladder that dictates the distributor terms. Terms start at 60% off trade.

Pages 07-11 is a copy of the technical datasheet for the primer used in the calculation.

Pages 12-15 is a copy of the technical datasheet for the clearcoat used in the calculation.

Comments.

The basecoat tinters are all different prices (see 2013 price list). The calculation has for the basecoat been based on taking one tin of each of the tinters that are in the system (excluding exclusive MM tinters) and calculating the price per litre.

The price list shows the can size and box quantity that is available for each item. Distributors are required to purchase items in box quantities.

COMPARISON OF "SISTER" BRANDS - SIKKENS

	In Size	Quantities	Trade Price	Trade Price
			per ea	Total
PRIMER				
Autosurfacer HB	3 lt	1	£ 219.84	
Hardener	1 lt	1	£ 125.66	
Plus Reducer Fast	1 lt	1	£ 40.08	£ 385.58

Ready for use	mixing ratio	trade price	Number of Litres	Ready for use Trade Price	Distributor Discount	Distributor Cost
.....Mixed	5	£ 366.40	5 lt			
Autosurfacer HB	1	£ 125.66	1 lt			
Hardener	1	£ 40.08	1 lt			
Plus Reducer Fast		£ 532.14	7 lt	£ 76.02	75.00%	£ 19.01 per litre

BASECOAT

Tintners on a mixing scheme			
Autowave	Tin Size	Price band Quantities	Trade Price/sa Trade price Number of Litre/s
	1 lt	2	£ 128.39 £ 256.78 2
	1 lt	17	£ 160.55 £ 2,729.35 17
	1 lt	15	£ 224.72 £ 3,370.80 15
	1 lt	1	£ 256.82 £ 256.82 1
	1 lt	1	£ 218.31 £ 218.31 1
	1/2 lt	5	£ 109.13 £ 545.65 2.5
	1/2 lt	22	£ 112.37 £ 2,472.14 11
	1/2 lt	6	£ 80.29 £ 481.74 3
Trade price of mixing scheme tinters			£ 10,331.59 \$2.5

Trade price of mixing scheme tinters

75% £ 49.20 per litre

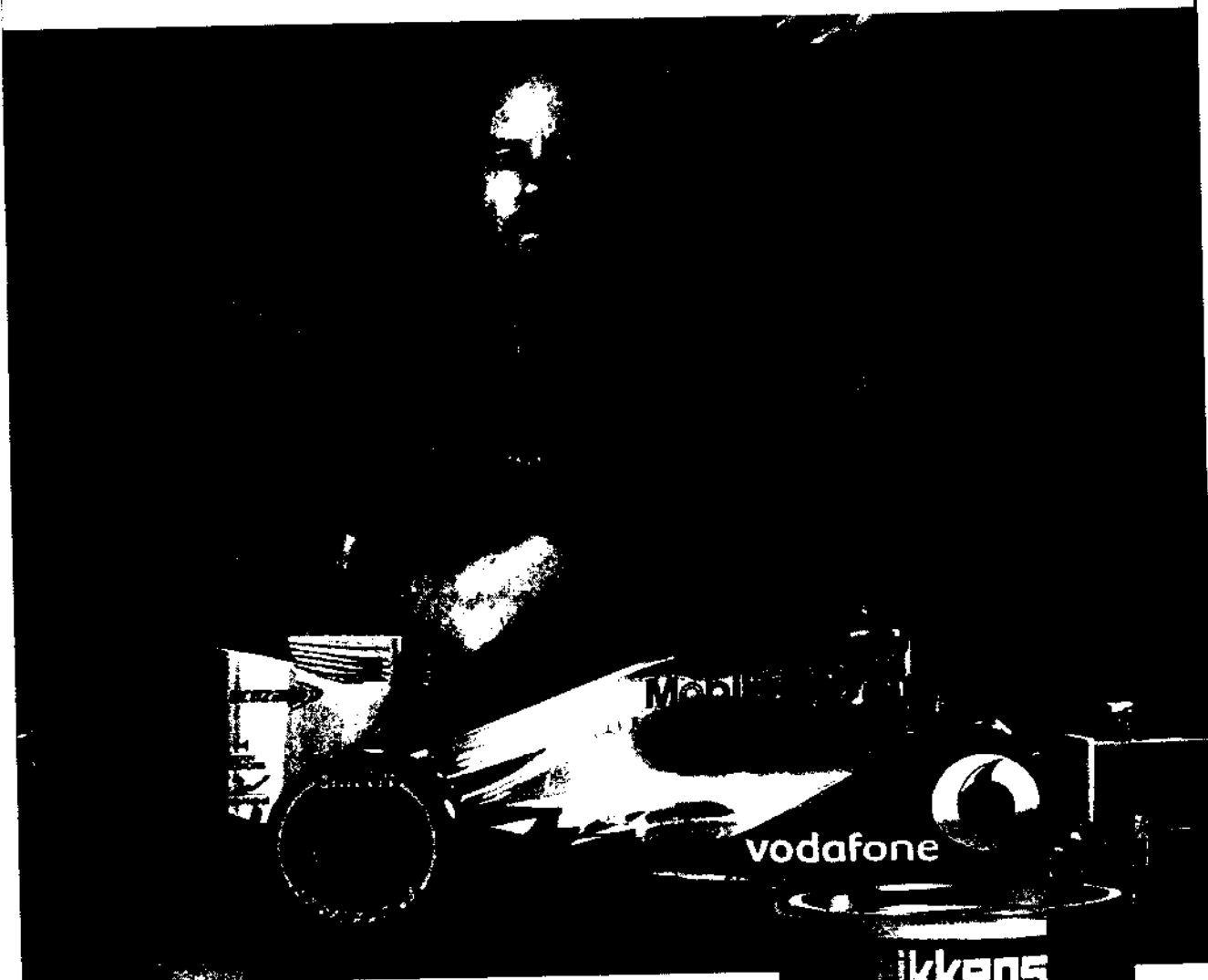
CLEARCOAT

AI	In Size	Quantities	Trade Price	Trade Price
	AutoClear LV Superior Fast 5 ft	1	£ 399.13	
	AutoClear LV Superior Hard 2.5 ft	1	£ 387.55	
	AutoClear LV Superior Redur 5 ft	1	£ 55.94	£ 842.62

[illegible]

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Pricelist 2013



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Trade Price List

Code	Material	Can Size (L)	Box Qty	Trade Price
324515	Autowave MM 00	1	2	£128.39
354758	Autowave MM 98	1	2	£160.55
364841	Autowave MM 101	1	2	£160.55
372005	Autowave MM 245	1	2	£224.72
356882	Autowave MM 254	0.5	2	£109.13
351954	Autowave MM 267	0.5	2	£109.13
364839	Autowave MM 296	0.5	2	£112.37
364845	Autowave MM 332BA	1	2	£224.72
351883	Autowave MM 332GA	0.5	2	£112.37
364846	Autowave MM 332VA	1	2	£224.72
354314	Autowave MM 888C	1	2	£160.55
354315	Autowave MM 888CC	1	2	£160.55
354316	Autowave MM 888DC	1	2	£224.72
354323	Autowave MM 888DF	1	2	£224.72
354317	Autowave MM 888EC	1	2	£160.55
454	Autowave MM 888MS	1	2	£224.72
354324	Autowave MM 888YA	1	2	£256.82
324547	Autowave MM 333P	1	2	£224.72
324551	Autowave MM 333PB	1	2	£224.72
324552	Autowave MM 333PG	1	2	£224.72
324553	Autowave MM 333PR	1	2	£224.72
345059	Autowave MM 334GA	0.5	2	£112.37
345060	Autowave MM 334GB	0.5	2	£112.37
354455	Autowave MM 334PR	0.5	2	£112.37
345061	Autowave MM 334RA	0.5	2	£112.37
345062	Autowave MM 334RB	0.5	2	£112.37
351885	Autowave MM 334WA	0.5	2	£112.37
345063	Autowave MM 334WB	0.5	2	£112.37
345381	Autowave MM 334ZA	0.5	2	£112.37
351875	Autowave MM 335	0.5	2	£109.13
355458	Autowave MM 342	1	2	£160.55
371855	Autowave MM 350	0.5	2	£112.37
370875	Autowave MM 355	1	2	£224.72
5938	Autowave MM 356	1	2	£224.72
351876	Autowave MM 360	0.5	2	£80.29
351877	Autowave MM 361	0.5	2	£109.13
324528	Autowave MM 379	1	2	£160.55
324527	Autowave MM 400	1	2	£218.31
347084	Autowave MM 527	1	2	£224.72
354449	Autowave MM 534	1	2	£160.55
347085	Autowave MM 537	1	2	£224.72
351878	Autowave MM 558	0.5	2	£80.29

Code	Material	Can Size (L)	Box Qty	Trade Price
351879	Autowave MM 568	0.5	2	£109.13
324535	Autowave MM 575	1	2	£160.55
364842	Autowave MM 577	1	2	£160.55
351880	Autowave MM 579	0.5	2	£80.29
351881	Autowave MM 599	0.5	2	£80.29
356088	Autowave MM 666	3.75	2	£481.49
324538	Autowave MM 666	1	2	£128.39
324539	Autowave MM 732	1	2	£160.55
324540	Autowave MM 744	1	2	£160.55
324541	Autowave MM 777	1	2	£160.55
324542	Autowave MM 952	1	2	£160.55
355414	Autowave MM 954	1	2	£224.72
324544	Autowave MM 971	1	2	£160.55
367724	Autowave MM 974	1	2	£160.55
324546	Autowave MM 980	1	2	£160.55
371895	Autowave MM 1001	0.5	2	£80.29
371898	Autowave MM 1002	0.5	2	£80.29

Autowave MM Exclusive				
345387	Autowave MM 332GB	0.5	2	£112.37
345058	Autowave MM 332RA	0.5	2	£112.37
345388	Autowave MM 332SA	0.5	2	£112.37
345389	Autowave MM 332YA	0.5	2	£112.37
345390	Autowave MM 334RC	0.5	2	£112.37
351011	Autowave MM 334RD	0.5	2	£112.37
354331	Autowave MM 332XG	0.5	2	£112.37
355992	Autowave MM 332XB	0.5	2	£112.37
354330	Autowave MM 332XS	0.5	2	£112.37
354332	Autowave MM 334XC	0.5	2	£112.37
354653	Autowave MM 334XR	0.5	2	£112.37

Autowave Special Effect Toners				
368940	Autowave MM 339NA	0.5	2	£290.00
368941	Autowave MM 339NC	0.5	2	£290.00
369172	Autowave MM 339NE	0.5	2	£290.00
371033	Autowave MM 339ND	0.5	2	£290.00
369173	Autowave MM 339NF	0.5	2	£290.00
369620	Autowave MM 339NB	0.5	2	£290.00
371511	Autowave MM 339NG	0.5	2	£290.00

sikkens

Trade Price List

Code	Material	Can Size (L)	Box Qty	Trade Price
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	Autocryl Plus LV MM			
359580	Autocryl Plus LV MM R065	1	2	£184.72
359602	Autocryl Plus LV MM R110	3.75	2	£554.18
359582	Autocryl Plus LV MM R140	1	2	£184.72
359581	Autocryl Plus LV MM R160	1	2	£147.80
359597	Autocryl Plus LV MM R220	1	2	£184.72
359596	Autocryl Plus LV MM R235	1	2	£249.43
359601	Autocryl Plus LV MM R237	1	2	£184.72
359583	Autocryl Plus LV MM R273	1	2	£249.43
359599	Autocryl Plus LV MM R275	1	2	£249.43
359598	Autocryl Plus LV MM R277	1	2	£184.72
359595	Autocryl Plus LV MM R345	1	2	£184.72
359594	Autocryl Plus LV MM R432	1	2	£184.72
359593	Autocryl Plus LV MM R438	1	2	£184.72
359592	Autocryl Plus LV MM R450	1	2	£249.44
359592	Autocryl Plus LV MM R454	1	2	£249.43
359588	Autocryl Plus LV MM R546	1	2	£249.43
359589	Autocryl Plus LV MM R565	1	2	£184.72
359584	Autocryl Plus LV MM R653	1	2	£184.72
359585	Autocryl Plus LV MM R675	1	2	£184.72
359600	Autocryl Plus LV MM R767	1	2	£184.72

	Clearcoats			
353974	Autoclear WB	5	4	£466.91
373388	Autoclear Mix & Matt Semi Gloss	1	2	£86.77
373389	Autoclear Mix & Matt Low Gloss	1	2	£86.77
361843	Autoclear LV Superior Fast	5	4	£399.13
361842	Autoclear LV Superior Medium	5	4	£399.13
366452	Autoclear LV	5	4	£362.18
366832	Autoclear LV Exclusive	5	4	£506.37
356841	Autoclear UV	1	6	£110.73

	Hardeners			
353973	Autoclear WB Hardener	2.5	4	£407.40
361844	Autoclear LV Superior Hardener	2.5	4	£387.55
366453	Autoclear LV Hardener	2.5	4	£284.57
366833	Autoclear LV Exclusive Hardener	2.5	4	£491.68
373382	Autoclear Mix & Matt Hardener	1	6	£149.78
356875	Autoclear UV Hardener	2.5	4	£497.06
359609	Autocryl Plus LV Hardener	1	6	£167.07

Code	Material	Can Size (L)	Box Qty	Trade Price
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	Primers, Fillers & Surfacers			
360736	Autosurfacers Rapid Dk Grey	3	2	£246.51
361541	Autosurfacers HB	3	2	£219.84
370845	Autosurfacers UV Aerosol	0.4	6	£102.12
371289	Autosurfacers UV	0.75	6	£173.81
372177	click&go UV Surfacers	0.3	6	£81.00
355831	Autosurfacers WB	3	2	£246.07
356864	2K Plastic Primer Light Grey	1	6	£96.67
358740	Primer Surfacers EP II	1	6	£62.62
370009	1K All Plastics Primer	1	6	£92.00
370141	1K All Plastics Primer Aerosol	0.4	6	£31.61
221878	Spot Primer Grey Aerosol	0.4	6	£26.83
222715	Spot Primer Blue Aerosol	0.4	6	£26.83
222712	Spot Primer Green Aerosol	0.4	6	£26.83
222710	Spot Primer Red Aerosol	0.4	6	£26.83
222714	Spot Primer Yellow Aerosol	0.4	6	£26.83
223949	Spot Primer Medium Grey Aerosol	0.4	6	£26.83
223948	Spot Primer Black Aerosol	0.4	6	£26.83
223947	Spot Primer White Aerosol	0.4	6	£26.83
360672	Spot Sealer Direct To Metal	0.4	6	£26.33
356072	Washprimer CF	1	6	£49.50
224664	Washprimer CF Aerosol	0.4	6	£26.33
356827	Sealer Plus	1	6	£59.55

	Colorbuild Plus			
363725	Colorbuild Plus Black	3	2	£332.01
363724	Colorbuild Plus White	3	2	£332.01
363722	Colorbuild Plus Blue	1	2	£110.67
363723	Colorbuild Plus Green	1	2	£110.67
363721	Colorbuild Plus Red	1	2	£110.67
363733	Colorbuild Plus Yellow	1	2	£110.67

	Primer Hardeners			
360739	Autosurfacers Rapid Hardener	1	6	£69.66
358859	Hardener for 2K Plastic Primer	0.5	6	£69.95
331350	P35 Hardener (for Autosurfacers HB)	1	6	£109.21
331348	P25 Hardener (for Autosurfacers HB)	1	6	£125.66
368935	Colorbuild Plus Hardener Sanding	1	6	£105.32
368240	Colorbuild Plus Hardener Non Sanding	1	6	£105.32
364518	Primer Surfacers EP II Hardener	0.5	6	£36.00

sikkens

Trade Price List

Code	Material	Can Size (L)	Box Qty	Trade Price
------	----------	--------------	---------	-------------

Thinners				
359610	Autocryl Plus LV Thinner	1	2	£32.20
353972	Autoclear WB Reducer	1	4	£53.51
350841	Autoclear WB SRA Thinner	1	6	£31.18
366454	Autoclear LV Reducer	1	6	£41.39
366834	Autoclear LV Exclusive Reducer	1	6	£96.10
356804	Plus Reducer Slow	5	4	£158.20
356795	Plus Reducer Medium	5	4	£158.20
356794	Plus Reducer Fast	5	4	£158.20
362853	Plus Reducer Slow	1	6	£40.08
362852	Plus Reducer Medium	1	6	£40.08
362851	Plus Reducer Fast	1	6	£40.08
367828	Reducer Non Sanding	1	6	£34.28
368764	SRA Agent	1	6	£87.82
369573	SRA Agent Aerosol	0.4	6	£28.42
367809	Autoclear UV SRA	1	6	£53.88
367809	Autoclear UV Reducer	1	6	£82.21
361846	Autoclear LV Superior Reducer Medium	1	6	£55.94
361845	Autoclear LV Superior Reducer Slow	1	6	£55.94
362395	Autoclear LV Superior Reducer Fast	1	6	£55.94
373383	Autoclear Mix & Matt Reducer Standard	1	6	£62.16
373385	Autoclear Mix & Matt Reducer Slow	1	6	£82.16

Accelerators				
364907	Autoclear LV Superior Accelerator	1	6	£75.74
365149	Autocryl Plus LV Accelerator	1	6	£73.51

Activators				
359201	Activator WB	1	6	£26.87
356842	Autoclear UV Activator	0.125	6	£53.18
368921	Colorbuild Plus Activator Sanding Slow	1	6	£57.37
368929	Colorbuild Plus Activator Sanding Fast	1	6	£57.37
368932	Colorbuild Plus Activator Sanding Extra Fast	1	6	£57.37
3797	Colorbuild Plus Activator Non Sanding	1	6	£34.18
367849	Colorbuild Plus Plastic Additive	1	6	£36.73
370586	Colorbuild Plus Plastic Additive HT	1	6	£39.55

Code	Material	Can Size (L)	Box Qty	Trade Price
------	----------	--------------	---------	-------------

Ancillary products				
302179	Antisilicon	1	6	£111.21
348554	Antistatic Silicone Remover M700	5	4	£103.87
367863	M200	5	6	£103.20
300624	Thinner M 600	5	4	£81.05
368938	Basefix WB	1	2	£62.62
321248	Autowave Guncleaner	5	4	£48.78
222905	Autowave Separator	0.85kg	12	£72.75
354680	Autowave Additive LP	1	6	£56.24
210528	Blend-Prep	0.326	12	£27.29
303625	Elast-O-Adif	1	4	£94.37
369814	OTO Bodycoat Sea wolf Blue	1	12	£58.28
305613	OTO Quick Degreaser	5	4	£146.97

Bodyfillers				
205629	Polykit IV Set 2 Kg	2.0kg	6	£51.96
303751	Polystop LP Set 2 Kg	2.0kg	6	£78.67
356508	Polysoft Plastic 1kg	1.0kg	6	£27.04

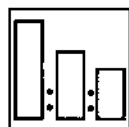
Autosurfacer HB

FOR PROFESSIONAL USE ONLY

Description

Autosurfacer HB is a fast drying two-pack high build primer-surfacer for car refinishing systems. Developed for panel and spot repairs where extreme high film build is required. Autosurfacer HB is only available as a sanding surfacer.

Sanding application



5 Autosurfacer HB
1 Hardener P25 / P35
1 Plus Reducers



Use Sikkens measuring stick
Nr. 23 Violet
Beware of different ratios on measuring stick.

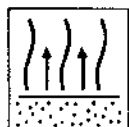


Spray gun set-up:
1.8-2.0 mm

Application pressure:
1.7-2.2 bar at the air inlet.
HVLP max 0.6-0.7 bar at the air cap.



1-3 x 1 coat



Between coats:
5-10 minutes at 20°C

Before curing:
5-10 minutes at 20°C



3 hours at 20°C

30 minutes at 60°C



Final sanding step: P500
See TDS S8.06.01



Recoatable with all Sikkens topcoats



Use suitable respiratory protection
Akzo Nobel Car Refinishes recommends the use of a fresh air supply respirator.

