

The HERALD

Era Polymers News Bulletin

Issue 4

WELCOME

Dear Customers,

I come from a different generation, a generation that was taught grammar.

I also had the disadvantage of starting school without being able to speak English. You see, we came over to Australia when I was 4. My parents didn't speak English, at all, not a word, when we landed here September 1954.

So I got to go to school without the bad English that migrants often impose on their children, and had to learn English the way Her Majesty speaks it!

(How now brown cow. The rain In Spain stays mainly on the plain... that sort of stuff)

Probably because I had a late start with English it always seemed to me that Mr. Hurley would pick on me, to bring me up to speed. Test me, to make sure that Her Majesty's English was soaking into my soul.

So he would fire rapid questions like ;
"Quick, quick Papamanuel what's a verb ?"
Equally quickly, I would answer back;
" A VERB sir, is a DOING WORD "

Ah, Mr. Hurley where are you now, I still remember, I still remember !

So what's this got to do with business ?
Businesses too, can also be broken down into NOUNS and VERBS.

e.g. some businesses are NOUN companies.

They spend their lives defining names/ markets. Trying to tie themselves up with adjectives. Defining and redefining, and never actually getting around to doing anything. Endless discussions about the future, whilst the future is passing them by.

Other businesses are VERB companies
ERA IS A VERB COMPANY
We are always doing something, something good.

Peter Holland, our National Sales Manager, was saying something similar to me yesterday.
" George isn't it funny that some PEOPLE get out there and do it, whilst other people feel more comfortable defining what they will do one day.

Yes. Mr. Hurley, Era Polymers is a VERB company

(P.S.- remind me one day to tell you a story about Elwyn Lynn, another English teacher I once had.)

George Papamanuel,
Director

Era Polymers at

Ausplas 2005



Era Polymers recently exhibited at Ausplas 2005, Australia's International Exhibition for the Plastics Processing Industry. It was a successful and busy exhibition for Era where we were promoting our full product range including our agencies. Era's Polyurethane Elastomers and Foams were on show with a number of cast samples on display for show visitors to see the various applications of Era's extensive range.

The Fomo range of 1 & 2 component conveniently packaged foams was also a feature of the show. We were pleased to have Marty Bray and Sara Anderson from Fomo USA join us for the exhibition to assist in promoting the pressurised disposable Handi-Foam® as well as the Handi-Stick® Adhesives and Handi-Seal® Window and Door Sealant range.

Era also distributes a wide range of spraying, casting and foam machines through Gusmer, Polytec-EMC and Cannon, 2 of which were on display at the show. The Cannon B- System low pressure

machine was on display and Mr Chow Wai Mun from Cannon Far East in Singapore joined us at the exhibition to assist with any technical enquiries. The Gusmer H20/35 was also on display for those who were interested in PU spraying machines.

In addition Hyperlast's Traffideck® system was a feature of the show. Traffideck® consists of a multi layer build up system, combinations of which make up flexible coatings. This system provides corrosion protection, waterproofing, anti-slip, decorative and durable surfaces for a variety of applications and substrates.

Overall the exhibition was a great success. If you were unable to visit us at Ausplas and would like any information about Era's range or our agencies products please email erapol@erapol.com.au or visit our website www.erapol.com.au



In This Issue

Page 2 - Handi Products, Polyurethane Applications, Erathane AF Series

Page 3 - What's Cooking, How Slippery is Your Elastomer?, Machine Hall, Stock on Sale

Page 4 - Meet The Era Team, Era New GM, Era Foster Students

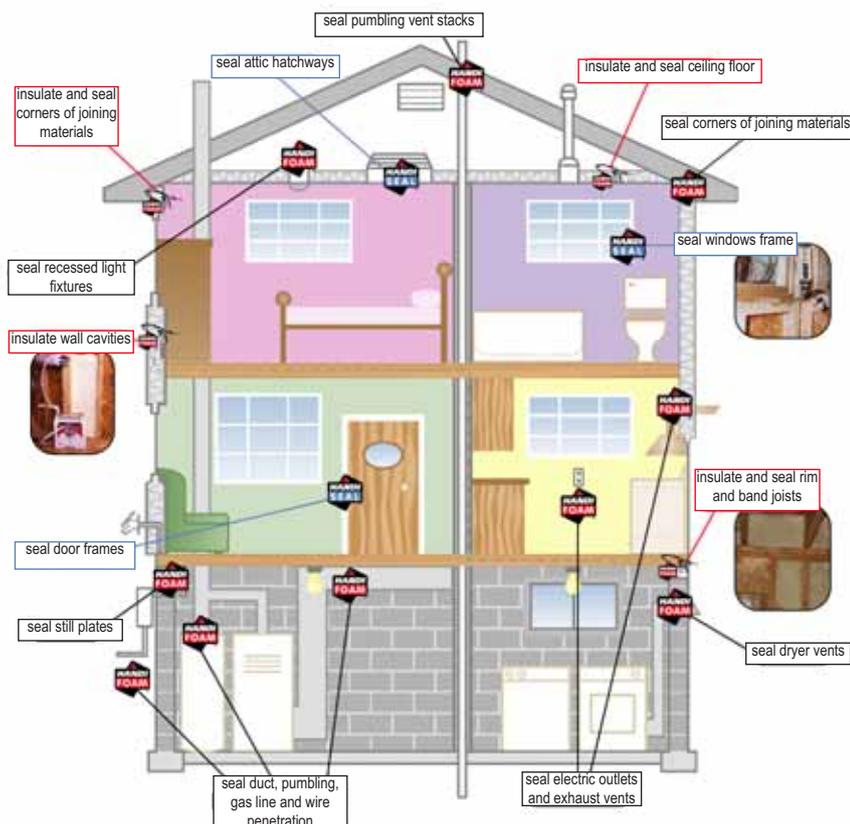
more on us @ www.erapol.com.au

Handi®-products: Look where they can be used around your home



As previously mentioned, Era Polymers is the exclusive distributor for Fomo's product range in Australia.