Read complete TDS for detailed product information

Autosurfacer HB

FOR PROFESSIONAL USE ONLY**Description**

Autosurfacer HB is a fast drying two-pack high build primer-surfacer for car refinishing systems. Developed for panel and spot repairs where extreme high film build is required. Autosurfacer HB is only available as a sanding surfacer.

Suitable substrates

Existing finishes
Steel
OEM electrocoat
Sikkens Washprimers

Glass Reinforced Polyester laminates
Polyester bodyfillers
Sikkens Polysurfacer
Primer Surfacer EP II

Autosurfacer HB will provide adequate adhesion if applied directly to steel, however, we advise for systems which should meet the highest standards to apply Autosurfacer HB over Sikkens Washprimer. Allow for a minimum of 15 minutes flash-off time at 20°C after Washprimer application

Autosurfacer HB can be applied on plastics parts which have been preceded by: Plastoflex Primer or 2K Plastic Primer

Product and additives

Autosurfacer HB

Hardeners

Hardener P25; for application at temperatures around 20°C-25°C for spot or panel repairs
Hardener P35; to use at higher temperatures or in case of application on larger panels.

Thinner

Plus Reducer

Plus Reducers

Plus Reducer Fast; spot and panel repairs, temperature range: 15°C-25°C.
Plus Reducer Medium; spot and panel repairs and large areas, temperature range: 20°C-30°C.
Plus Reducer Slow; larger areas and complete paint jobs, temperature range: 25°C-35°C.

Additives

Autocryl Structure Paste (Fine); additive to create different surface textures; TDS 6.27, 6.29.
Elast-O-Activ; to elasticize Autosurfacer HB making it suitable for plastic parts. See S8.06.03c.

Basic raw materials

Autosurfacer HB: Acrylic resins
P Hardeners: Polyisocyanate resin

Surface preparation

Surface cleaning; remove any surface contamination prior to sanding using an appropriate surface cleaner
Pre-clean the surface with warm water and detergent, rinse sufficiently with clean water



Sanding; final dry sanding steps; P180 – P280
Rigid OEM electro coated parts, final dry sanding steps, P180 – P280
Sikkens polyester bodyfillers and Polysurfacer; finished with; P180 – P280
Featheredge sanding for spot repair, finish outer area with P400
For detailed surface preparation see TDS S8.06.02

Autosurfacer HB

FOR PROFESSIONAL USE ONLY



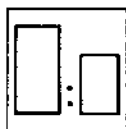
Surface cleaning; remove any surface contamination prior to Autosurfacer HB application using appropriate surface cleaner. *Where bodyfiller is exposed, avoid contact with water (e.g. waterborne degreaser).*

Stir before use



Autosurfacer HB must be stirred thoroughly before use.

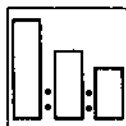
Tinting



If necessary, Autosurfacer HB can be tinted with up to 10 parts by volume with: Autocryl Plus, Autocryl LV or Autocryl Plus LV MM toners

Autosurfacer HB mixed with any of the topcoat MM colours must be stirred thoroughly before adding either Hardener P25 or Hardener P35.

Mixing



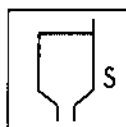
- 5 Autosurfacer HB
- 1 Hardener P25 / P35
- 1 Plus Reducers

Use Hardener P25 at application temperatures around 20°C-25°C for spot or panel repairs. At higher temperatures or in case of application on larger panels use P35 Hardener.

Flexible parts

Once elasticized to the required level, Autosurfacer HB can be applied on plastic parts. All flexible plastic parts should be pre-coated with a suitable plastic primer (in the case of virgin plastic), or OEM finish. See TDS S8 06.3c.

Viscosity



30-40 seconds DIN cup 4 at 20°C.

Spray gun set-up / application pressure



Spray gun
Gravity feed

Fluid tip – set-up
1.8-2.0 mm

Application pressure
1.7-2.2 bar at the spray gun air inlet
HVLP max 0.6-0.7 bar at the air cap

For maximum build use widest fluid tip and lower application pressure

Pot-life

Hardener P25: 1 hour at 20°C.

Hardener P35: 2 hours at 20°C.

Autosurfacers HB

FOR PROFESSIONAL USE ONLY

Application



Apply one coat over the total sanded area. Next apply the 2nd and 3rd coat within each preceding coat. Where a full panel application is required apply 2-3 coats over the total panel dependent on the required film build.

Allow each coat to flash-off naturally until the surface is completely matt, this also supports to achieve higher film build. Do not force-dry with air support.

Flash-off between the coats is dependent on ambient temperature, applied layer thickness and airflow. For maximum build use widest fluid tip and lower application pressure.

Film thickness

By using the recommended application: 3 coats, 240-300 µm.

Drying time sanding



3 hours at 20°C.

2 hours at 40°C

30 minutes at 60°C.

Drying times relate to recommended application (3 coats) and object temperature. Indicated drying times relate to the use of P25 Hardener.



Allow 5 minutes flash off prior to infra red curing. The panel must not reach a temperature above 100°C while curing. For additional infra red drying information, see TDS S9.01.01.

Final sanding



Final sanding step P500

- Initial sanding steps may be executed with a coarser sanding grit, P360 - P400
- Respect a maximum 100 sanding grit step difference or less throughout the sanding procedure.
- For detailed surface preparation see TDS S8.06.02



Final sanding step P1000

- Initial sanding steps may be executed with a coarser sanding grit P600 - P800
- Respect a maximum 200 sanding grit step difference or less throughout the sanding procedure
- For detailed surface preparation see TDS S8.06.02



Surface cleaning; remove any surface contamination prior to the application of the topcoat using an appropriate surface cleaner.

Recoat with

All Sikkens topcoats

Autosurfacers HB

FOR PROFESSIONAL USE ONLY

Material usage

By using the recommended application, the theoretical material usage is $\pm 4 \text{ m}^2/\text{liter}$ RTS mixture.

The practical material usage depends on many factors i.e. shape of the object, roughness of the surface, application techniques, pressure and application circumstances.

Cleaning of equipment

Sikkens Solvents or solvent borne guncleaners

VOC

2004/42/IB(c)(540)518

The EU limit value for this product (product category: IIB c) in ready to use form is max. 540 g/liter of VOC.
 The VOC content of this product in ready to use form is max. 518 g/liter

Product storage

Product shelf-life is determined when products are stored unopened at 20°C.
 Avoid extreme temperature fluctuation.

- Product shelf life data see TDS S9.01.02

AkzoNobel Coatings LTD, Car Refinishes

Address: 136 Milton Park, Abingdon
 Oxfordshire OX14 4SB

Tel: 00 44 (0)1235 862226

AkzoNobel CR Ireland

Address: Avonbeg Industrial Estate
 Long Mile Road, Dublin 12

Tel: 00 353 (0)1450 1344

FOR PROFESSIONAL USE ONLY

IMPORTANT NOTE The information in this data sheet is not intended to be exhaustive and is based on the present state of our knowledge and on current laws. Any person using the product for any purpose other than that specifically recommended in the technical data sheet without first obtaining written confirmation from us as to the suitability of the product for the intended purpose does so at his own risk. It is always the responsibility of the user to take all necessary steps to fulfill the demands set out in the local rules and legislation. Always read the Material Data Sheet and the Technical Data Sheet for this product if available. All advice we give or any statement made about the product by us (whether in this data sheet or otherwise) is correct to the best of our knowledge but we have no control over the quality or the condition of the substrate or the many factors affecting the use and application of the product. Therefore unless we specifically agree in writing otherwise we do not accept any liability whatsoever for the performance of the product or for any loss or damage arising out of the use of the product. All products supplied and technical advices given are subject to our standard terms and conditions of sale. You should request a copy of this document and review it carefully. The information contained in this data sheet is subject to modification from time to time in the light of experience and our policy of continuous development. It is the user's responsibility to verify that this data sheet is current prior to using the product.

Brand names mentioned in this data sheet are trademarks of or are licensed to AkzoNobel.

Head Office

AkzoNobel Car Refinishes B.V., PO Box 3 2170 BA Sassenheim, The Netherlands www.sikkenscr.com

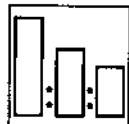
Technical Data Sheet

Clearcoats

07.09.2010

Autoclear® LV Superior**FOR PROFESSIONAL USE ONLY****Description**

Two-pack VOC compliant clearcoat concept, consisting of three clearcoats, one dedicated hardener and three reducers, designed for optimum application properties. This concept covers all sizes of repairs at optimum quality levels under all application conditions. The clearcoat technology will ensure a very robust and reliable product performance combined with high gloss level on Autowave.



100 Autoclear LV Superior Clearcoats
60 Autoclear LV Superior Hardener
20 Autoclear LV Superior Reducers

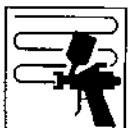


Use Sikkens measuring stick
No. 31 Blue

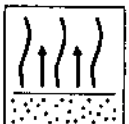


Spray gun set-up:
1.2-1.4 mm

Application pressure:
1.7-2.2 bar at the air inlet
HVLP max 0.6-0.7 bar at the air cap



2 x 1 coat
First apply a medium closed coat, next apply a full coat after indicated flash off time



Between coats
3-5 minutes at 20°C
Reducer selection according temperature

Before curing
3-5 minutes at 20°C
Flash-off time depending on oven type



Clearcoat selection
Autoclear LV Superior Fast
Autoclear LV Superior Medium
Autoclear LV Superior Slow

	20°C	60°C
Autoclear LV Superior Fast	6 hours	15 minutes
Autoclear LV Superior Medium	7 hours	25 minutes
Autoclear LV Superior Slow	8 hours	35 minutes



Use suitable respiratory protection
Akzo Nobel Car Refinishes recommends the use of a fresh air supply respirator.

Read complete TDS for detailed product information

Autoclear® LV Superior

FOR PROFESSIONAL USE ONLY

Description

Two-pack VOC compliant clearcoat concept, consisting of three clearcoats, one dedicated hardener and three reducers, designed for optimum application properties. This concept covers all sizes of repairs at optimum quality levels under all application conditions. The clearcoat technology will ensure a very robust and reliable product performance combined with high gloss level on Autowave.

Product and additives

Autoclear LV Superior Fast: 15 minutes drying time at 60°C
 Autoclear LV Superior Medium: 25 minutes drying time at 60°C
 Autoclear LV Superior Slow: 35 minutes drying time at 60°C

Hardener Autoclear LV Superior Hardener; a general purpose hardener for all repair sizes.

Reducers Autoclear LV Superior Reducer Fast; spot and panel repairs below 20°C
 Autoclear LV Superior Reducer Medium; spot and panel repairs at 20°C-35°C
 Autoclear LV Superior Reducer Slow; larger areas and overall refinishing at 25°C-45°C

Accelerator Autoclear LV Superior Accelerator; for spot and panel repair application at temperatures below 30°C.

Additives Autoclear Mat; a matt clearcoat finish to create different clearcoat gloss levels (TDS 5.5.1)

No plasticiser (Elast-O-Activ) required for application on plastic car parts.

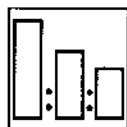
Basic raw materials

Autoclear LV Superior; Polyol resins
 Autoclear LV Superior Hardener; Poly-isocyanate resins

Suitable substrates

Autowave: after a minimum flash off time of 15 minutes at 25°C

Mixing

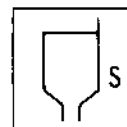


100 Autoclear LV Superior(s)
 60 Autoclear LV Superior Hardener
 20 Autoclear LV Superior Reducer(s)

100 Autoclear LV Superior Fast/Medium
 60 Autoclear LV Superior Hardener
 20 Autoclear LV Superior Accelerator

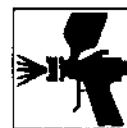
Use measuring stick No. 31 Blue.

Viscosity



15-17 seconds – DIN Cup 4 at 20°C

Spray gun set-up / application pressure



Spray gun
 Gravity feed

Fluid tip – set-up
 1.2-1.4 mm

Application pressure
 1.7-2.2 bar at the spray gun air inlet
 HVLP max 0.6-0.7 bar at the air cap

Autoclear® LV Superior

FOR PROFESSIONAL USE ONLY

Application process & blending



Apply a medium closed coat, allowing for a 3-5 minutes flash-off time at 20°C.

Next, apply a full coat, allowing for a 3-5 minutes flash-off time at 20°C before baking.

- Flash-off between coats; in case of application to larger areas, flash off between coats is minimal.
- Recoatable with itself after full drying cycle, sanding becomes necessary after 24 hours
- For blending (spot repair and panel blends), see TDS S8.01.01.
- *When sanding and heavy polishing is required, a third coat may be applied after the stated flash-off times at 20°C*

Pot-life

Autoclear LV Superior Fast	30 minutes	at 20°C
Autoclear LV Superior Fast + Autoclear LV Superior Accelerator	30 minutes	at 20°C
Autoclear LV Superior Medium	1 hour	at 20°C
Autoclear LV Superior Medium + Autoclear LV Superior Accelerator	1 hour	at 20°C
Autoclear LV Superior Slow	1½ hour	at 20°C

Drying times

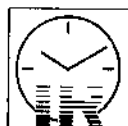
Allow for a minimum of 5 minutes flash off time at 20°C before moving the car into a pre-heated drying oven (booth) at 60°C. All drying times relate to standard application and object temperature.

Consider the time required for the spraybooth to reach an acceptable air temperature to enable the heat transfer of 60°C to the object.

		LV Superior Fast LV Superior Accelerator	LV Superior Medium LV Superior Accelerator	LV Superior Fast	LV Superior Medium	LV Superior Slow
20°C	Dust dry	50 minutes	50 minutes	1 hour	1 ½ hours	2 ½ hours
	Dry to handle*	3 hours	3 hours	6 hours	7 hours	8 hours
50°C	Dust dry	7 minutes	10 minutes	10 minutes	20 minutes	25 minutes
	Dry to handle*	20 minutes	25 minutes	30 minutes	50 minutes	60 minutes
60°C	Dust dry	4 minutes	6 minutes	7 minutes	10 minutes	20 minutes
	Dry to handle*	12 minutes	15 minutes	15 minutes	25 minutes	35 minutes

*Dry to handle

Following the drying cycle at 60°C object temperature, allow the Autoclear LV Superior to cool down fully to ambient temperature.



Dry to handle after approximately 10 minutes.

Allow 5 minutes flash off prior to infra red curing.

The panel must not reach a temperature above 100°C while curing.

For additional infra red drying information, see TDS S9.01.01

Autoclear® LV Superior**FOR PROFESSIONAL USE ONLY****Polishability**

Dust and minor imperfections can be polished out after the stated air-dry times have been reached, or after a full bake at 60°C object temperature, followed by a cool down of the object to ambient temperature. Carefully sand out dust particles and restore the surface according polishing recommendations. Ready to polish approximately 1 hour after cool down to ambient temperature.

Film thickness

By using the recommended application (2 coats)

 μm
45-60
Theoretical CoverageReady for use mixture at 1 μm layer thickness $\pm 510 \text{ m}^2/\text{liter}$ **Cleaning of equipment**

Sikkens Solvents or solvent borne guncleaners

VOC**2004/42/IIb(d)(420)413**

The EU limit value for this product (product category: IIb.d) in ready to use form is max. 420 g/liter VOC. The VOC content of this product in ready to use form is max. 413 g/liter

Product storage

Product shelf-life is determined when products are stored unopened at 20°C. Avoid extreme temperature fluctuation.

○ Product shelf life data see TDS S9.01.02

AkzoNobel Coatings LTD, Car Refinishes

Address: 136 Milton Park, Abingdon
Oxfordshire OX14 4SB

Tel: 44 (0)1235 862226

AkzoNobel CR Ireland

Address: Avonbeg Industrial Estate
Long Mile Road, Dublin 12

Tel: 00 353 (0)1450 1344

FOR PROFESSIONAL USE ONLY

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Coatings brand names mentioned in this data sheet are trademarks of or are licensed to AkzoNobel.

Head Office

AkzoNobel Car Refinishes B.V., PO Box 3 2170 BA Sassenheim, The Netherlands. www.sikkenscr.com



Market Investigation.

Private Motor Insurance.

Date: 6th September 2013.

Submission of Evidence by Nigel and Brian Hecks.

Reference: APM-034.

Total number of Pages: 16

Description.

These documents give details of how the "wholesale" price of Lesonal product has been calculated.

Page 01 is a calculation of the price of one litre of Lesonal Primer, Basecoat and Clearcoat "ready for use".

Pages 02-07 is a copy of the 2013 Lesonal Price list. The "cost price" column is the price to the distributor (wholesale price). The last page of the price list shows prices offered for volume discounts on certain products.

Pages 08-12 is a copy of the technical datasheet for the primer used in the calculation.

Pages 13-16 is a copy of the technical datasheet for the clearcoat used in the calculation.

Comments.

The basecoat tinters are all different prices (see 2013 price list). The calculation has for the basecoat been based on taking one tin of each of the tinters that are in the system and calculating the price per litre.

The price list shows the can size that is available for each item.

COMPARISON OF "SISTER" BRANDS - LESONAL

PRIMER

	In Size	Trade Quantities	Trade Price as Total
2K Filler 540	3 lt	1	£ 72.92
Universal Hardener	5 lt	1	£ 87.27
Multi Thinner	5 lt	1	£ 40.94
			£ 201.13

Price per litre	Mixed	Ready for Use	mixing ratio	trade price	Number of litres	Average Trade Price	Distributor Discount	Distributor Cost
			2K Filler 540	5	£ 121.53	5 lt			
			Universal Hardener	1	£ 17.45	1 lt			
			Multifinish	1	£ 8.18	1 lt			
					£ 147.16	7 lt	£ 21.02	54.50%	£ 9.55 per litre

BASECOAT

Tintlers on a Mixing Scheme

Under Size	Quantity	Trade Price as	Trade Price total	Number of Lines	Average Trade Price	Distributor Discount	Distributor Cost
It	5	£ 42.64	£ 213.20	5			
It	14	£ 52.57	£ 735.98	14			
It	4	£ 70.98	£ 283.92	4			
It	7	£ 66.24	£ 463.68	7			
1/2 It	12	£ 28.92	£ 347.04	6			
1/2 It	24	£ 39.33	£ 943.92	12			
75 It	1	£ 159.87	£ 159.87	3.75			
Trade price of mixing scheme				51.75	£ 60.82	45%	£ 33.45

CLEARCOAT

	Tin Sizes	Quantity	Trade Price ea
2K HS Fast Clear 420	5 lt	1	£ 99.97
2K HS Hardener 420	5 lt	1	£ 145.58
Reducer 420	5 lt	1	£ 96.72
			£ 342.27

.....Mixed	Ready for Use	Mixing ratio	Trade price	Number of Litres	Average Trade Price	Distributor Discount	Distributor Cost
	2K HS Fast Clear 420	100	£ 99.97	5 lt			
	2K HS Hardener 420	60	£ 87.35	3 lt			
	Reducer 420	20	£ 19.34	1 lt			
			£ 206.66	9 lt	£ 22.96	45%	£ 12.63 per litre

LESONAL

Great finish. Great value.

Lesonal, technical supplier to

≡ MANSORY ≡



Price List

Effective from 1st February 2013

www.lesonal.com



AkzoNobel

BASECOAT WB

APM - 034 - 3

ITEM CODE	TINTER NAME	DESCRIPTION	CAN SIZE (Lt.)	COST PRICE	SUGGESTED LIST PRICE
353591	Basecoat WB 02	Correction Binder	1	23.44	42.64
355993	Basecoat WB 02	Correction Binder	3.75	87.90	159.87
353592	Basecoat WB 03	Light Grey Transparent	1	23.44	42.64
353593	Basecoat WB 11	White	1	23.44	42.64
353573	Basecoat WB 12	White Transparent	0.5	15.91	28.92
356006	Basecoat WB 14	White	1	28.92	52.57
353596	Basecoat WB 22	Black	1	23.44	42.64
366804	Basecoat WB 23	Deep Black	3.75	87.90	159.87
372434	Basecoat WB 25	Jet Black	1	23.44	42.64
353936	Basecoat WB 34	Red Oxide	0.5	15.91	28.92
372023	Basecoat WB 36	Bright Red	1	28.92	52.57
353600	Basecoat WB 37	Dark Red Oxide Transparent	1	28.92	52.57
353601	Basecoat WB 41	Blue Transparent	1	28.92	52.57
353604	Basecoat WB 46	Dark Blue Transparent	1	28.92	52.57
356009	Basecoat WB 48	Bluish Green Transparent	1	28.92	52.57
356010	Basecoat WB 49	Bluish Violet Transparent	1	28.92	52.57
353605	Basecoat WB 52	Green Blue Transparent	1	28.92	52.57
353576	Basecoat WB 53	Yellowish Green Transp.	0.5	15.91	28.92
353606	Basecoat WB 54	Greenish Blue Transparent	1	28.92	52.57
356005	Basecoat WB 55	Green Yellow Transparent	0.5	15.91	28.92
353607	Basecoat WB 61	Light Yellow	1	28.92	52.57
353577	Basecoat WB 62	Bright Yellow	0.5	15.91	28.92
353578	Basecoat WB 63	Reddish Yellow	0.5	15.91	28.92
353580	Basecoat WB 65	Yellow Oxide	0.5	15.91	28.92
368269	Basecoat WB 67	Dark Yellow Oxide Trans.	0.5	15.91	28.92
353584	Basecoat WB 72	Orange Red Transparent	0.5	21.64	39.33
353585	Basecoat WB 73	Orange Yellow Transparent	0.5	21.64	39.33
362019	Basecoat WB 76	Dark Orange	0.5	21.64	39.33
353609	Basecoat WB 81	Red Maroon Transparent	1	28.92	52.57
353612	Basecoat WB 82	Bright Maroon Transparent	1	28.92	52.57
353610	Basecoat WB 84	Violet Transparent	1	28.92	52.57
372020	Basecoat WB 85	Violet Red	0.5	15.91	28.92
355964	Basecoat WB 86	Violet Red Transparent	1	28.92	52.57
353975	Basecoat WB 90P	Pearl White	1	39.05	70.98
356664	Basecoat WB 90X	Gold Effect Medium	0.5	21.64	39.33
353908	Basecoat WB 91P	Pearl Blue	1	39.05	70.98
356665	Basecoat WB 91X	Silver Effect Medium	0.5	21.64	39.33
353909	Basecoat WB 92P	Pearl Gold	1	39.05	70.98
356666	Basecoat WB 92X	Red Effect Medium	0.5	21.64	39.33
353910	Basecoat WB 93P	Pearl Red	1	39.05	70.98
356667	Basecoat WB 93X	Copper Effect	0.5	21.64	39.33
353922	Basecoat WB 94P	Pearl Blue Fine	0.5	21.64	39.33
356668	Basecoat WB 94X	Blue Effect Medium Coarse	0.5	21.64	39.33
353923	Basecoat WB 95P	Pearl Green	0.5	21.64	39.33
353924	Basecoat WB 96P	Violet Pearl	0.5	21.64	39.33
353925	Basecoat WB 97P	Bluish Red Pearl	0.5	21.64	39.33
353926	Basecoat WB 98P	White Pearl Extra Fine	0.5	21.64	39.33
353927	Basecoat WB 99P	White Pearl Fine	0.5	21.64	39.33
353586	Basecoat WB 131	Red Brown Transparent	0.5	15.91	28.92
356027	Basecoat WB 190CH	Bronze Paliochrome	1	36.40	66.24
356021	Basecoat WB 190M	Fine Metallic High Sparkle	1	36.40	66.24
353928	Basecoat WB 190P	Graphite	0.5	21.64	39.33

BASECOAT WB

APM - 034 - 4

ITEM CODE	TINTER NAME	DESCRIPTION	CAN SIZE (L.)	COST PRICE	SUGGESTED LIST PRICE
356022	Basecoat WB 191M	Coarse Metallic High Sparkle	1	36.40	66.24
356023	Basecoat WB 192M	Coarse Metallic	1	36.40	66.24
353929	Basecoat WB 192P	Bright Green Pearl	0.5	21.64	39.33
356024	Basecoat WB 193M	Extra Coarse Metallic	1	36.40	66.24
353930	Basecoat WB 193P	Bluish Green Pearl	0.5	21.64	39.33
356025	Basecoat WB 194M	Very Coarse Metallic	1	36.40	66.24
353931	Basecoat WB 194P	Brown Red Pearl Fine	0.5	21.64	39.33
356026	Basecoat WB 195M	Fine Bright Metallic	1	36.40	66.24
353932	Basecoat WB 195P	Brown Red Pearl M. Coarse	0.5	21.64	39.33
353933	Basecoat WB 196P	Reddish Green Pearl	0.5	21.64	39.33
353934	Basecoat WB 197P	Fine Green Pearl	0.5	21.64	39.33
353935	Basecoat WB 198P	Yellow Pearl	0.5	21.64	39.33
362235	Basecoat WB 291P	Copper Effect Pearl	0.5	21.64	39.33
356074	Basecoat WB 295P	Red Satin Pearl	0.5	21.64	39.33
371739	Basecoat WB 9001	Reduced Strength Black	0.5	15.91	28.92
371744	Basecoat WB 9002	Reduced Strength Blue	0.5	15.91	28.92

PRIMERS AND FILLERS

APM - 034 - 5

ITEM CODE	DESCRIPTION	CAN SIZE	COST PRICE	SUGGESTED LIST PRICE
360662	2K Filler 540 White	1 Lt	13.38	24.30
354242	2K Filler 540 White	3 Lt	40.12	72.92
354243	2K Filler 540 Grey	3 Lt	40.12	72.92
363645	2K Filler 540 Black	1 Lt	13.38	24.30
354244	2K Filler 540 Black	3 Lt	40.12	72.92
356485	2K Filler 540 Grey RTS Aerosol	400 ml	10.73	19.57
362967	1K Etch Primer	1 Lt	12.08	21.95
358947	1K Etch Primer RTS Aerosol	400 ml	6.32	12.66
370010	1K Multi Plastic Primer	1 Lt	18.19	30.32
356785	2K Universal Plastic Primer	1 Lt	17.47	29.10
367525	2K High Build Filler White	1 Lt	13.38	24.30
367526	2K High Build Filler White	3 Lt	40.12	72.92
369700	2K High Build Filler Grey	1 Lt	13.38	24.30
369701	2K High Build Filler Grey	3 Lt	40.12	72.92
369696	2K High Build Filler Black	1 Lt	13.38	24.30
369697	2K High Build Filler Black	3 Lt	40.12	72.92
353984	2K Epoxy Primer	1 Lt	12.86	20.60
345405	1K Primer Filler EU 2004/42/CE non compliant product	1 Lt	10.22	13.29
345406	1K Primer Filler EU 2004/42/CE non compliant product	3 Lt	29.91	38.87
224327	Primer Filler RTS Aerosol White	400ml	6.48	12.96
212422	Primer Filler RTS Aerosol Grey	400ml	6.48	12.96
224328	Primer Filler RTS Aerosol Black	400ml	6.48	12.96
370142	1K Multi Plastics Primer RTS Aerosol	400ml	6.89	13.13

CLEARCOATS

ITEM CODE	DESCRIPTION	CAN SIZE	COST PRICE	SUGGESTED LIST PRICE
363831	2K HS Fast Clear 420	1 Lt	12.10	21.98
364208	2K HS Fast Clear 420	5 Lt	55.00	99.97
363832	2K HS Premium Clear 420	1 Lt	13.27	24.13
364211	2K HS Premium Clear 420	5 Lt	60.31	109.64
341300	2K HS Extra Clear EU 2004/42/CE non compliant product	5 Lt	59.29	118.57
356486	2K HS Extra Clear RTS Aerosol	400 ml	11.08	20.19
373998	Multi Matt Clear Low Gloss	1 Lt	19.17	34.86
373999	Multi Matt Clear Semi Gloss	1 Lt	19.17	34.86

ANCILLARY PRODUCTS

ITEM CODE	DESCRIPTION	CAN SIZE	COST PRICE	SUGGESTED LIST PRICE
351601	Topspeed	250 ml	7.00	14.01
330283	Flexible Additive	1 Lt	22.08	35.12
363607	Gloss Reducer 01	1 Lt	28.43	51.72
370995	Bodyfiller Universal	2 Kg	13.82	21.99
370592	Spraying Filler	1 Lt	11.85	21.58
354678	Ready Mixed Additive for WB	1 Lt	16.34	27.50
359202	Activator WB	1 Lt	6.62	12.03
359200	Guncleaner WB	5 Lt	12.02	21.42
368765	Fade Out Agent EU 2004/42/CE non compliant product	1 Lt	11.31	20.50
369066	Fade Out Agent EU 2004/42/CE non compliant product	5 Lt	53.69	97.36
369512	Fade Out Agent RTS Aerosol	400 ml	6.80	12.36

HARDENERS

APM - 034-6

ITEM CODE	DESCRIPTION	CAN SIZE	COST PRICE	SUGGESTED LIST PRICE
363218	Universal Hardener Extra Fast	1 Lt	10.66	19.37
363533	Universal Hardener Extra Fast	5 Lt	48.00	87.27
363214	Universal Hardener Fast	1 Lt	10.66	19.37
363215	Universal Hardener Fast	5 Lt	48.00	87.27
363216	Universal Hardener Standard	1 Lt	10.66	19.37
363217	Universal Hardener Standard	5 Lt	48.00	87.27
363220	Universal Hardener HT	1 Lt	10.66	19.37
359266	HS Hardener 420	1 Lt	16.44	29.87
359322	HS Hardener 420	5 Lt	80.11	145.58
303598	Hardener Spraying Filler	50 ml	1.71	3.11
353986	Hardener Epoxy Primer	500 ml	6.19	9.92
356832	Hardener Universal Plastic Primer	500 ml	10.79	17.98
374000	Multi Matt Clear Hardener	1 Lt	33.09	56.45

THINNERS

ITEM CODE	DESCRIPTION	CAN SIZE	COST PRICE	SUGGESTED LIST PRICE
332475	Multi Thinner Fast	1 Lt	4.99	8.39
332476	Multi Thinner Fast	5 Lt	24.25	40.94
331625	Multi Thinner Standard	1 Lt	4.99	8.39
331626	Multi Thinner Standard	5 Lt	24.25	40.94
351596	Multi Thinner HT	5 Lt	24.25	40.94
359268	Thinner 420	1 Lt	10.09	18.42
369619	Thinner 540 Non Sanding	1 Lt	8.86	16.14
364212	Reducer Clear 420	1 Lt	10.88	19.84
364213	Reducer Clear 420	5 Lt	53.03	96.72
374001	Multi Matt Clear Reducer Standard	1 Lt	13.73	24.97
374002	Multi Matt Clear Reducer Slow	1 Lt	13.73	24.97
363527	Antistatic Degreaser SB	5 Lt	18.54	26.44
372173	Degreaser WB 200	5 Lt	19.76	35.90
370516	Degreaser WB 200	1 Lt	4.19	7.60

MISCELLANEOUS ITEMS

ITEM CODE	DESCRIPTION		COST PRICE	SUGGESTED LIST PRICE
228687	Mixing Stick B		2.29	N/A
228688	Mixing Stick D		2.29	N/A
228689	Mixing Stick G		2.29	N/A
228690	Mixing Stick K		2.29	N/A
228691	Mixing Stick N		2.29	N/A
228692	Mixing Stick P		2.29	N/A
228693	Mixing Stick R		2.29	N/A
220466	2K Topcoat Labels 0.5 Lt. (250)		0.01	N/A
224336	Basecoat SB Labels 1 Lt. (250)		0.01	N/A
224944	Basecoat SB Labels 0.5 Lt. (250)		0.01	N/A
224740	Basecoat WB Labels 0.5 Lt. (250)		0.01	N/A
223884	Basecoat WB Labels 1 Lt. (250)		0.01	N/A
332002	Plastic Can for WB 1 Lt. (42)		2.72	N/A

BULK PROMOTIONAL PRICES

APM - 034 - 7

PRIMERS AND FILLERS

SHADES CANNOT BE MIXED ON A PROMOTIONAL ORDER

ITEM CODE	DESCRIPTION	CAN SIZE	NORMAL COST PRICE	MINIMUM 24 TINS
354243	2K Filler 540 Grey	3 LT	40.12	31.59
354244	2K Filler 540 Black	3 LT	40.12	31.59
354242	2K Filler 540 White	3 LT	40.12	31.59

ITEM CODE	DESCRIPTION	CAN SIZE	NORMAL COST PRICE	MINIMUM 24 TINS
367526	2K High Build Filler White	3 LT	40.12	31.59
369701	2K High Build Filler Grey	3 LT	40.12	31.59
369697	2K High Build Filler Black	3 LT	40.12	31.59

AEROSOLS

SHADES CANNOT BE MIXED ON A PROMOTIONAL ORDER

ITEM CODE	DESCRIPTION	CAN SIZE	NORMAL COST PRICE	MINIMUM 24 AEROSOLS
212422	Primer Filler Aerosol Grey	400 ml	6.48	5.18
224328	Primer Filler Aerosol Black	400 ml	6.48	5.18
224327	Primer Filler Aerosol White	400 ml	6.48	5.18

2K HS EXTRA CLEAR (non compliant)

ITEM CODE	DESCRIPTION	CAN SIZE	NORMAL COST PRICE	PALLET DEAL 132 TINS
341300	2K HS Extra Clear	5 LT	59.29	32.22

2K HS Extra Clear must not be used for vehicle refinishing under EU Product Directive 2004/42/CE.

2K Filler 540

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Technical Data Sheet

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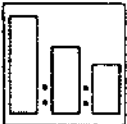



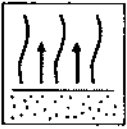




L2.02.04

Primers/Surfacers

Description

Two component, VOC compliant dual purpose filler, for general use in refinishing cars, and light commercial vehicles. By using a different mixing ratio Lesonal 2K Filler 540 can be used as medium build sanding primer, or as lower build non-sand filler. Available in a white, grey and black version, for optimal coverage

Sanding version

Mixing ratio		5 2K Filler 540 1 Universal Hardener 1 Multi Thinner
Mixing stick		G
Equipment		Spray gun set-up: 1.8-2.0 mm Application pressure: 2 – 4 bar at air inlet* <small>*refer to user manual spray gun</small>
Application		2 - 3 x 1 coat
Flash-off		Between coats 5 - 10 minutes at 20°C Before curing 5 - 10 minutes at 20°C
Drying		20°C 3 hours 60°C 25-30 minutes
Sanding		Final sanding step:P400-P500
Recoatability		Topcoat HS 420 Basecoat WB
Protection		

Read complete technical data sheet for detailed product information

2K Filler 540

LESONAL

Technical Data Sheet

27 / 10 / 2010

L2.02.04

Primers/Surfacers

Description

VOC compliant two component, dual purpose filler, for general use in refinishing cars, and also light commercial vehicles. By using a different mixing ratio Lesonal 2K Filler 540 can be used as medium build sanding primer, or as lower build non-sand filler. Available in a white, grey and black version, for optimal coverage.

Product and additives

2K Filler 540

 Universal Hardeners
 HS Hardener 420

 Multi Thinners
 Thinner 540 non sanding

Chemical Basis

2K Filler 540	- Acrylic resins
Universal Hardener	- Polyisocyanate resins
HS Hardener 420	- Polyisocyanate resins
Multi Thinners / Thinner 540 NS	- A blend of organic solvents

Method of use

GreyShades Please use the Lesonal GreyShaded Primer System wall chart to decide which primer shade should be used, or use the recommendation in LCD2000/Mixlink.

Code	GreyShade	Ratio	GreyShade
W	White	White 100	
W/G	Light Grey	White 50 / Grey 50	
G	Grey	Grey 100	
G/B	Dark Grey	Grey 50 / Black 50	
B	Black	Black 100	

If the code is followed by "ADV" the use of the GreyShade is strongly recommended

Substrates Sound original finishes, including thermoplastic acrylics
 Steel
 Aluminum, galvanized steel (first apply 1K Etch Primer)
 Lesonal 1K Etch Primer (RTS)
 Lesonal Polyester Body Fillers
 Lesonal Polyester Spraying Filler
 Lesonal 1K Plastic Primer (RTS)
 Lesonal 1K Multi Plastic Primer (RTS)
 Lesonal 2K Epoxy Primer

2K Filler 540

Technical Data Sheet

27 / 10 / 2010

L2.02.04

Primers/Surfacers

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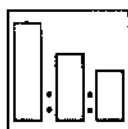
Substrate preparation

Prior to commencing any sanding work, thoroughly cleanse the surface with Lesonal Degreaser

Original finishes and polyester laminates - Sand with P180 - P280 grit dry, or P280 - P400 wet.
 Steel - Remove all traces of rust and abrade thoroughly until a clean surface is achieved (see Helpful tips below). Any mill scale should be removed by shot blasting.
 Lesonal Polyester Body Filler - Finish sand with P180 / P280 grit dry.

After sanding work is completed, again degrease thoroughly with Lesonal Degreasers.

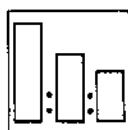
Mixing Ratio



Sanding

5 volumes - 2K Filler 540
 1 volume - Universal Hardener
 1 volume - Multi Thinner

Mixing stick G

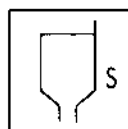


Non sanding

6 volumes - 2K Filler 540
 1 volume - HS Hardener 420
 3 volume - Thinner 540 non sanding

Mixing stick R

Spraying Viscosity



Sanding: 23 - 25 sec. DIN Cup 4 at 20°C.
 Non sanding: 15 - 17 sec. DIN Cup 4 at 20°C.

Spraying pressure



Sanding

Spraygun

HVLP Gravity
 LVLP/HR Gravity

Fluid opening

1.8-2.0 mm
 1.8-2.0 mm

Spraying pressure

0.7 bar (at air cap)*
 2-4 bar (at air inlet)*

Non sanding

Spraygun

HVLP Gravity
 LVLP/HR Gravity

Fluid opening

1.2-1.5 mm
 1.2-1.5 mm

Spraying pressure

0.7 bar (at air cap)*
 2-4 bar (at air inlet)*

*Please refer to user manual spraygun used

2K Filler 540

Technical Data Sheet

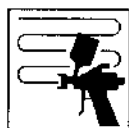
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L2.02.04

Primers/Surfacers

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Application



Sanding

Apply two or three single coats, allow to dry until mat after each coat (5 - 10 minutes)

Non Sanding

Apply one to two single coats, allow to dry until mat after each coat (5 - 10 minutes)

(Drying times will be very much influenced by factors such as temperature and air movement at the time of application).

Pot life

1 hour at 20°C

Drying Times



Sanding	at 20° C	at 60° C
Dry to sand	3 hrs	25 min.
Non Sanding		
Dry to recoat with topcoat	15-20 min.	N/A
Must be recoated within	6 hrs	N/A
Dry to sand	6 hrs	1 hour
Infra red short wave equipment	Half power	Full power
	4 min.	8 min.

Layer Thickness

Sanding: 50 - 60 microns

Non sanding: 15 - 20 microns

Theoretical coverage

Ready for use mixture at 1 micron layer thickness with ready for use mix

Sanding: 400 m²/l

Non sanding: 366 m²/l

Note: The practical coverage depends on many factors i.e. shape of the object, roughness of the surface, application method and application circumstances.

Recoatability

Lesonal Topcoat HS 420

Lesonal Basecoat WB

Recommended sandpaper grades

Method

Wet sanding

Dry sanding

Initial sanding

P600

P320

Final sanding

P800 - P1000

P400 - P500

2K Filler 540



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L2.02.04

Primers/Surfacers

Cleaning Equipment

Use Multi Thinners or nitro cellulose thinner.

Helpful Tips

To ensure maximum adhesion and corrosion resistance on steel Lesonal 1K Etch Primer should be applied first. If the non sanding version is allowed to dry for longer than 6 hours, it should be thoroughly sanded before a topcoat is applied. As is usual when refinishing thermoplastic acrylic finishes, extra care should be taken and flash-off times should be extended.

Please use the Lesonal Grey Shaded Primer System wall chart to decide which primer shade should be used.

Colour

White, Grey, Black

Shelf life

2 years

VOC

2004/42/IB(c)(540)540

The EU limit value for this product (product category: IIB c) in ready to use form is max. 540 g/liter VOC.

The VOC content of this product in ready to use form is max. 540 g/liter.

Ancillaries

Texture Additive, TDS L1.08.03

Flexible Additive, TDS L1.08.02

AkzoNobel Coatings LTD, Car Refinishes

Address: 136 Milton Park, Abingdon
Oxfordshire OX14 4SB

Tel: 00 44 (0)1235 862226

AkzoNobel CR Ireland

Address: Avonbeg Industrial Estate
Long Mile Road, Dublin 12

Tel: 00 353 (0)1450 1344

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IMPORTANT NOTE: The information in this data sheet is not intended to be exhaustive and is based on the present state of our knowledge and on current laws any person using the product for any purpose other than that specifically recommended in the technical data sheet without first obtaining written confirmation from us as to the suitability of the product for the intended purpose does so at his own risk. It is always the responsibility of the user to take all necessary steps to fulfill the demands set out in the local rules and legislation. Always read the Material Data Sheet and the Technical Data Sheet for this product if available. All advice we give or any statement made about the product by us (whether in this data sheet or otherwise) is correct to the best of our knowledge but we have no control over the quality or the condition of the substrate or the many factors affecting the use and application of the product. Therefore, unless we specifically agree in writing otherwise, we do not accept any liability whatsoever for the performance of the product or for any loss or damage arising out of the use of the product. All products supplied and technical advices given are subject to our standard terms and conditions of sale. You should request a copy of this document and review it carefully. The information contained in this data sheet is subject to modification from time to time in the light of experience and our policy of continuous development. It is the user's responsibility to verify that this data sheet is current prior to using the product.

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Head Office

AkzoNobel Car Refinishes B.V., PO Box 3, 2170 BA Sassenheim, The Netherlands. www.Lesonal.com

2K HS Fast Clear 420



Technical Data Sheet

05 / 10 / 2010

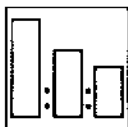
L1.05.09

Clearcoats

Description

A complete 2 component clear system, suitable for use on all types of repairs, in most application conditions
 Gives high quality results with a brilliant gloss level at an economical price
 Two coat application maximizes paint shop efficiency.

Mixing ratio



5 2K HS Fast Clear 420
 3 HS Hardener 420
 1 Reducer Clear 420

Mixing stick



P

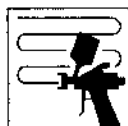
Equipment



Spray gun set-up:
 1.2-1.4 mm

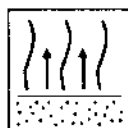
Application pressure:
 2 – 2.5 bar at air inlet
 HVLP 0.7 bar at air cap

Application



2 x 1 coat

Flash-off



Between coats
 0 - 5 minutes at 20°C

Before curing
 3 - 5 minutes at 20°C

Drying



20°C
 3 hours

60°C
 20 minutes

Protection



Read complete technical data sheet for detailed product information

2K HS Fast Clear 420

LESONA

Technical Data Sheet

05 / 10 / 2010

L1.05.09

Clearcoats

Description

A complete 2 component clear system, suitable for use on all types of repairs, in most application conditions.
 Gives high quality results with a brilliant gloss level at an economical price.
 Two coat application maximizes paint shop efficiency.

Product and additives

Product	2K HS Fast Clear 420 For all repairs from spot up to a total respray
Hardener	HS Hardener 420 For all repairs from spot up to a total respray
Thinners	Reducer Clear 420 For all repairs from spot up to a total respray

Chemical Basis

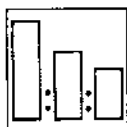
2K HS Fast Clear 420	- Acrylic resins
HS Hardener 420	- Polyisocyanate resins
Reducer Clear 420	- A blend of organic solvents

Method of use

Substrates

Lesonal Basecoat WB

Mixing Ratio

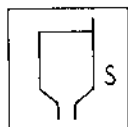


5 volumes - 2K HS Fast Clear 420
 3 volume - HS Hardener 420
 1 volume - Reducer Clear 420

Mixing stick P

Mix in a parallel sided container and stir well before use

Spraying Viscosity



15-17 sec. DIN Cup 4 at 20°C.

2K HS Fast Clear 420

LESONAL

Technical Data Sheet

05 / 10 / 2010

L1.05.09

Clearcoats

Spraying pressure

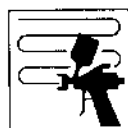


Spraygun
LVLP/HR Gravity

Fluid opening
1.2-1.4 mm
Refer to user manual of the used
spray gun

Spraying pressure
2-2.5 bar (at air inlet)

Application



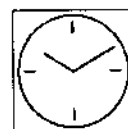
Apply a first light closed coat, after 0 to 5 minutes flash off apply a flowing second coat.
Allow 3 - 5 min. flash off before bake.

Note: Spraying without additional flash off is possible in case of larger repairs

Pot life

After mixing, use within 30 minutes at 20°C

Drying Times



Reducer Clear 420

Dust free
Dry to handle

at 20°C

1 hr
3 hrs.

at 60°C

10 min
20 min.

Layer Thickness

45 - 60 microns in two coats

Theoretical coverage

Ready for use mixture: 11.5 m² / litre at a film thickness of 45 microns
(The practical material usage depends on many factors, i.e. shape of the object, roughness of the surface, application method and application circumstances)

2K HS Fast Clear 420



Technical Data Sheet

05 / 10 / 2010

L1.05.09

Clearcoats

Cleaning Equipment

Use Multi Thinners or nitro cellulose thinner.

Shelflife

2 year at 20°C

VOC

2004/42/IIIB(d)(420)420

The EU limit value for this product (product category IIIB.d) in ready to use form is max. 420 g/liter VOC

The VOC content of this product in ready to use form is max. 420 g/liter.

Ancillaries

Matting Clear, TDS L1.05.03

Topspeed, TDS L1.08.04

AkzoNobel Coatings LTD, Car Refinishes

Address: 136 Milton Park, Abingdon
Oxfordshire OX14 4SB

Tel: 00 44 (0)1235 862226

AkzoNobel CR Ireland

Address: Avonbeg Industrial Estate
Long Mile Road, Dublin 12

Tel: 00 353 (0)1450 1344

FOR PROFESSIONAL USE ONLY

IMPORTANT NOTE The information in this data sheet is not intended to be exhaustive and is based on the present state of our knowledge and on current laws any person using the product for any purpose other than that specifically recommended in the technical data sheet without first obtaining written confirmation from us as to the suitability of the product for the intended purpose does so at his own risk. It is always the responsibility of the user to take all necessary steps to fulfill the demands set out in the local rules and legislation. Always read the Material Data Sheet and the Technical Data Sheet for this product if available. All advice we give or any statement made about the product by us (whether in this data sheet or otherwise) is correct to the best of our knowledge but we have no control over the quality or the condition of the substrate or the many factors affecting the use and application of the product. Therefore, unless we specifically agree in writing otherwise, we do not accept any liability whatsoever for the performance of the product or for any loss or damage arising out of the use of the product. All products supplied and technical advices given are subject to our standard terms and conditions of sale. You should request a copy of this document and review it carefully. The information contained in this data sheet is subject to modification from time to time in the light of experience and our policy of continuous development. It is the user's responsibility to verify that this data sheet is current prior to using the product.

Brand names mentioned in this data sheet are trademarks of or are licensed to AkzoNobel.

Head Office

AkzoNobel Car Refinishes B.V., PO Box 3 2170 BA Sassenheim, The Netherlands. www.Lesonal.com

Market Investigation.

Private Motor Insurance.

Date: 6th September 2013.

Submission of Evidence by Nigel and Brian Hecks.

Reference: APM-035.

Total number of Pages: 24

Description.

These documents give details of how the "wholesale" price of Nexa product has been calculated.

Page 01-02 show the calculation of the price of one litre of Nexa Primer. Basecoat and Clearcoat "ready for use".

Pages 03-08 is a copy of the 2013 Nexa Price list.

The wholesale price is based on a distributor discount of 70%.

Pages 09-14 is a copy of the technical datasheet for the primer used in the calculation.

Pages 15-24 is a copy of the technical datasheet for the clearcoat used in the calculation.

Comments.

The Aquabase Plus basecoat tinters are all different prices. The Aquabase Plus tinters start at The "P990" section of the part numbers. The calculation for the basecoat is based on taking one tin of each of the tinters that are in the system (excluding special effects) and calculating the price per litre.

COMPARISON OF "SISTER" BRANDS - NEXA

PRIMER

	tin size	quantities	price per	total
P665-303C Fast HS Wet on Wet	2.5 lt	1	£ 238.01	
P665-303C 2K Fast Hardener	2.5 lt	1	£ 277.28	
P950-1692 Plus Reducer Fast	5 lt	1	£ 164.75	£ 680.04

Ready for Use	Milking ratio	Trade Price	Number of Litres	Average Trade Price	Distributor Discount	Distributor Cost
Mixed	5	£ 476.02	5			
	1	£ 110.91	1			
	2	£ 65.90	2			
Plus Reducer Fast		£ 652.83	8	£ 81.60	70.00%	£ 24.48 per litre

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BASECOAT

Tintners on a mixing scheme				Price band	Trade	Trade	Average	Distributor	Distributor
Tr Size	Quantity	Price as	price	price	Trade Price	Discount	Cost		
Plus	2 lt	1	£ 332.69	£ 332.69	2				
	5 lt	2	£ 84.38	£ 168.76	1				
	1 lt	3	£ 84.35	£ 253.05	1.5				
	2 lt	5	£ 168.75	£ 843.75	5				
	2 lt	1	£ 324.64	£ 324.64	2				
	2 lt	1	£ 324.66	£ 324.66	2				
	5 lt	3	£ 87.22	£ 261.66	1.5				
	5 lt	2	£ 87.24	£ 174.48	1				
	1 lt	1	£ 167.81	£ 167.81	1				
	1 lt	1	£ 171.97	£ 171.97	1				
	1 lt	4	£ 174.43	£ 697.72	4				
	2 lt	1	£ 348.89	£ 348.89	2				
	5 lt	2	£ 97.36	£ 194.72	1				
	1 lt	3	£ 194.71	£ 584.13	3				
5 lt	5	£ 97.35	£ 486.75	2.5					
1 lt	2	£ 197.53	£ 395.06	2					
5 lt	1	£ 98.36	£ 98.36	0.5					
5 lt	5	£ 95.94	£ 479.70	2.5					
5 lt	10	£ 114.27	£ 1,142.70	5					
1 lt	2	£ 228.53	£ 457.06	2					
1 lt	3	£ 205.18	£ 615.54	3					
5 lt	3	£ 102.60	£ 307.80	1.5					
1 lt	3	£ 177.98	£ 533.94	3					
2 lt	5	£ 342.46	£ 1,712.30	10					
1 lt	1	£ 173.67	£ 173.67	1					
25 lt	6	£ 144.80	£ 868.80	1.5					
5 lt	7	£ 257.43	£ 1,802.01	3.5					
Trade price of mixing scheme linters				£13,923.62	66	£ 210.96	70%	£83.29	

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NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P100-2020/E0.5	FLEXIBLE ADDITIVE FOR PLASTICS	£63.53
P110-5000/E0.3	SPEEDPRIME UV-CURED SPOT PRIMER	£136.38
P164-NE80/E0.4	TIEFSCHWARZ ALS	£13.44
P166-1/E0.4	RALLYE SCHWARZ SRM	£13.44
P166-2/E0.4	FELGENSILBER	£13.44
P166-537/E0.4	SCHWARZ SEIDENGLAENZEND	£13.74
P170-5670/E0.5	HS TINTER FOR SPECTRAL GREYS	£59.50
P190-103/E1	2K MATT CLEARCOAT	£72.98
P190-1061/E1	Extra Matt Clearcoat	£81.73
P190-1062/E1	Clearcoat - Matt	£72.98
P190-1063/E1	Clearcoat - Semi-Gloss	£72.98
P190-6512/E5	SR CERAMIC CLEARCOAT	£455.57
P190-6659/E5	EXPRESS CLEAR	£420.87
P190-6690/E5	2K HS+ CLEARCOAT	£315.33
P190-7020/E5	HS PLUS CLEARCOAT	£399.23
P210-4470/E1	2K HS HARDENER - NORMAL	£115.57
P210-796/E1	2K MS HARDENER-NORMAL	£88.12
P210-796/E2.5	2K MS HARDENER-NORMAL	£214.93
P210-798/E2.5	2K MS HARDENER - SLOW	£213.51
P210-832/E1	2K MS EXPRESS HARDENER	£99.14
P210-832/E2.5	2K MS EXPRESS HARDENER	£241.81
P210-842/E2.5	2K HS HARDENER-FAST	£277.28
P210-8430/E2.5	HS HARDENER - MEDIUM FAST	£277.28
P210-844/E2.5	HS HARDENER-MEDIUM	£277.28
P210-8625/E2.5	HARDENER FOR SR CERAMIC CLEARCOAT	£429.32
P210-870/E1	2K HS HARDENER - EXPRESS	£166.19
P210-872/E2.5	HS HARDENER - FAST	£383.02
P210-875/E1	HS HARDENER - MEDIUM	£156.90
P210-875/E2.5	HS HARDENER - MEDIUM	£383.02
P210-877/E1	HS HARDENER - SLOW	£153.21
P210-8815/E2.5	HS Plus Hardener	£348.82
P210-9115/E0.5	Aquabase Plus activator for Engine Bay Basic	£68.72
P273-1050/E1	ANTI-STATIC WIPE	£43.48
P273-1105/E1	EXPRESS BLENDER	£50.78
P273-1333/E1	CLEANER FOR PLASTICS	£40.12
P273-5255/E2.5	CLEANER FOR UV PRIMER	£68.68
P273-901/E5	BODY CLEANER	£86.37
P275-366/E1	AQUABASE ADDITIVE	£155.71
P275-372/E1	AQUABASE ADDITIVE HIGH TEMPERATURE	£155.71
P275-9060/E1	ACTIVATOR FOR CFE PRIMER	£31.95
P275-9069/E1	ACTIVATOR FOR CFE PRIMER	£31.95
P275-9070/E1	SLOW ACTIVATOR FOR CFE PRIMER	£31.95
P471-9900/E2.5	2K HS PLUS MIXING BASIC SUPER WHITE	£520.91
P471-9904/U1	2K HS PLUS MIXING BASIC TRANSPARENT BLACK	£219.25
P471-9905/U1	2K HS PLUS MIXING BASIC YELLOW OXIDE	£219.25
P471-9907/U1	2K HS PLUS MIXING BASIC RED OXIDE	£219.25
P471-9908/U1	2K HS PLUS MIXING BASIC RUSSET	£219.25
P471-9910/U1	2K HS PLUS MIXING BASIC DEEP BLUE	£219.25
P471-9918/U1	2K HS PLUS MIXING BASIC MEDIUM YELLOW	£219.25
P471-9920/U1	2K HS PLUS MIXING BASIC VIOLET	£219.25
P471-9921/U1	2K HS PLUS MIXING BASIC CLARET	£219.25
P471-9930/U1	2K HS PLUS MIXING BASIC BLUE LAKE	£219.25
P471-9941/U1	2K HS PLUS MIXING BASIC STRONG RED	£219.25
P471-9948/U1	2K HS PLUS MIXING BASIC BLACK	£219.25
P471-9950/U1	2K HS PLUS MIXING BASIC JET BLACK	£219.25
P471-9954/U1	2K HS PLUS MIXING BASIC BLUE GREEN	£219.25
P471-9957/U1	2K HS PLUS MIXING BASIC FAST BLUE	£219.25
P471-9969/U1	2K HS PLUS MIXING BASIC TWILIGHT MAROON	£219.25
P471-9976/U1	2K HS PLUS MIXING BASIC RED VIOLET	£219.25
P472-KT01/U1	2K HS PLUS ORANGE YELLOW	£219.25

NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P472-KT02/U1	2K HS PLUS STRONG YELLOW	£219.25
P472-KT03/U1	2K HS PLUS BRIGHT RED	£219.25
P551-1050/E2K	GENERAL PURPOSE STOPPER	£64.17
P551-1052/E1.5K	UNIVERSAL STOPPER	£39.77
P551-1052/E2K	UNIVERSAL STOPPER	£51.74
P551-1059/E1.5K	FINE STOPPER	£38.34
P560-1000/U1	2K HS PLUS ENGINE BAY SYSTEM BASIC	£187.36
P562-106/E1K	NEXA AUTOCOLOR WATERBORNE FLATTING PASTE	£43.24
P565-102/E0.4	ZINC RICH AEROSOL	£36.82
P565-2901/E1	POLYESTER SPRAYING FILLER	£64.81
P565-3030/E2.5	FAST HS WET-ON-WET PRIMER GREY	£238.01
P565-3031/E2.5	FAST HS WET-ON-WET PRIMER WHITE	£238.01
P565-357/E2.5	WET-ON-WET SURFACER-GREY	£240.15
P565-4471/E3	Primer Surfacer - Light Grey SG01	£235.96
P565-4475/E3	Primer Surfacer - Grey SG05	£235.96
P565-4477/E3	Primer Surfacer - Dark Grey SG07	£235.96
P565-5301/E1	HS + PRIMER FILLER WHITE -SPECTRAL GREY 01	£73.51
P565-5305/E2.5	HS+PRIMER FILLER -GREY -SPECTRAL GREY 05	£179.47
P565-5307/E1	HS + PRIMER FILLER -DARK GREY- SPECTRAL GREY 07	£73.51
P565-554/U1	2K MATTING AGENT	£93.21
P565-5601/E1	Self Levelling Primer - SG1	£84.81
P565-5605/E2.5	Self Levelling Primer - SG5	£212.00
P565-5607/E1	Self Levelling Primer - SG07	£84.81
P565-660/E1	FINE TEXTURING BASE FOR PLASTICS	£110.11
P565-7210/E1	FINE TEXTURING BASE	£110.11
P565-7220/E1	COARSE TEXTURING BASE	£110.11
P565-768/E1	COARSE TEXTURING BASE FOR PLASTICS	£110.11
P565-8605/U1	2K ROLL PRIMER	£83.92
P565-888/E1	FAST HIGH-BUILD FILLER/SURFACER-GREY	£73.58
P565-888/E2.5	FAST HIGH-BUILD FILLER/SURFACER-GREY	£179.47
P565-888/E5	FAST HIGH-BUILD FILLER/SURFACER-GREY	£350.01
P565-908/E0.4	1K ETCH PRIMER AEROSOL	£36.82
P565-9081/E0.4	1K ETCH PRIMER -SG1 WHITE	£36.82
P565-9086/E0.4	1K ETCH PRIMER -SG6 GREY	£36.82
P565-9087/E0.4	1K RUB THROUGH PRIMER SG07	£36.82
P565-909/E1	1K ETCH PRIMER	£75.46
P565-9850/E1	CFE PRIMER	£63.14
P565-9868/E1	CHROMATE FREE WASH ETCH PRIMER	£63.14
P572-2000/E0.4	AEROSOL PRIMER FOR PLASTICS	£43.69
P572-2001/E1	1K ADHESION PROMOTER FOR PLASTICS	£109.06
P800-127/E5	DERUSTER	£154.91
P850-1224/E1	PE SPRAYFILLER THINNER	£15.00
P850-14/E5	SPIRIT WIPE	£90.29
P850-1402/E5	SPIRIT WIPE - SLOW	£90.29
P850-1491/E5	2K FAST THINNER	£156.97
P850-1493/E5	2K SLOW THINNER	£164.75
P850-1494/E5	2K EXTRA SLOW THINNER	£164.75
P850-1621/E0.4	FADE OUT THINNER	£29.95
P850-1692/E1	2K LOW VOC THINNER - FAST	£33.79
P850-1692/E5	2K LOW VOC THINNER - FAST	£164.75
P850-1693/E1	2K LOW VOC THINNER - MEDIUM	£33.79
P850-1693/E5	2K LOW VOC THINNER - MEDIUM	£164.75
P850-1694/E1	2K LOW VOC THINNER - SLOW	£33.79
P850-1694/E5	2K LOW VOC THINNER - SLOW	£164.75
P851-61/E5	CLEANING SOLVENT	£56.32
P852-1689/E2.5	2K HS+ EXPRESS THINNER	£148.85
P852-1690/E2.5	2K ACCELERATOR THINNER	£91.02
P852-1893/E2.5	2K HS PLUS ADDITIVE THINNER - MEDIUM	£101.43
P852-1894/E2.5	2K HS PLUS ADDITIVE THINNER - SLOW	£101.43
P872-100/E2K	WATERBORNE FLOCCULATING AGENT	£317.48

NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P872-1000/E2K	AQUABASE PLUS FLOCCULANT AGENT	£308.02
P935-1029/E1	AQUABASE FADE-OUT ADDITIVE	£54.93
P935-1135/E1	AQUABASE PLUS WB ENGINE BAY BASIC	£157.31
P935-1250/E1	Performance Additive	£41.51
P935-2018/E1	AQUABASE ACTIVATOR	£119.52
P967-9900/E0.5	AQUABASE MIXING BASIC WHITE	£88.80
P967-9901/E0.5	AQUABASE MIXING BASIC SPECIAL WHITE	£88.80
P967-9902/E1	AQUABASE MIXING BASIC REDUCED WHITE	£174.62
P967-9903/E0.5	AQUABASE MIXING BASIC SUPER WHITE	£88.80
P967-9904/E0.5	AQUABASE MIXING BASIC REDUCED BLACK	£88.80
P967-9905/E0.5	AQUABASE MIXING BASIC YELLOW OXIDE	£88.80
P967-9907/E0.5	AQUABASE MIXING BASIC RED OXIDE	£88.80
P967-9908/E0.5	AQUABASE MIXING BASIC REDUCED RED	£88.80
P967-9910/E0.5	AQUABASE MIXING BASIC REDUCED BLUE	£88.80
P967-9916/E2.5	AQUABASE MIXING BASIC GREEN BLUE	£356.24
P967-9918/E0.5	AQUABASE MIXING BASIC REDUCED YELLOW	£88.80
P967-9920/E1	AQUABASE MIXING BASIC VIOLET	£174.62
P967-9921/E1	AQUABASE MIXING BASIC CLARET	£174.62
P967-9926/E0.5	AQUABASE MIXING BASIC SUPER RED	£88.80
P967-9930/E1	AQUABASE MIXING BASIC BLUE LAKE	£172.18
P967-9933/E1	AQUABASE MIXING BASIC BLUE BLACK	£174.62
P967-9935/E1	AQUABASE MIXING BASIC MAGENTA	£174.62
P967-9938/E1	AQUABASE MIXING BASIC TONE CONTROLLER	£172.18
P967-9942/E1	AQUABASE MIXING BASIC RED GOLD	£174.62
P967-9948/E2.5	AQUABASE MIXING BASIC DEEP BLACK	£356.24
P967-9950/E2.5	AQUABASE MIXING BASIC JET BLACK	£356.24
P967-9954/E1	AQUABASE MIXING BASIC GREEN	£174.62
P967-9957/E1	AQUABASE MIXING BASIC PERMANENT BLUE	£174.62
P967-9960/E0.5	AQUABASE MIXING BASIC REDUCED MAGENTA	£88.80
P967-9971/E1	AQUABASE MIXING BASIC BRILLIANT RED	£174.62
P967-9974/E1	AQUABASE MIXING BASIC RED BLUE	£174.62
P967-9975/E0.5	AQUABASE MIXING BASIC GREEN GOLD	£88.80
P967-9978/E1	AQUABASE MIXING BASIC BROWN	£174.62
P967-9979/E1	AQUABASE MIXING BASIC MAROON	£174.62
P967-9981/E1	AQUABASE MIXING BASIC BROWN MAROON	£174.62
P967-9982/E0.5	AQUABASE MIXING BASIC YELLOW GOLD	£88.80
P967-9983/E0.5	AQUABASE MIXING BASIC ORANGE YELLOW	£88.80
P968-9985/E1	AQUABASE MIXING BASIC FINE ALUMINIUM	£181.19
P968-9986/E2.5	AQUABASE MIXING BASIC MEDIUM ALUMINIUM	£369.65
P968-9987/E2.5	AQUABASE MIXING BASIC MEDIUM COARSE ALUMINIUM	£369.65
P968-9988/E2.5	AQUABASE MIXING BASIC COARSE ALUMINIUM	£369.65
P968-9989/E0.5	AQUABASE MIXING BASIC VERY COARSE ALUMINIUM	£92.11
P968-9992/E1	AQUABASE MIXING BASIC GREY MEDIUM ALUMINIUM	£181.19
P968-9998/E1	AQUABASE COARSE SILVER DOLLAR AL.	£181.19
P968-9999/E2.5	AQUABASE ALUMINIUM CONTROLLER	£369.65
P969-HE03/E0.5	AQUABASE MIXING BASIC GRAPHITE FLAKE	£127.83
P969-HE04/E0.5	AQUABASE MIXING BASIC GOLD FLASH	£127.83
P969-HE05/E0.5	AQUABASE MIXING BASIC BRIGHT ORANGE	£127.83
P969-PP04/E1	AQUABASE MIXING BASIC PEARL MIXING CLEAR	£250.89
P969-PP05/E1	AQUABASE MIXING BASIC MEDIUM PEARL WHITE	£250.89
P969-PP06/E1	AQUABASE MIXING BASIC FINE PEARL WHITE	£250.89
P969-PP07/E1	AQUABASE MIXING BASIC MEDIUM PEARL BLUE	£250.89
P969-PP08/E1	AQUABASE MIXING BASIC MEDIUM PEARL RED	£250.89
P969-PP09/E1	AQUABASE MIXING BASIC MEDIUM PEARL GOLD	£250.89
P969-PP10/E0.5	AQUABASE MIXING BASIC MEDIUM PEARL COPPER	£127.83
P969-PP60/E0.5	AQUABASE MIXING BASIC ULTRAFINE PEARL WHITE	£127.83
P969-PP61/E0.5	AQUABASE MIXING BASIC FINE PEARL RED	£127.83
P969-PP62/E1	AQUABASE MIXING BASIC FINE PEARL RUSSET	£250.89
P969-PP63/E1	AQUABASE MIXING BASIC FINE PEARL BLUE	£250.89
P969-PP64/E1	AQUABASE MIXING BASIC MEDIUM PEARL VIOLET	£250.89

NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P969-PP65/E1	AQUABASE MIXING BASIC MEDIUM PEARL GREEN	£250.89
P969-PP68/E0.5	AQUABASE ORANGE PEARL	£127.83
P970-CS31/E0.25	AQUABASE AUTUMN MYSTERY	£172.75
P970-CS32/E0.25	Aquabase Viola Fantasy	£172.75
P970-CS33/E0.25	AQUABASE ARCTIC FIRE	£172.75
P970-CS34/E0.25	AQUABASE TROPIC SUNRISE	£172.75
P970-XR10/E0.5	AQUABASE CRYSTAL SILVER	£307.11
P970-XR11/E0.5	AQUABASE SUNBEAM GOLD	£307.11
P970-XR12/E0.5	AQUABASE RADIANT RED	£307.11
P970-XR13/E0.5	AQUABASE GALAXY BLUE	£307.11
P970-XR14/E0.5	AQUABASE STELLAR GREEN	£307.11
P970-XR15/E0.5	AQUABASE SOLARIS RED	£307.11
P970-XR16/E0.5	AQUABASE FIRESIDE COPPER	£307.11
P970-XR17/E0.5	AQUABASE COSMIC TURQUOISE	£307.11
P970-XR18/E0.5	AQUABASE AMETHYST DREAM	£307.11
P977-FX20/E0.25	AQUABASE GREEN TO PURPLE	£772.93
P977-FX21/E0.25	AQUABASE SILVER GREEN	£772.93
P977-FX22/E0.25	AQUABASE GOLD TO SILVER	£772.93
P977-FX23/E0.25	AQUABASE CYAN PURPLE	£772.93
P977-FX24/E0.25	AQUABASE BLUE TO RED	£772.93
P977-FX25/E0.25	AQUABASE MAGENTA TO GOLD	£772.93
P977-FX26/E0.25	AQUABASE RED TO GOLD	£772.93
P977-LA01/E0.25	AQUABASE LIQUID ALUMINIUM	£772.93
P977-SF18/E0.25	AQUABASE SILVER FLAIR	£772.93
P978-9941/E1	AQUABASE MIXING BASIC STRONG RED	£171.36
P978-9951/E0.5	AQUABASE MIXING BASIC STRONG WHITE	£85.95
P978-9963/E0.5	AQUABASE MIXING BASIC STRONG AMBER	£87.17
P978-9970/E0.5	AQUABASE MIXING BASIC STRONG YELLOW	£87.17
P980-212/E20	WATERBORNE GUN WASH	£225.20
P980-212/E5	WATERBORNE GUN WASH	£57.71
P980-230/E1	AQUABASE THINNER	£35.77
P980-251/E2.5	WATERBORNE PRECLEANER	£74.45
P980-5000/E2.5	AQUABASE PLUS THINNER	£26.64
P980-5050/E2.5	AQUABASE PLUS SLOW THINNER	£32.30
P980-8212/E5	AQUABASE PLUS GUN WASH	£59.20
P980-8252/E2.5	AQUABASE PLUS WB PRE - CLEANER	£79.75
P980-9010/E2.5	WATERBORNE PRECLEANER	£70.84
P990-8900/E2	AQUABASE PLUS BRILLANT WHITE	£332.69
P990-8902/E0.5	AQUABASE PLUS REDUCED WHITE	£84.38
P990-8904/E0.5	AQUABASE PLUS REDUCED BLACK	£84.38
P990-8908/E0.5	AQUABASE PLUS REDUCED RED OXIDE	£84.35
P990-8910/E0.5	AQUABASE PLUS REDUCED BLUE	£84.35
P990-8918/E0.5	AQUABASE PLUS REDUCED YELLOW OXIDE	£84.35
P990-8933/E1	AQUABASE PLUS MIDNIGHT BLACK	£168.75
P990-8948/E2	AQUABASE PLUS DEEP BLACK	£324.64
P990-8950/E2	AQUABASE PLUS JET BLACK	£324.66
P990-8953/E1	AQUABASE PLUS BRILLIANT BLUE	£168.75
P990-8954/E1	AQUABASE PLUS STRONG BLUE GREEN	£168.75
P990-8957/E1	AQUABASE PLUS PERMANENT BLUE	£168.75
P990-8999/E1	AQUABASE PLUS CLEAR ADJUSTER	£168.75
P991-8905/E0.5	AQUABASE PLUS MUSTARD	£87.22
P991-8907/E0.5	AQUABASE PLUS RED OXIDE	£87.24
P991-8916/E1	AQUABASE PLUS ROYAL BLUE	£167.81
P991-8920/E1	AQUABASE PLUS DARK VIOLET	£171.97
P991-8921/E1	AQUABASE PLUS CLARET	£174.43
P991-8930/E2	AQUABASE PLUS BLUE LAKE	£348.89
P991-8942/E1	AQUABASE PLUS TRANSPARENT RED	£174.43
P991-8952/E1	AQUABASE PLUS TRANSPARENT GREEN	£174.43
P991-8975/E0.5	AQUABASE PLUS GREEN GOLD	£87.22
P991-8979/E1	AQUABASE PLUS STRONG MAROON	£174.43

NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P991-8982/E0.5	AQUABASE PLUS GOLDEN YELLOW	£87.22
P991-8984/E0.5	AQUABASE PLUS SUN YELLOW	£87.24
P992-8901/E0.5	AQUABASE PLUS SPECIAL WHITE	£97.36
P992-8911/E1	AQUABASE PLUS BLUE	£194.71
P992-8935/E1	AQUABASE PLUS MAGENTA	£194.71
P992-8960/E0.5	AQUABASE PLUS TRANSPARENT MAGENTA	£97.35
P992-8964/E0.5	AQUABASE PLUS WINE RED	£97.35
P992-8965/E0.5	AQUABASE PLUS CITRUS ORANGE	£97.35
P992-8971/E1	AQUABASE PLUS BRILLIANT RED	£194.71
P992-8978/E0.5	AQUABASE PLUS BASIC BROWN	£97.35
P992-8983/E0.5	AQUABASE PLUS ORANGE YELLOW	£97.36
P992-HE02/E0.5	Aquabase Plus Opal Frost	£97.35
P993-8941/E1	AQUABASE PLUS STRONG RED	£197.53
P993-8963/E1	AQUABASE PLUS STRONG AMBER	£197.53
P993-8972/E0.5	AQUABASE PLUS BRILLIANT YELLOW	£99.36
P994-8917/E0.5	Clean Blue	£95.94
P994-8943/E0.5	Clean Red	£95.94
P994-8961/E0.5	Aquabase Plus Clean Violet Red	£95.94
P994-8977/E0.5	Clean Maroon	£95.94
P994-8990/E0.5	Aquabase Plus Clean Yellow	£95.94
P995-HE03/E0.5	AQUABASE PLUS GRAPHITE FLAKE	£114.27
P995-HE04/E0.5	AQUABASE PLUS GOLD FLASH	£114.27
P995-HE05/E0.5	Aquabase Plus Light Orange	£114.27
P995-PP05/E1	AQUABASE PLUS MEDIUM PEARL WHITE	£228.53
P995-PP06/E0.5	AQUABASE PLUS FINE PEARL WHITE	£114.27
P995-PP07/E1	AQUABASE PLUS MEDIUM PEARL BLUE	£228.53
P995-PP09/E0.5	AQUABASE PLUS MEDIUM PEARL YELLOW	£114.27
P995-PP60/E0.5	AQUABASE PLUS ULTRA FINE PEARL WHITE	£114.27
P995-PP61/E0.5	AQUABASE PLUS MEDIUM PEARL RED	£114.27
P995-PP63/E0.5	AQUABASE PLUS FINE PEARL BLUE	£114.27
P995-PP64/E0.5	AQUABASE PLUS MEDIUM PEARL VIOLET	£114.27
P995-PP65/E0.5	AQUABASE PLUS MEDIUM PEARL GREEN	£114.27
P996-PP08/E1	AQUABASE PLUS MEDIUM PEARL RUSSET	£205.18
P996-PP10/E1	AQUABASE PLUS MEDIUM PEARL COPPER	£205.18
P996-PP62/E1	AQUABASE PLUS FINE PEARL RUSSET	£205.18
P996-PP66/E0.5	AQUABASE PLUS MEDIUM PEARL BLUE GREEN	£102.60
P996-PP67/E0.5	AQUABASE PLUS MEDIUM PEARL RED GOLD	£102.60
P996-PP68/E0.5	Aquabase Plus Orange Pearl	£102.60
P997-FX20/E0.25	AQUABASE PLUS GREEN TO PURPLE	£746.91
P997-FX21/E0.5	AQUABASE PLUS SILVER TO GREEN	£1,327.84
P997-FX22/E0.5	AQUABASE PLUS GOLD TO SILVER	£1,327.84
P997-FX23/E0.5	AQUABASE PLUS CYAN TO PURPLE	£1,327.84
P997-FX24/E0.5	AQUABASE PLUS BLUE TO RED	£1,327.84
P997-FX25/E0.5	AQUABASE PLUS MAGENTA TO GOLD	£1,327.84
P997-FX26/E0.5	AQUABASE PLUS RED TO GOLD	£1,327.84
P997-LA01/E0.25	AQUABASE PLUS LIQUID ALUMINIUM	£746.91
P997-SF18/E0.25	AQUABASE PLUS SILVER FLAIR	£746.91
P998-8981/E1	Aquabase Plus Coarse Silver Dollar Al.	£177.98
P998-8985/E2	AQUABASE PLUS EXTRA FINE ALUMINIUM	£342.46
P998-8986/E2	AQUABASE PLUS FINE BRIGHT ALUMINIUM	£342.46
P998-8987/E1	AQUABASE PLUS MEDIUM FINE ALUMINIUM	£173.67
P998-8988/E2	AQUABASE PLUS MEDIUM BRIGHT ALUMINIUM	£342.46
P998-8989/E1	AQUABASE PLUS EXTRA COARSE ALUMINIUM	£177.98
P998-8991/E1	AQUABASE PLUS TONE CONTROLLER	£177.98
P998-8992/E2	AQUABASE PLUS MEDIUM COARSE ALUMINIUM	£342.46
P998-8993/E2	AQUABASE PLUS COARSE BRIGHT ALUMINIUM	£342.46
P999-CS31/E0.25	Aquabase Plus Autumn Mystery	£144.80
P999-CS32/E0.25	Aquabase Plus Viola Fantasy	£144.80
P999-CS33/E0.25	Aquabase Plus Arctic Fire	£144.80
P999-CS34/E0.25	Aquabase Plus Tropic sunrise	£144.80

NEXA AUTOCOLOR COMPLIANT CAR TRADE PRICE LIST
Effective 21st January 2013

Item Code	Item Description	Trade Price Per Can
P999-XR10/E0.5	AQUABASE PLUS CRYSTAL SILVER	£257.43
P999-XR11/E0.5	AQUABASE PLUS SUNBEAM GOLD	£257.43
P999-XR12/E0.5	AQUABASE PLUS RADIANT RED	£257.43
P999-XR13/E0.5	AQUABASE PLUS GALAXY BLUE	£257.43
P999-XR14/E0.5	AQUABASE PLUS Stellar Green	£257.43
P999-XR15/E0.5	AQUABASE PLUS Solaris Red	£257.43
P999-XR16/E0.5	AQUABASE PLUS Fireside Copper	£257.43
P999-XR17/E0.25	Aquabase Plus Cosmic Turquoise	£144.80
P999-XR18/E0.25	Aquabase Plus Amethyst Dream	£144.80

Product Data Sheet

November 2006



FOR PROFESSIONAL USE ONLY

H4830V

Fast HS Wet-on-Wet Primer P565-3030 & P565-3031

Product	Description
P565-3030	Fast HS Wet-on-Wet Primer - Grey
P565-3031	Fast HS Wet-on-Wet Primer - White
P210-842	2K HS Hardener - Fast
P210-8430	2K HS Hardener - Medium/Fast
P170-5670	HS Tinter for Spectral Greys
P850-1692/1693/1694	2K Low VOC Thinners
P100-2020	Flexible Additive for Plastics

Product Description

P565-3030 and P565-3031 are fast drying 2-pack acrylic primers, designed for use under 2K HS Plus Topcoat (P471) or Aquabase™ basecoat (P965) to give excellent appearance and adhesion over a wide range of substrates.

As Wet-on-wet primers, they provide a very fast repair process, particularly for new panel work.

The range of Spectral Grey primers can be achieved using P565-3030/3031 and ensure that high quality colour matches can be achieved quickly and easily while optimising topcoat usage.

Innovating Repair Solutions

THESE PRODUCTS ARE FOR PROFESSIONAL USE ONLY.

Product Data Sheet

SUBSTRATES AND PREPARATION

P565-3030/3031 should only be applied over:

Original finishes in sound condition after sanding.

Good preparation is vital in order to obtain the best result from these products.

The following grades of flatting paper are recommended: -

Wet flatting P400 or finer

Dry machine sanding P320 or finer

Etch primed aluminium and steel.

New panels in good quality Electrocoat, after lightly sanding using Scotchbrite™, leaving it as intact as possible, prior to application of the wet-on-wet primer.

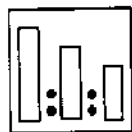
Product Data Sheet



Innovating Repair Solutions

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Process



P565-3030/3031 5 parts
 P210-842/8430 1 part
 P850-16XX 2 parts

NOTE: DO NOT add Accelerators



Activated viscosity: 17 - 19 secs DIN4 (20 - 22 secs BSB4)

Pot-life : 45 min at 20°C. **Clean gun immediately after use**

**Fluid Tip**

Gravity Fed : 1.4-1.6 mm

Suction Fed : 1.6-1.8 mm

Pressure : 3.0 – 3.7 bar (45 – 55 psi)

**Fluid Tip**

Gravity Fed : 1.4-1.6 mm

Suction Fed : 1.6-1.8 mm

Pressure : 0.7 bar (10 psi max at cap.)

**Fluid Tip**

Gravity Fed : 1.4-1.6 mm

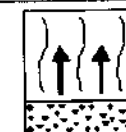
Suction Fed : 1.6-1.8 mm

Inlet Pressure : Refer to spraygun manufacturers instructions,
 (Normally 2 bar/30 psi at gun inlet)



Apply 1 full single coat or 1 double coat

This gives a film thickness of approximately 25-35 microns (1.0 - 1.4 thou.)



10 - 15 minutes at 20°C before topcoating at a film thickness of 1.0 - 1.4 thou. (25-35 microns)



Normally P565-3030/3031 Wet-on-wet primers do not require flattening and can be directly topcoated. If some dirt inclusion occurs, light wet flattening/denibbing can be carried out after 15-20 minutes using P1200 or finer flattening paper.

TOPCOAT

P565-3030/3031 can be directly topcoated with 2K HS Plus Topcoat (P471) or Aquabase™ basecoat (P965).

Product Data Sheet



Innovating Repair Solutions

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General Process Notes

PAINTING PLASTICS

P565-3030/3031 may be applied over prepared painted or primed plastic.
If P565-3030/3031 is applied over a flexible plastic, e.g. PP/EPBM, PBT (Pocan),
or PUR it must be mixed as follows :-

P565-3030/3031	5 parts
P100-2020, Flexible additive for plastics	1 part

Then activate and thin in the normal manner.

Addition of P100-2020 may lead to deterioration of drying properties.
For more detailed information on the painting of plastic substrates, refer to the Painting Plastics TDS.

SPECTRAL GREYS

In order to maintain a VOC below 540 g/l, it is essential that the recommended tinter level is not exceeded. Addition of higher levels of tinter, P170-5670 should be avoided as this may lead to deterioration of drying properties and recoat problems.

The mixture should then be activated and thinned in the normal way before spraying.

For each of the Spectral Grey primer variants specified, the following mixing ratios apply :

	SG01	SG02	SG03	SG04	SG05	SG06	SG07
P565-3031	100	95	80	50	0	0	0
P565-3030	0	5	20	50	100	97.5	87.5
P170-5670	0	0	0	0	0	2.5	12.5

N.B. Mixing ratios are expressed as weight percentages



Innovating Repair Solutions

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General Process Notes

CHOICE OF HARDENER AND THINNER

The exact choice of hardener and thinner combination will depend on the gun set-up used, air movement, size of repair, temperature and application conditions. However, below is a general guide :

Hardener	Temperature Range	Recommended Thinner
P210-842	< 25°C	P850-1692/1693
P210-8430	> 25°C	P850-1693/1694

Weight Activation

WEIGHT ACTIVATION FIGURES: AT 5/1/2 MIXING RATIO

Weights are in grams & cumulative. Do not tare the balance between additions

Target Paint Volume (L)	0.20 L	0.40 L	0.60 L	0.80 L	1.00 L
P565-3030/3031	190	380	570	760	950
Hardener P210-842/8430	215	430	645	860	1075
Thinner P850-16XX	255.8	511.6	767.4	1023.2	1279

VOC INFORMATION

The EU limit value for these products (product category: IIB.c) in ready to use form is max. 540g/litre of VOC. The VOC content of this product in ready to use form is max. 540g/litre. Depending on the chosen mode of use, the actual ready to use VOC of these products may be lower than that specified by the EU Directive code.

Note:

Combinations of this product with P100-2020 will produce a paint film with special properties as defined by the EU Directive code.


In these specific combinations: The EU limit value for this product (product category: IIB.e) in ready to use form is max. 840g/litre of VOC. The VOC content of this product in ready to use form is max. 840g/litre.

These products are for professional use only, and are not to be used for purposes other than those specified. The information on this TDS is based on present scientific and technical knowledge, and it is the responsibility of the user to take all necessary steps in order to ensure the suitability of the product for the intended purpose.
For Health and Safety information please refer to the material Safety Data Sheet, also available at: http://www.ppg.com/Autocolor_MSDS

For further information please contact:

Customer Service Sales Group
PPG Industries (UK) Ltd
Needham Road
Stowmarket
Suffolk IP14 2AD
Tel: 01449 771771
Fax: 01449 773472

Product Data Sheet

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Innovating Repair Solutions

Product Data Sheet

November 2006

FOR PROFESSIONAL USE ONLY



J2070V

2K HS Plus Clearcoat P190-6690

Product	Description
P190-6690	2K HS Plus Clearcoat
P210-870	2K HS Plus Hardener - Express
P210-872	2K HS Plus Hardener - Fast
P210-875	2K HS Plus Hardener - Medium
P210-877	2K HS Plus Hardener - Slow/High Temperature
P850-1692/-1693/-1694	2K Low VOC Thinners
P852-1685	2K HS Plus Clearcoat Accelerator
P850-1621	Aerosol Fade-out Thinner

Product Description

P190-6690 is a high solids 2-pack acrylic clearcoat. It offers a hard and durable finish with superb gloss and is suitable for all types of repair.

The P190-6690 2K HS Plus Clearcoat system offers a full range of processing options, from an Express 10 minutes at 60°C (metal temperature) bake system for the most rapid processing of small repairs, to a 40 minutes at 60°C metal temperature bake system ideal high temperature application conditions

For compliance reasons P190-6690 has been designed for application with HVLP or Compliant spray guns. It can be used in two modes, standard 2-coat application and "one visit" application, where 1 light/medium flowing coat is followed by a full coat with no flash-off* between coats.

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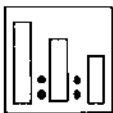




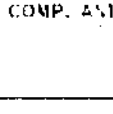
Product Data Sheet

Substrates/Preparation

P190-6690 should be applied only over: -

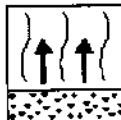
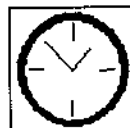

- P965-line Aquabase™ basecoats
- Prepared existing paintwork in sound condition. Existing paintwork should first be abraded (E.g. with **Scotchbrite™** Ultrafine Grey with P562-100 or P562-106) and cleaned with P980-251 or P980-9010 prior to application of P190-6690.

Standard and Fast Process

	Standard and High Temperature Application Systems	Fast System
	P190-6690 3 parts P210-875/-877 1 part P850-16XX 0.6 parts	P190-6690 3 parts P210-872 1 part P850-16XX 0.6 part
	18-20 secs. DIN4 at 20°C	18-20 secs. DIN4 at 20°C
	Pot life at 20°C: 2-2.5 hours	Pot life at 20°C: 1 hour.
	It is recommended that the clearcoat is activated and thinned just prior to application. With Express systems application should be completed as soon as possible after activation/thinning.	
	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Pressure : 0.7 bar/10 psi max (air cap)	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Pressure : 0.7 bar/10 psi max (air cap)
	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Inlet Pressure : Refer to spraygun manufacturers instructions, normally 2 bar/30 psi (inlet)	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Inlet Pressure : Refer to spraygun manufacturers instructions, normally 2 bar/30 psi (inlet)
	<p>Conventional 2 coat Process Apply 2 single coats to give 50-75 microns (2-3 thou) dry film thickness Allow 5 -7 mins flash-off between coats.</p> <p>Express Single Visit Process Apply 1 light/medium coat followed by a full coat to give 50 microns (2 thou) dry film thickness. The first coat should be applied to all repair panels before the second coat is applied. For less than 3 panels, allow 2-3 minutes flash between spray coats. For more than 3 panels, no flash off is required.</p>	



Standard and Fast Process

	0 - 5 minutes flash-off required before baking, depending on oven type	0 - 5 minutes flash-off required before baking, depending on oven type																																			
	<p>Bake at metal temp. of :</p> <table><tr><td></td><td><u>P210-875</u></td><td><u>P210-877</u></td></tr><tr><td>70°C :</td><td>20 minutes</td><td>25 minutes</td></tr><tr><td>60°C :</td><td>35 minutes</td><td>40 minutes</td></tr><tr><td>50°C :</td><td>70 minutes</td><td>80 minutes</td></tr></table> <p>Into service : When cool</p> <p>Air-dry (20°C) :</p> <table><tr><td>Dust free</td><td>40-50 mins.</td><td>60 minutes</td></tr><tr><td>Handleable</td><td>6 hours</td><td>8 hours</td></tr><tr><td>Into Service :</td><td>16 hours</td><td>24 hours</td></tr></table>		<u>P210-875</u>	<u>P210-877</u>	70°C :	20 minutes	25 minutes	60°C :	35 minutes	40 minutes	50°C :	70 minutes	80 minutes	Dust free	40-50 mins.	60 minutes	Handleable	6 hours	8 hours	Into Service :	16 hours	24 hours	<p>Bake at metal temp. of :</p> <table><tr><td></td><td><u>P210-872</u></td></tr><tr><td>70°C :</td><td>15 minutes</td></tr><tr><td>60°C :</td><td>25 minutes</td></tr><tr><td>50°C :</td><td>50 minutes</td></tr></table> <p>Into service : When cool</p> <p>Air-dry (20°C) :</p> <table><tr><td>Dust free</td><td>20-30 mins.</td></tr><tr><td>Handleable</td><td>4 hours</td></tr><tr><td>Into Service</td><td>12 hours</td></tr></table>		<u>P210-872</u>	70°C :	15 minutes	60°C :	25 minutes	50°C :	50 minutes	Dust free	20-30 mins.	Handleable	4 hours	Into Service	12 hours
	<u>P210-875</u>	<u>P210-877</u>																																			
70°C :	20 minutes	25 minutes																																			
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50°C :	50 minutes																																				
Dust free	20-30 mins.																																				
Handleable	4 hours																																				
Into Service	12 hours																																				
	Short-wave : 8-15 mins full power (depending on colour and equipment)																																				







Product Data Sheet



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Express and Super Express Process

	Express System	Super Express System
	P190-6690 3 parts P210-870 1 part P850-16XX 0.6 parts	P190-6690 3 parts P210-870/-872 1 part P852-1685 0.6 parts
	18-20 secs. DIN4 at 20°C	18-20 secs. DIN4 at 20°C
	Pot life at 20°C : 30-45 mins	Pot life at 20°C: 15-25 mins
	It is recommended that the clearcoat is activated and thinned just prior to application. With Express systems application should be completed as soon as possible after activation/thinning.	
	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Pressure : 0.7 bar/10 psi max (air cap)	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Pressure : 0.7 bar/10 psi max (air cap)
	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Inlet Pressure : Refer to spraygun manufacturers instructions, normally 2 bar/30 psi (inlet)	Fluid Tip Gravity Fed : 1.2-1.4 mm Suction Fed : 1.4-1.6 mm Inlet Pressure : Refer to spraygun manufacturers instructions, normally 2 bar/30 psi (inlet)
	Conventional 2 coat Process Apply 2 single coats to give 50-75 microns (2-3 thou) dry film thickness Allow 5-7 mins flash-off between coats. Express Single Visit Process Apply 1 light/medium coat followed by a full coat to give 50 microns (2 thou) dry film thickness. The first coat should be applied to all repair panels before the second coat is applied For less than 3 panels, allow 2-3 minutes flash between spray coats. For more than 3 panels, no flash off is required.	

Product Data Sheet



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Express and Super Express Process

	0 - 5 minutes flash-off required before baking (depending on oven type)	0 - 5 minutes flash-off required before baking (depending on oven type)
	<p>Bake at a metal temp. of :</p> <p>60°C : - 15 minutes 50°C : - 30 minutes</p> <p>Into service : when cool</p> <p>Air-dry (20°C) :</p> <p>Dust free - 20 mins. Handleable - 2 hours Into Service - 8 hours</p>	<p>Bake at a metal temp. of :</p> <p>60°C : -870/10 minutes, -872/20 minutes 50°C : -870/20 minutes, -872/40 minutes</p> <p>Into service : when cool</p> <p>Air-dry (20°C) :</p> <p>Dust free - 15 - 20 mins Handleable - 1½ - 2 hours Into Service - 6 - 8 hours Depending on hardener used (-870 or -872)</p>
	Short-wave : 8 - 15 mins full power (depending on colour and equipment)	

Product Data Sheet



Innovating Repair Solutions

THESE PRODUCTS ARE FOR PROFESSIONAL USE ONLY.

General Process Notes

FADE-OUT PROCESS

P190-6690 2K HS Plus Clearcoat may be faded-out using the **Aerosol Fade Out Thinner P850-1621**. Please refer to the Aerosol Fade-out Process Technical Data Sheet M1000V for details of the technique to achieve a successful repair.

CHOICE OF HARDENER AND THINNER

- P210-877** Ideal for processing large jobs at very high application temperatures (>34°C). Gives a 40 minutes at 60°C metal temperature bake system.
- P210-875** Gives a standard 35 minutes at 60°C metal temperature bake system suitable for all types of job.
- P210-872** Ideal for faster processing of medium-sized repairs (e.g. up to a front end) giving a 25 Minutes at 60°C metal temperature bake.
- P210-870** Allows fast processing of small to medium sized jobs, with a 15 minutes at 60°C metal temperature bake time.

The choice of thinner should be made according to application temperature, air movement and size of job. The recommendations below are for guidance only :-

Thinner :	Ideal temperature range :
P850-1692	up to 22°C
P850-1693	20-32°C
P850-1694	above 30°C
P852-1685 Clearcoat Accelerator	up to 25°C

In general use a slower thinner in fast air movement booths, for large jobs and for high temperature application. Use a faster thinner in slow air movement booths, for small jobs and application at cooler temperatures.

PAINT TEMPERATURE

As with other paint systems, optimum spray application is achieved if the paint is allowed to reach room temperature (20-25°C) before use. This is particularly important for high solids systems. It is strongly recommended that cold paint is warmed to a minimum of 15°C before application. Below this temperature paint application performance may be adversely affected.

INFRA-RED DRYING

Drying times are dependent upon colour and equipment. Refer to manufacturer's instructions for set-up details. When using Aquabase basecoat, it is particularly important to ensure the basecoat is thoroughly dry before applying the clearcoat.

RECOATABILITY

P190-6690, in both standard and express modes, is fully recoatable after the "into-service" times.

Product Data Sheet



Innovating Repair Solutions

THESE PRODUCTS ARE FOR PROFESSIONAL USE ONLY.

General Process Notes

RATIOS FOR MATT, TEXTURE AND FLEXIBLE OPTIONS

Using P565-554, it is possible to reduce the gloss of P190-6690. The addition of P565-7210/7220 can be used to give a textured finish. For use over flexible substrates, P100-2020 should also be used. The following tables gives a 1L **WEIGHT MIX** for various topcoat appearances, ready to spray. The weights in grams are cumulative. **DO NOT TARE** the scale between additions.

Guide for using 2K Thinners P850-1692/1693/1694 & P852-1685

Substrate	Appearance	P190-6690	P565-554	P565-7210	P565-7220	P100-2020	HS Hardener	Thinner 16XX
Rigid	Gloss	645g	-	-	-	-	875g	982g
	Semi-gloss	481g	724g	-	-	-	899g	980g
	Matt	386g	776g	-	-	-	916g	981g
	Fine Textured	287g	-	641g	-	-	745g	946g
	Coarse Textured	392g	-	-	708g	-	850g	960g
Flexible	Gloss	515g	-	-	-	789g	976g	1005g
	Semi-gloss	250g	481g	-	-	614g	818g	975g
	Matt	210g	562g	-	-	674g	864g	982g
	Matt Textured	210g	-	522g	-	633g	823g	970g
	Coarse Textured	280g	-	-	506g	654g	908g	987g

RECTIFICATION AND POLISHING

Polishing is not normally required as P190-6690 has a gloss finish. However, if dirt is a problem, denib with P1500 or finer, then polish by machine using a quality polish such as P971-3000 (refer to PDS). Polishing of P190-6690 is easiest between 1 and 24 hours after "into service" drying times.

PAINTING PLASTICS

Use the standard Nexa Autocolor plastics painting system (refer to PDS)

OTHER POINTS TO NOTE

When using 2-pack products it is highly recommended to clean the gun thoroughly immediately after use.



General Process Notes

GUIDELINES FOR WEIGHT MIXING

Where a specific volume of clearcoat mix is required, this may be best achieved by weight mixing, using the guidelines below

The weights are cumulative - please do **NOT** tare the scale between additions.

WEIGHT MIX GUIDE WITH P850-16XX LOW VOC THINNERS

Volume of RFU Paint (Litres)	Weight P190-6690	Weight P210-870/-872/-875/-877	Weight P850-1692/1693/1694 P852-1685
0.10 L	65 g	88 g	98 g
0.20 L	129 g	175 g	196 g
0.25 L	161 g	219 g	245 g
0.33 L	213 g	289 g	324 g
0.50 L	323 g	438 g	491 g
0.75 L	484 g	656 g	736 g
1.0 L	645 g	875 g	982 g
1.5 L	968 g	1312 g	1473 g
2.0 L	1291 g	1750 g	1964 g
2.5 L	1613 g	2187 g	2454 g

General Process Notes

GUIDELINES FOR WEIGHT MIXING

Where a specific volume of clearcoat mix is required this may be best achieved by weight mixing using the guidelines below

The weights are cumulative - please do **NOT** tare the scale between additions.

WEIGHT MIX GUIDE WITH P850-16XX LOW VOC THINNERS

Volume of RFU Paint (Litres)	Weight P190-6690	Weight P210-870/-872/-875/-877	Weight P850-1692/1693/1694 P852-1685
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0.33 L	213 g	289 g	324 g
0.50 L	323 g	438 g	491 g
0.75 L	484 g	656 g	736 g
1.0 L	645 g	875 g	982 g
1.5 L	968 g	1312 g	1473 g
2.0 L	1291 g	1750 g	1964 g
2.5 L	1613 g	2187 g	2454 g

VOC INFORMATION

The EU limit value for this product (product category: II B d) in ready to use form is max. 420g/litre of VOC.

The VOC content of this product in ready to use form is max. 420g/litre.

Depending on the chosen mode of use, the actual ready to use VOC of this product may be lower than that specified by the EU Directive code.

Note:

Combinations of this product with P565-554, P100-2020, P565-7210 or P565-7220 will produce a paint film with special properties as defined by the EU Directive code.

In these specific combinations: The EU limit value for this product (product category: II B.e) in ready to use form is max. 840g/litre of VOC. The VOC content of this product in ready to use form is max. 840g/litre.

These products are for professional use only, and are not to be used for purposes other than those specified. The information on this TDS is based on present scientific and technical knowledge, and it is the responsibility of the user to take all necessary steps in order to ensure the suitability of the product for the intended purpose.

For Health and Safety information please refer to the material Safety Data Sheet, also available at: http://www.ppg.com/Autocolor_MSDS

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Scotchbrite is a trademark of 3M UK Plc.

Innovating Repair Solutions

Product Data Sheet



For further information please contact:


Customer Service Sales Group
PPG Industries (UK) Ltd
Needham Road
Stowmarket
Suffolk IP14 2AD

Tel: 01449 771771

Fax: 01449 773472

Product Data Sheet



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Innovating Repair Solutions

Market Investigation.

Private Motor Insurance.

Date: 6th September 2013.

Submission of Evidence by Nigel and Brian Hecks.

Reference: APM-036.

Total number of Pages: 13

Description.

These documents give details of how the "wholesale" price of Max Meyer product has been calculated.

Page 01 shows the calculation of the price of one litre of Max Meyer Primer, Basecoat and Clearcoat "ready for use".

Pages 02-07 is a copy of the September 2012 Price list (the most recent price list).

The wholesale price is based on a distributor discount of 75%.

Pages 08-10 is a copy of the technical datasheet for the primer used in the calculation.

Pages 11-13 is a copy of the technical datasheet for the clearcoat used in the calculation.

Comments.

The Aquabase Plus basecoat tinters are all different prices. The Aquabase Plus tinters start at The "P990" section of the part numbers. The calculation for the basecoat is based on taking one tin of each of the tinters that are in the system (excluding special effects) and calculating the price per litre.

MaxMeyer Trade Price List - Effective 1st September 2012

PPD Compliant Products



Products for professional use only

 **MaxMeyer**
CAR REFINISH
'Making Life Easier'

Product Description	Product Code	Pack Size (Litres)	Trade Price Per Pack
AquaMax Basecoat Tinters			
Group 1			
A022, A033, A077, A080, A088 A099, A150, A450, A590, A650, A655 A750, A755, A760, A764, A960, A985	1.500.xxxx	1	£121.35
A044, A081, A155, A260, A270, A271 A550, A551, A660, A765, A970		0.5	£60.67
Group 2			
A552, A560, A570, A575, A580, A990		1	£133.48
A160, A250, A255, A257, A275 A455, A460, A554, A556, A965		0.5	£66.72
Group 3			
A115, A530, A720		1	£168.70
A029, A109, A110, A220, A230, A509 A515, A525, A540, A610, A620, A710		0.5	£84.33
Group 4			
XR10, XR20, XR25 XR50, XR55 XR70, XR75		0.5	£202.36
AquaMax Ancillaries			
HS Filler	1.820.2000	1	£49.94
Thinner	1.911.9910	2.5	£31.15
Retarder Thinner	1.911.9940	2.5	£36.44
Precleaner	1.931.4501	5	£62.05
Gun Cleaner	1.936.1100	5	£29.24
Flocculant Agent	1.975.3100	2KG	£230.43
UHS Duralit Extra Tinters			
Brilliant Yellow UHS29	1.150.2029	1	£158.39
Orche Yellow UHS30	1.150.3030	1	£155.37
Warm Yellow UHS31	1.150.3031	1	£155.37
Copper Red UHS50	1.150.5050	1	£155.37
Maroon UHS51	1.150.5051	1	£155.37
Deep Red UHS53	1.150.5053	1	£155.37
Bordeaux UHS54	1.150.5054	1	£155.37
Ruby Red UHS55	1.150.5055	1	£155.37
Rich Violet UHS56	1.150.5056	1	£155.37
Pale Copper Red UHS58	1.150.5058	1	£155.37
Carmine Red UHS59	1.150.5059	1	£158.39
Sea Blue UHS60	1.150.6060	1	£155.37
Bright Blue UHS71	1.150.7071	1	£155.37
Cobalt Blue UHS72	1.150.7072	1	£155.37
Midnight Blue UHS73	1.150.7073	1	£155.37
Steel Black UHS90	1.150.9090	1	£155.37
Pale Black UHS91	1.150.9091	1	£155.37
Ebony Black UHS92	1.150.9092	1	£155.37
Clearcoats			
HS Clear 0300	1.360.0300	5	£149.99
		1	£32.26
UHS Clear 0310	1.360.0310	5	£289.01
HS Clear 0710	1.360.0710	1	£42.09
HS Clear 0750	1.360.0750	1	£42.09
Hardeners			
HS Hardener - Slow	1.954.2710	2.5	£104.97
HS Hardener - Standard	1.954.2720	2.5	£104.98
		0.5	£23.05
HS Hardener - Rapid	1.954.2730	2.5	£104.98
		0.5	£23.05
Infra Red Hardener	1.954.2850	1	£77.99
UHS Hardener - Medium	1.954.2860	2.5	£204.31
UHS Hardener - Rapid	1.954.2870	2.5	£216.45
UHS Hardener - Extra Rapid	1.954.2880	1	£95.55

Product Description	Product Code	Pack Size (Litres)	Trade Price Per Pack
Thinners			
Universal	1.911.2510	1	£23.04
		5	£101.18
Normal	1.911.2520	1	£24.08
		5	£110.58
UHS Thinner	1.911.2530	1	£27.56
		5	£127.62
UHS Additive Thinner - Normal	1.911.2810	2.5	£84.80
Fade Out Thinner - Aerosol	1.912.5410	0.4	£31.37
Easy Blender - Fade Out Thinner	1.912.5420	1	£48.58
HP System			
HP Wet on Wet Primer - White	1.841.8001	3	£174.99
HP Wet on Wet Primer - Grey	1.841.8004	3	£174.99
HP Wet on Wet Primer - Dark Grey	1.841.8006	3	£174.99
HP MultiGrey Filler - Light Grey	1.841.8700	3	£157.82
HP MultiGrey Filler - Grey	1.841.8800	3	£157.82
HP MultiGrey Filler - Dark Grey	1.841.8900	3	£157.82
HP Aerosol Primer	1.880.2000	0.4	£20.01
HP Aerosol Primer - Dark Grey	1.880.2006	0.4	£20.01
MS Hardeners			
Standard	1.954.4000	0.5	£37.56
		2.5	£139.14
Fast MS	1.954.6000	0.5	£31.08
		1	£62.16
		2.5	£134.47
Rapid MS	1.954.8000	0.5	£33.97
		1	£64.66
Extra Rapid	1.954.9000	0.5	£35.27
Accelerator	1.975.2370	0.25	£19.48
2K Thinners			
Fast	1.911.4305	1	£18.59
		5	£84.54
HS Universal	1.911.4310	1	£18.23
		5	£81.40
HS Universal Slow	1.911.4320	1	£20.57
		5	£96.30
1K Primers			
Plastomax Spray Filler (incl hardener)	1.858.3300	1	£27.00
Plastomax Thinner	1.935.1201	1	£18.05
2K Primers			
Clear Sealer 540	1.841.0204	1	£46.52
Blitz Sealer	1.841.0310	1	£44.06
TopFiller HS	1.856.3011	1	£48.52
		2.5	£112.52
MaxiDriver MS	1.856.4206	1	£41.39
		3	£124.15
Hardener for MaxiDriver	1.956.3036	0.33	£25.42
	1.956.3036	1	£47.90
Etch Primers			
Chromate Free 7050	1.815.7050	1	£36.42
Activator 7051	1.955.7051	1	£33.28
Slow Activator 7052	1.955.7052	1	£33.28
Plastic Painting System			
Plastic Primer	1.823.1500	1	£46.14
Plastic Primer Aerosol	1.880.1600	0.4	£23.71
Degreaser 3600	1.931.3600	1	£17.65
		5	£100.36
Plastics Cleaner	1.931.3660	1	£20.73
Antistatic Pre Clean	1.931.4000	1	£25.05
Flexible Additive	1.975.1208	0.5	£39.22
Fine Texture Additive	1.975.5400	1	£77.40
Coarse Texture Additive	1.975.5401	1	£77.40
Texture Additive - Fine	1.975.5500	1	£77.81
Texture Additive - Coarse	1.975.5501	1	£77.81
Matting Agent	1.977.3302	1	£56.12
UHS Mat 5	1.977.5502	1	£71.91

Product Description	Product Code	Pack Size (Litres)	Trade Price Per Pack
Stoppers			
Stopper 3800 - can	1.831.3800	1.5KG	£31.31
Polyester Stopper Soft Plus	1.834.1800	1.5KG	£29.22
Other Products			
Prep Paste 2400	1.972.2400	1KG	£45.78
AntiSilicone Additive	1.975.2341	0.5	£48.68
MC80 Converter	1.977.2500	1	£66.08
Dry Use Polish	SPP1000	1	See your MaxMeyer Distributor
Non Paint Products			
Mixing Equipment			
Scale - Zone 2	CLR-PMA7501-Y	each	£314.99
EasyMix Connect (requires CLR-PMA7501-Y)	CLR1006	each	£839.99
Colour Tools			
MaxColor Colour Box	1.084.7000	each	£999.99
Moto Fans	1.092.3460	each	£124.99
Accessories Fan	1.084.4600	each	£11.69
Stirrer/Pourers			
AquaMax Pouring Spouts	CLR5050	each	£2.59
Tecmec H/Paddle - 3L	LID1003	each	£7.72
Tecmec H/Paddle - 1L	LID1001	each	£4.74
Empty Tins/Plastic Pots			
Plain Tin - 1L	GBMET/1	each	£0.68
Plain Tin - 2.5L	GBMET/2	each	£1.33
Plain Tin - 5L	GBMET/5	each	£1.73
Lid - 1L	9980-411	each	£0.13
Lid - 2.5L	9980-412	each	£0.20
Lid - 5L	9980-415	each	£0.25
Plastic Pot & Lid - 0.5L	9868-84	each	£0.92
Plastic Pot & Lid - 1.5L	9868-86	each	£1.48
Plastic Pot & Lid - 3L	9868-87	each	£4.04
Plastic Mix Container - 5L	9868-73	each	£1.05
Distributor Mix Labels			
AquaMax - front	1.091.0011	set 50	£10.50
AquaMax - back	C.091.1448	set 50	£13.50
UHS Duralit Extra - front	1.150SELL	set 50	£23.48
UHS Duralit Extra - back	C.091.1422	set 50	£13.50
Other Mixing Items			
Mixing Stick (2:1) (3:1)	1.070.1301	each	£4.08
Mixing Stick (5:1) (4:1)	1.070.1314	each	£4.77
Mixing Stick - Commercial	1.070.1315	each	£12.25
Mixing Stick (2:1) (1:1)	1.070.1317	each	£3.41
Mixing Stick (3.5:1) (2:1:0.6)	1.070.1323	each	£4.08
Can Opener	1.070.1303	each	£3.63
Mixing Jug - 0.5L	PAC6001	each	£3.49
Mixing Jug - 1L	PAC6002	each	£4.49
Mixing Jug - 2L	PAC6003	each	£7.99
Mixing Jug - 5L	PAC6004	each	£16.99
Colour Library			
Metal Sprayout Panels	9858-40	set 100	£34.76

MaxMeyer Customer Service & Sales Group
Needham Road, Stowmarket
Suffolk, IP14 2AD
Telephone: +44 1449 771779
Fax: +44 1449 771547
Email: ukenquiries@ppg.com
www.maxmeyer.com
www.maxmeyerplus.co.uk

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UHS CLEAR 0310 1.360.0310

UHS CLEAR 0310 is a 2K High Solids Clearcoat with a very low solvent content especially formulated to comply with EU Directive concerning solvent emissions.

UHS CLEAR 0310 is a compact clear offer, that can be used for spot repair, full panel, or total respray, for best results and durability.

UHS CLEAR 0310 offers high solid content, fast drying, strong film hardness, and excellent gloss, with the flexibility of different hardener options, for different types of repair.



AQUAMAX BASECOATS

Allow AquaMax to dry thoroughly before application of Clearcoat.
Clean basecoat colour with a tackrag, before clearcoat application.



	Ratio by Volume
UHS CLEAR 0310	3.5
UHS HARDENER	1
VISCOSITY- DIN4, 20° C	18-20"
POT LIFE	1 - 2 hours @ 20°C

Note: As with all UHS products, cold RFU paint temperatures can lead to more difficult application and overspray absorption. It is strongly recommended that RFU product is applied at a temperature above 15°C.

UHS HARDENERS	1.954.2850	Infra Red	Recommended for High Temperature (>30°C) and Gas Infra Red drying.
	1.954.2860	Medium	Partial or total respray (20 - 30°C)
	1.954.2870	Fast	Spot repair of full panel under 25°C

Antisilicone	AD2341 (1.975.2341)	See Technical Datasheet 411V
Flexible Additive	AD1208 (1.975.1208)	See Table on Page 3 of this TDS
Texture additive - Fine	1.975.5500	See Table on Page 3 of this TDS
Texture additive - Coarse	1.975.5501	See Table on Page 3 of this TDS
Matting Base UHS MAT5	1.977.5502	See Table on Page 3 of this TDS



UHS CLEAR 0310 1.360.0310

Gun Set-Up

Gravity spray gun nozzle (mm)
Pressure at the gun
Number of coats
Suggested thickness

Compliant Sprayguns

1.2-1.3
As per manufacturers recommendations.
1 medium coat + 1 full coat or 2 full coats.
50 - 60 microns



Important:

Single Visit Process: Apply one medium, continuous, coat followed by one full coat.
The first coat should be applied to all repair panels before the second coat is applied.
For less than 3 panels, 2-3 minutes flash between coats.
For more than 3 panels, no flash is required.
Two coat Process: Apply 2 full coats with a 5 minute flash off between coats.
DO NOT apply more clearcoat than indicated.
The recommended build above is easily obtained.

OVEN DRYING

with 2850 hardener	40 minutes at 60°C
with 2860 hardener	35 minutes at 60°C
with 2870 hardener	25 minutes at 60°C

Flash off before oven drying

0-5 minutes

INFRARED DRYING

medium wave
short wave

15 minutes
10 minutes



Recoatable, 1 hour after baking, and then sanding.



UHS CLEAR 0310 1.360.0310



Keep ready for use paint in good conditions to ensure correct viscosity.
RFU temperature above a minimum of 15°C, and ideally over 18°C.
This includes paint, hardeners and thinners.



Activate accurately, and by weight where ever possible.

Where mixing must be by volume, only use a round and parallel sided mixing container together with the correct mixing stick. If using a measuring container marked in percentages, you must be sure that the percentages give the correct quantities.

Make sure that Hardener and Thinner is mixed in well. High solids or high viscosity products can take a little longer to mix in, so a good practice is to stir Hardener in first, then add thinner before stirring again.
Use mixed product as quickly as possible.

Choose the correct Hardener for the required bake cycle.

Keep to the recommended levels of additives.

Do not exceed the recommended level of additives such as Flexibilisers.



Use correct spraygun set ups, and set up the spraygun correctly.

Use a "Single Visit" application wherever possible, following the advice given in the application section.

Check that the spraybooth is operating effectively. If necessary make an oven check to be sure that metal temperature is reached, especially on low down repair areas.

MaxMeyer recommendations are based on time at metal temperature, so this should be allowed for in the bake cycle that is set for the job.



UHS CLEAR 0310 1.360.0310

492V

Where a specific volume of clearcoat mix is required, this may be best achieved by weight mixing, using the guidelines below. The weights are cumulative - please do NOT tare the scale between additions.

Volume of RFU Paint (Litres)	Weight	Weight
	1.310.0310	1.954.2850 / 2860 / 2870
0.10 L	76 g	100 g
0.20 L	152 g	199 g
0.235 L	179 g	234 g
0.33 L	251 g	329 g
0.50 L	381 g	499 g
0.75 L	571 g	748 g
1.0 L	761 g	997 g
1.5 L	1142 g	1496 g
2.0 L	1522 g	1994 g
2.5 L	1903 g	2493 g

Using Matting Base 1.977.5502, it is possible to reduce the gloss of UHS Clear 0310.

The addition of 1.975.5500 & 1.975.5501 can be used to give a textured finish. Over flexible substrates, 1.975.1208 should be used.

The table below gives a 1L WEIGHT MIX for various topcoat appearances, ready to spray.

The weights in grams are cumulative. PLEASE DO NOT TARE the scale between additions.

Substrate	Appearance	Clearcoat 0310	Matting 5502	Fine Texturing 5500	Coarse Texturing 5501	Flexible Additive 1208	UHS Hardener	Thinner
Rigid	Gloss	761g	-	-	-	-	997g	-
	Satin	565g	811g	-	-	-	988g	-
	Matt	452g	847g	-	-	-	989g	-
	Fine Text.	331g	-	685g	-	-	789g	965g
	Coarse Text.	452g	-	-	768g	-	910g	971g
Flexible	Gloss	565g	-	-	-	731g	909g	984g
	Satin	301g	542g	-	-	631g	844g	985g
	Matt	251g	617g	-	-	691g	888g	988g
	Fine Text.	242g	-	554g	-	625g	815g	976g
	Coarse Text.	339g	-	-	576g	676g	942g	988g



UHS CLEAR 0310 1.360.0310

Packsize	5 Ltr
Storage	Store in a cool dry place away from heat
Theoretical Coverage	10 sq.m. ready for use product at 50 microns build.



The EU limit for this product (product category: IIB.d) in ready for use form is max. 420g/l of VOC.
The VOC content of this product in ready for use form is max. 420 g/l.
Depending on the chosen mode of use, the actual ready to use VOC of this product may be lower than that specified by the EU Directive code.

NOTE:

Combinations of this product with 1.977.5502, 1.975.5500, 1.975.5501, or 1.975.1208 will produce a paint film with special properties as defined by the EU Directive code.

In these specific combinations: The EU limit value for this product (product category: IIB.e) in ready to use form is max. 840g/litre of VOC.

These products are for professional use only and are not to be used for purposes other than those specified.

The information on this TDS is based on present scientific and technical knowledge, and it is the responsibility of the user to take all necessary steps in order to ensure the suitability of the product for the intended purpose.

For Health and Safety information, please refer to the material Safety Data Sheet, also available at:
www.maxmeyer.com



For further information please contact:

PPG Industries (UK) Limited. MaxMeyer Division Customer Service & Sales Group, Needham Road,
Stowmarket, Suffolk. IP14 2AD, England. Tel: 01449 771779 Fax: 01449 773495

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HP WET ON WET PRIMER

1.841.8001 - 8004 - 8006

HP WET ON WET PRIMERS WHITE (8001) - GREY (8004) - DARK GREY (8006)

HP Wet on Wet Primers are fast drying 2K Acrylic primers, designed for use under Aquamax and UHS Duralit Extra, to give excellent appearance and adhesion over a wide range of substrates. As Wet on Wet primers, they provide a very fast repair process, particularly for new panel work. This primer is available in 3 colours; 8001 - White, 8004 - Grey and 8006 - Dark Grey. They can be mixed to give a range of MultiGrey colours. This allows a significant saving in time and materials. HP Wet on Wet primers reduce total working times in all drying systems (air, low bake, infra-red) and in every application process.



SUBSTRATES

HP Wet on Wet Primers should only be applied over: -
Original finishes in sound condition, after sanding. Good preparation is essential in order to obtain the best results with these primers.
Etch primed Aluminium and Steel.
New panels in good quality electrocoat, after lightly sanding with Scotch-Brite and cleaning.
Can be used directly over properly prepared rigid plastic substrates.

PREPARATION

Clean the surface with water (preferably warm) and detergent. Clean using AquaMax Precleaner prior to painting. Bare metal areas may be degreased using antislicone Degreaser 3600.

	VOLUME	WEIGHT
HP WET ON WET PRIMER	1000	1000
HARDENER	250	161
THINNER	300	188
VISCOSITY - DIN4, 20°C	16 - 18"	
POT LIFE	30 - 45 minutes @ 20°C	



HARDENERS - THINNERS

HARDENERS	4000	Slow	For repairs above 25°C. For repairs between 18°C and 25°C. For repairs up to 18°C.
	6000	Rapid	
	8000	Extra rapid	
THINNERS	2520	4320	All repairs over 25°C. Repairs between 18°C and 25°C.
	2510	4310	
		Normal	



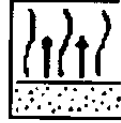
HP WET ON WET PRIMER

1.841.8001 - 8004 - 8006

APPLICATION

CYCLE

Equipment	Conventional or Compliant Sprayguns
Fluid Tip (mm)	1.4 - 1.6
Spray-Gun pressure (bar)	2 bar - or as per manufacturers recommendations
Number of coats	1 full coat or 1 double coat
Suggested thickness	25 - 35 microns
Maximum thickness	35 microns



DRYING

AIR DRY

Interval between coats	None
Flash-off before applying topcoat	15 - 20 minutes

Ready for sanding (at 25 microns, 20° C.) Light de-nibbing can be carried out after 20 minutes

Important:

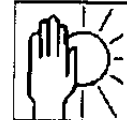
Make sure that HP Wet on Wet primer is completely flashed off before overcoating so as to avoid possible absorption and shrinkage.

OVERCOATABILITY

HP Wet on Wet Primer can be directly overcoated with either Aquamax or UHS Duralit Extra

TECHNICAL DATA

Pack size	1 and 3 Ltr
Storage	In a cool place away from heat source.
Theoretical coverage	5.8 sqm/l mixed ready for use at 25 microns





HP WET ON WET PRIMER

1.841.8001 - 8004 - 8006

MULTIGREY RATIOS

	M1	M4		M6
8001 White	100	--	--	--
8004 Grey	--	100	64	--
8006 Dark Grey	--	--	36	100



N.B. Mixing ratios are expressed as weight percentages.

This mixture should then be activated and thinned in the normal way before spraying.

VOC INFORMATION

The EU limit value for this product (product category: IIB.c) in ready to use form is max. 540g/litre of VOC.

The VOC content of this product in ready to use form is max. 540g/litre.

Depending on the chosen mode of use, the actual ready to use VOC of this product may be lower than that specified by the EU directive code.

SAFETY AND HANDLING

These products are for professional use only and are not to be used for purposes other than those specified.

The information on this TDS is based on present scientific and technical knowledge, and it is the responsibility of the user to take all necessary steps in order to ensure the suitability of the product for the intended purpose.

For Health and Safety information, please refer to the material Safety Data Sheet, also available at:
www.maxmeyer.com



For further information please contact:

PPG Industries (UK) Limited. MaxMeyer Division Customer Service & Sales Group, Needham Road,
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Page 3 of 3

Market Investigation.

Private Motor Insurance.

Date: 6th September 2013.

Submission of Evidence by Nigel and Brian Hecks.

Reference: APM-040.

Total number of Pages: 12

Description.

These documents give an overview of the process for mixing colours in Sikkens and Lesonal.

Page 01 is a general description of the process.

Page 02 is a view of the on-line colour system. No's 1-4 are indexed in the bottom half of the page.

Page 03 is a view of the on-line colour system for mixing 0.8 litres of Vauxhall 12U in Sikkens. No's 1-7 are indexed in the bottom half of the page.

Page 04-11 are examples of the formulations for mixing 0.8 litres of the basecoat. The bottom half of the page shows the unit size of tinters purchased and grams required. The calculation shows the cost of the "part units". For each of the four colours there is a Sikkens version and a Lesonal version. The Sikkens discount used is 65% and the Lesonal is at the recommended trade price.

Page 12 summarises the purchases that a Sikkens user has to purchase in order to mix the four products in succession.

Comments.

The repairer is required to purchase "unit" quantities of the paint products however the repairs will only require "part units". The result is that once a repairer begins to use a paint system there will always be an excess of "unused" product. In this example it is 24.7 litres. Some of the vertical agreements result in a rebate being paid on this unused product.

The repairer has a financial requirement to use the paint that has been purchased and not used as a result the choice of paint for use on a repair that does not have a paint mandate is restricted.

The consequence of using multiple paint schemes has a significant impact on the efficiency of product use for repairers - especially basecoat products.

USE OF THE ONLINE COLOUR LIBRARY

Before a vehicle leaves the manufacturer a colour identification tag is attached to the vehicle.

In the event of an accident and using this detail, the repairer accesses the online colour library for the paint brand being used, checks for variants, keys in the quantity required and prints out the formulation showing the tinter references and quantity in grams of each tinter.

The repairer, using scales, mixes the amount of paint required from the tinters relevant to the colour code.

This procedure is carried out in the Bodyshop.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Variants

Colors found: 5

Make	Color Code	AKZO Code	Description	Yr.First	Yr.Last	Documentation	Info
Vauxhall		VAU9514(D)	Arden Blue P.2c	1986	2012	Documentation	Dark
Vauxhall		VAU9514(G)	Arden Blue P.2c	1986	2012	Documentation	Greener
Vauxhall		VAU9514(L)	Arden Blue P.2c	1986	2012	Documentation	Lighter
Vauxhall		VAU9514(R)	Arden Blue P.2c	1986	2012	Documentation	Redder
Vauxhall		VAU9514	Arden Blue P.2c	1986	2012	Documentation	

THESE PRINTOUTS ARE TAKEN OFF THE ONLINE COLOUR FORMULATIONS

- No. 1 Is the web address for the online colour library
 No. 2 Akzo code used both for Sikkens & Lesonal - these codes refer back to the colour library
 No. 3 Name of Manufacturer's colour
 No. 4 Recognised variants to the colour

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color

342

971

777

886

575

333PB

888C

Amount

.8

Minimum amount: 0.1 L

Amount (Absolute)

288.1

19.1

56.9

97.8

125.2

221.7

24.5

Recipe

Print Recipe PDF XML

Product

Autowave MM

Version/Layer

date 09 Mar 2010

Message

This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
ColorMap	618D6		
ColorScaleVariants	1452		
Colorvariants	963		
ColorScaleCar Color	1		
ColorScale Pro	017.01	1	DEC-07
Colormap FD	357.618D6	4	

Information

Make Vauxhall

Color Code 12u

Description Arden Blue P.2c

AKZO Code VAU9514

Primer Color

Price group P3

THESE PRINTOUTS ARE TAKEN OFF THE ONLINE COLOUR FORMULATIONS

- No. 1 Is the web address for the online colour library
- No. 2 Is the detail of the colour sought
- No. 3 Colour References
- No. 4 Product for which the formulation is sought
- No. 5 Quantity of paint required - decided by the operative
- No. 6 Tinter references required to mix the colour
- No. 7 The weight in grams of each tinter that is required to create the volume of colour required.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
342	268.1
971	19.1
777	56.9
666	97.8
575	125.2
333PB	221.7
888C	24.5

Amount

.8

☒ L ☐ Cumulative ☒ Absolute

Minimum amount: 0.1 L

Information

Make	Vauxhall
Color Code	12u
Description	Arden Blue P.2c
AKZO Code	VAL9514
Primer Color	
Price group	P3

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Autowave MM

Version/Layer

date 09 Mar 2010

Message

- This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
ColorMap	618D6		
ColorScaleVariants	1452		
ColorVariants	963		
ColorScaleCar Color	1		
ColorScale Pro	017.01	1	DEC-07
ColorMap FD	357.618D6	4	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER

AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

SIKKENS Vauxhall Arden Blue Colour Code 12U

Mixing Colour	Mixing colour	Trade	Grams	Trade
Reference	tin size	Price	Required	Value of mix
342	1 lt	£ 160.55	268.1	£ 43.04
971	1 lt	£ 160.55	19.1	£ 3.07
777	1lt	£ 160.55	56.9	£ 9.14
666	1lt	£ 128.39	97.8	£ 12.56
575	1lt	£ 180.55	125.2	£ 20.10
333PB	1 lt	£ 224.72	221.7	£ 49.82
888C	1lt	£ 160.55	24.5	£ 3.93
**** RFU	Trade Price of mixed colour		0.8 litre	£ 141.66

			Qty to mix	
**** RFU Primer	1 l	1 lt	£ 76.02	0.8 £ 45.61
**** RFU Clearcoat		1 lt	£ 96.26	0.8 £ 77.00
				<u>£ 284.27</u>
	less Repairer discount	65%		£ 171.77
		Cost to Repairer		<u>£ 92.50</u>

***** RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
48	269.6
84	19.2
03	57.2
02	94.1
41	125.8
91P	222.8
192M	23.6

Amount

.8

☒ L ☒ V ☐ Cumulative ☒ Absolute

Minimum amount: 0.1 L

Information

Make	Vauxhall
Color Code	12u
Description	Arden Blue P.2c
AKZO Code	VAU8514
Primer Color	GRB---
Price group	P2

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Version/Layer

Message

- This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
LesStandcol	1315		
Colorvariants	983		
LesVarcol2000	1452		
ColorMap	618D6		
Leonel Variant Doc	017.01	1	DEC-07
Colormap FD	357.618D6	4	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

LEONAL Vauxhall Arden Blue Colour Code 12U

Mixing Colour	Mixing colour	Trade	Grams	Trade
Reference	tin size	Price	Required	Value
48	1 lt	£ 52.57	269.6	£ 14.17
84	1 lt	£ 52.57	19.2	£ 1.00
3	1 lt	£ 42.64	57.2	£ 2.44
2	1 lt	£ 42.64	94.1	£ 4.01
41	1 lt	£ 52.57	125.8	£ 6.61
91P	1 lt	£ 70.98	222.8	£ 15.81
192M	1 lt	£ 66.24	23.6	£ 1.56
***** RFU	Trade Price of mixed colour		0.8 litre	£ 45.80

Qty to mix				
***** RFU Primer	1 lt	£ 21.02	0.8	£ 12.61
***** RFU Clearcoat	1 lt	£ 22.96	0.8	£ 18.36
				<u>£ 76.57</u>
	less Repairer discount	Nil		£ -
		Cost to Repairer		<u>£ 76.57</u>

***** RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
666	502.4
952	23.1
400	43.7
777	113.1
888DC	125.8
Amount	
.8	<input checked="" type="radio"/> Cumulative <input type="radio"/> Absolute
Minimum amount: 0.1 L	

Information

Make	Flat
Color Code	647
Description	Grigio Steel M.2c
AKZO Code	F1647
Primer Color	
Price group	P2

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Autowave MM ☒

Version/Layer

date 15 Oct 2008

Message

- This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
ColorMap	35985		
ColorScaleVariants	3729		
ColorVariants	701		
ColorScaleCar Color	84		
ColorScale Pro	009.01	1	DEC-07
ColorMap FD	435.35985	5	
ColorScale Pro2	009.01	1	JAN-11

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

SIKENS Flat Grigio Steel Colour code 647

Mixing Colour	Mixing colour	a. Trade	Grams	Trade
Reference	in litre	Price	Required	Value of mix
666	1 lt	£ 128.39	502.4	£ 64.50
952	1 lt	£ 160.55	23.1	£ 3.71
400	1lt	£ 218.31	43.7	£ 9.54
777	1lt	£ 160.55	113.1	£ 18.16
888DC	1lt	£ 224.72	125.8	£ 28.22
RFU	Trade Price of mixed colour		0.8 litre	£ 124.13

Qty to mix				
RFU Primer	1	1 lt	£ 78.02	0.8 £ 45.61
RFU Clearcoat	1	1 lt	£ 96.26	0.8 £ 77.00
				£ 246.74
less Repairer discount			65%	£ 180.38
Cost to Repairer				£ 86.36

RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger time to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
02	497.3
37	23.9
23	45.2
03	116.9
191M	124.4

Amount

.8

☒ L ☐ Cumulative ☒ Absolute

Minimum amount: 0.1 L

Information

Make	Flat
Color Code	647
Description	Grigio Steel M.2c
AKZO Code	F1647
Primer Color	WFG---
Price group	P1

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Version/Layer

Message

- This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
LesStandcol	267		
Colorvariants	701		
LesVarcol2000	3729		
ColorMap	36985		
Lesonal Variant Doc	009.01	1	DEC-07
Colormap FD	435.36985	5	
Lesonal Variant Doc2	009.01	1	JAN-11

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

LESONAL Flat Grigio Steel Colour code 647

Mixing Colour	Mixing colour	a.Trade	Grams	Trade
Reference	Quantity	Price	Amount	Value
2	1 R	£ 42.64	497.3	£ 21.20
37	1 R	£ 52.57	23.9	£ 1.26
23	3.75 R	£ 159.87	45.2	£ 1.93
3	1 R	£ 42.64	116.9	£ 4.98
191M	1 R	£ 86.24	124.4	£ 8.24
***** RFU	Trade Price of mixed colour		0.8 litre	£ 37.61

***** RFU Primer	1 R	1 R	£ 21.02	0.8	£ 12.61
***** RFU Clearcoat	1 R	1 R	£ 22.96	0.8	£ 18.36
					£ 68.58
	less Repairer discount	Nil			£ -
		Cost to Repairer			£ 68.58

***** RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
361	580.8
954	98.8
356	151.3

Amount

.8

☒ Cumulative ☐ Absolute

Minimum amount: 0.1 L

Information

Make	Volkswagen
Color Code	lp3g
Description	Vermelho Flash
AKZO Code	VW30002
Primer Color	CBP039
Price group	P3

Recipe

[Print Recipe](#)
[PDF](#)
[XML](#)

Product

Autowave MM ☐

Version/Layer

 date 25 Feb 2011
 date 12 Nov 2007

Message

- This color has a variation(s)

Documentation

Document	Location	Switch	IssueDate
ColorMap	406D5		
Colormap FD	034.406D5	1	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
 AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

SIKENS Volkswagen Vermelho Flash Colour code LP3G

							Trade
	Mixing Colour	Mixing colour		A.Trade		Grams	Value
	Reference	tin size		Price		Required	of mix
	361	1/2 lt		£ 109.13		580.8	£ 122.40
	954	1 lt		£ 224.72		98.8	£ 22.20
	356	1lt		£ 224.72		151.3	£ 34.00
*****	RFU	Trade Price of mixed colour				0.8 litre	£ 178.60
						Qty to mix	
*****	RFU Primer	1	1 lt	£ 76.02		0.6	£ 45.61
*****	RFU Clearcoat		1 lt	£ 96.26		0.8	£ 77.00
							<u>£ 301.21</u>
	less Repairer discount			65%			£ 195.79
				Cost to Repairer			<u>£ 105.42</u>

RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
63	559.5
86	98.5
30	151.0

Amount

.8

☒ L ☐ Cumulative ☒ Absolute

Minimum amount: 0.1 L

Information

Make	Volkswagen
Color Code	lp3g
Description	Vermelho Flash
AKZO Code	VW30002
Primer Color	WFG-ADV
Price group	P2

Recipe

[Print Recipe](#)
[PDF](#)
[XML](#)

Product

Lesonal WBMM ☐

Version/Layer

 date 27 Jun 2008
 date 17 Mar 2011

Message

- This color has a variation(s)

Documentation

Document	Location	Search	IssueDate
ColorMap	40805		
ColorMap FD	034.40805	1	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
 AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

LESONAL Volkswagen Vermelho Flash Colour code LP3G

	Mixing Colour	Mixing volume	Trade Price	Grams Required	Trade Value of mix	
	Reference	litres	£		£	
	63	1/2 lt	£ 28.92	559.5	£ 32.36	(two tins required for this mix)
	86	1 lt	£ 52.57	98.5	£ 5.18	
	30	1 lt	£ 52.57	151	£ 7.94	
-----	RFU	Trade Price of mixed colour		0.8 litre	£ 45.48	
Qty to mix						
-----	RFU Primer	1 lt	£ 21.02	0.6	£ 12.61	
-----	RFU Clearcoat	1 lt	£ 22.86	0.8	£ 18.36	
					<u>£ 76.45</u>	
	less Repairer discount	Nil			£ -	
		Cost to Repairer			<u>£ 76.45</u>	

----- RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
534	412.5
666	3.5
971	32.4
577	103.4
333PB	122.9
400	133.5
888DF	0.9

Amount

.8

☒ L ☐ Cumulative ☒ Absolute

Minimum amount: 0.3 L

Information

Make Ford
 Color Code kp
 Description Ink Blue M.2c
 AKZO Code FRD13:KP
 Primer Color CBP049
 Price group P3

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Autowave MM

Version/Layer

date 13 May 2006

Documentation

Document	Location	Switch	IssueDate
ColorMap	620G5		
Colormap FD	308.620G5	4	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER

AT 0.8 LITRE PAINT, 0.6 LITRE PRIMER, 0.8 LITRE CLEARCOAT

SIKKENS Ford Ink Blue

Colour Code KP

Mixing Colour	Mixing colour	Trade	Grams	Trade
Reference	tin size	Price	Required	Value
534	1 lt	£ 160.55	412.5	£ 66.23
666	1 lt	£ 128.39	3.5	£ 0.45
971	1lt	£ 160.55	32.4	£ 5.20
577	1lt	£ 160.55	103.4	£ 16.60
333PB	1lt	£ 224.72	122.9	£ 27.62
400	1 lt	£ 218.31	133.5	£ 29.14
888DF	1lt	£ 224.72	0.9	£ 0.20
RFU	Trade Price of mixed colour		0.8 litre	£ 145.44

			Qty to mix		
Subtotal	RFU Primer	1 l 1 lt	£ 76.02	0.6	£ 45.61
Subtotal	RFU Clearcoat	1 lt	£ 96.26	0.8	£ 77.00
					<u>£ 268.05</u>
less Repairer discount			85%		£ 174.23
			Cost to Repairer		<u>£ 93.82</u>

RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

AkzoNobel Automotive & Aerospace Coatings

New Search Preferences

Color Formula

Formula

Mixing color	Amount (Absolute)
49	412.4
02	3.3
84	32.4
55	103.4
91P	122.9
23	133.5
190M	0.8

Amount

.8

☒ L ☐ Cumulative ☒ Absolute

Minimum amount: 0.31 L

Information

Make	Ford
Color Code	kp
Description	Ink Blue M.2c
AKZO Code	FRD13:KP
Primer Color	GB-ADV
Price group	P2

Recipe

[Print Recipe](#) [PDF](#) [XML](#)

Product

Version/Layer

Documentation

Document	Location	Search	IssueDate
ColorMap	620G5		
Colormap FD	368.620G5	4	

MATERIALS REQUIRED TO BE MIXED BY REPAIRER
AT 0.8 LITRE PAINT, 0.8 LITRE PRIMER, 0.8 LITRE CLEARCOAT

LESONAL Ford Ink Blue Colour Code KP

Mixing Color	Mixing colour	a Trade	Grams	Trade
Reference	in size	Price	Required	Value of mix
49	1 lt	£ 52.57	412.4	£ 21.68
2	1 lt	£ 42.64	3.3	£ 0.14
84	1 lt	£ 52.57	32.4	£ 1.70
55	1 lt	£ 52.57	103.4	£ 5.44
91P	1 lt	£ 70.98	122.9	£ 8.72
23	3.75 lt	£ 159.87	133.5	£ 5.69
190M	1 lt	£ 66.24	0.8	£ 0.05
***** RFU	Trade Price of mixed colour		6.8 litre	£ 43.42

			Qty to mix	
***** RFU Primer	1 lt	£ 21.02	0.6	£ 12.61
***** RFU Clearcoat	1 lt	£ 22.96	0.8	£ 18.36
				£ 74.39
	less Repairer discount	N/A		£ -
		Cost to Repairer		£ 74.39

***** RFU Ready for use - The decanting of varying quantities of product in grams from litre or larger tins to create a specific colour, primer or clearcoat suitable for spraying on a vehicle. This is carried out by the repairer as part of a repair as per a service contract.

**LIST OF PAINT PRODUCTS REQUIRED IN ORDER TO MIX
THE FOLLOWING FOUR FORMULAS.**

Vauxhall	Colour Code 12U	2.2lt Mixed
Ford	Colour Code KP	2.2lt Mixed
Volkswagen	Colour Code LP3G	2.2lt Mixed
Fiat	Colour Code 647	2.2lt Mixed
8.8lt of Material Required.		

SIKKENS

	<u>Tin Size</u>	<u>Tinter Part Nos.</u>	<u>Used in at least 2</u>	<u>Trade Price</u>
Tinters	1lt	666	XX	£ 128.39
	1lt	952		£ 160.55
	1lt	400	X	£ 218.31
	1lt	777	X	£ 160.55
	1lt	888DC		£ 224.72
	1lt	342		£ 160.55
	1lt	971		£ 160.55
	1lt	575		£ 160.55
	1lt	333PB	X	£ 224.72
	1lt	888C		£ 160.55
	1/2lt	361	} 2 req.	£ 109.31
	1/2lt	361		£ 109.31
	1lt	954		£ 224.72
	1lt	356		£ 224.72
	1lt	534		£ 160.55
	1lt	577		£ 160.55
	1lt	888DF		£ 224.72
				£ 2,973.32
Primer	3lt	HB Primer		£ 219.84
	1lt	Hardener		£ 125.66
	1lt	Fast Reducer		£ 40.08
Clearcoat	5lt	Autocoat LV		£ 399.13
	2.5lt	Autocoat Hardener		£ 387.55
	5lt	Reducer		£ 55.94
	33.5lt			£ 4,201.52
		Less Discount 65%		£ 2,730.99
				£ 1,470.53

8.8lt used - 24.7lt left

This example shows that in order to effect the above four repairs the repairer has bought £1,470.53 in product.

Income is £800.00 (£200.00 per repair).

Total product purchased is 33.5lt.

Product used is 8.8lt.

Unused product is 24.7lt.

Repairer has a financial requirement to use the remaining product.

As such, the remaining products will be used on repairs that don't have a paint mandate.