Fomo's range of **Handi-Foam®** one and two component foam and **Handi-Seal®** have various applications around the household. The advantages of using such systems around the house include: reducing energy costs and improving the energy rating of your home, easy and cost effective in it's application and provides home owners with an effective air barrier that prevents condensation and improves air quality whilst reducing heating and cooling costs.



Polyurethane Applications

Era Polymers Polyurethane Foams are used in various applications across a number of industries.



Era material is used in the production of robust comfortable seating for the mining industry. These seats were originally developed for wheelchairs in order to alleviate back pain and further developed into the finished product as pictured. The seat is made from a thermo rubber compound and prior to assembly the seat cushions are coated with **Eraspray ES81A HB** to ensure a hardwearing durable seat for the miners.

Erathane HR80 is used to produce these luxury sport car seats as pictured. This high performance, high resilience foam allows the manufacturer to achieve the desired results and the streamline design of these seats, whilst maintaining durability ensuring long life car seats.



Eraspray SPM90A has been used for the waterproofing of water ponds used for worm farming. The manufacturer has found this non-solvent sprayable elastomer easy to apply and once in situ it provides good abrasion resistance.



Erathane AF Series

Solco Limited provides hot water solutions to Australia and the world. One of their unique products is the Solartech Genius which is made from UV stabilized polyethylene. In order for their customers to gain the best insulation advantage from their water heater, they chose the AF Series of Era Polymers insulating foam to fill the inside cavities of the Solartech.

The grade of foam was developed in conjunction with Solco to achieve the best results, and is a great example of how Era enjoys working together with their customers to develop a "tailor made" solution.

If you have a new or existing application for polyurethanes, we would love to help you to find the best solution!

WHAT'S COOKING

Era Polymers has developed a new range of polyester-based prepolymers for use with MOCA or Ethacure 300 curative. RN83A and RN90A are very similar to RN3038 and RN3039 in terms of physical properties, but feature a longer gel time than the original grades.

We have also developed RN70A, producing a softer elastomer based on the same chemistry. The RN series prepolymers are known for producing elastomers with outstanding tensile properties, abrasion resistance and excellent oil and solvent resistance.

The longer gel time of the new RN grades will make for easier processing, particularly for hand mixing, and RN70A will produce softer elastomers without the use of plasticizers or Isonol 93. For more information, please contact Era Polymers sales staff.



Gusmer H20/35



Polytec-EMC DG200

MACHINE HALL

Era Polymers represents 3 of the machinery industries world renowned companies. **Polytec-EMC** is one such company that specialises in casting applications using low pressure equipment. Polytec-EMC engineer and build multi-component casting machines for the efficient processing of polyurethane elastomers. The machines that Era distributes include the 2 component **DG10, DG105, DG107**. The 2 and 3 component equipment type is the **DG103** and the multi component equipment type is the **DG200**.



Cannon A-Compact

Another company we represent is **Graco/Gusmer**, the leaders in spray equipment technology in high pressure spray systems. Their products are suitable for spray elastomers and foams as well as pour foams. The most common machines Era distributes are the **H20/35 series, FF-2500 series, FF/HF-1600** as well as various spray guns.

Cannon Afros is another renowned machinery company that Era represents. Cannon are superior in their foaming technology specifically their pour foam polyurethane dispensing equipment. Era distributes high pressure pump driven machines, low pressure machines and low output machines. If you are interested in polyurethane dispensing machines and require further information please visit our website www.erapol.com.au or contact us directly.



Silicone Rubber on Sale



Dow Corning pail kits have been reduced to clear, get in early to take advantage of these special deals.

4 x **Silastic 3133 21kg kits** (13 Shore A condensation cured) - \$20.00/kg + GST

3 x **Silastic 3487 21kg kits** (8 Shore A condensation cured) - \$25.00/kg + GST

3 x **Silastic J 22.4kg kits** (56 Shore A addition cured) - \$33.00/kg + GST

3 x **Silastic V 22kg kits** (38 Shore A addition cured) - \$28.00/kg + GST + 4 kits just expired reduced to \$24.00/kg + GST

10 x **Silastic T-4 22kg kits** (40 Shore A translucent addition cured) - \$26.00/kg + GST, that's a saving of over \$200 per kit!

Expired Stock:

2x **Silastic 3483 21kg kits** (13 Shore A condensation cured) - expired June 05 - \$10.00/kg + GST

2 x **Silastic E 22kg kits** (37 Shore A addition cured) - expired July 05 - \$10.00/kg + GST

8 x **Silastic T-4 5.5kg kits** - expired July/August 05 - \$15.00/kg + GST

Silastic 3110 498g kits expired June 05 reduced to \$10.00/kit + GST

Silastic 81-T Curing Agent, brings 3481 up to a hardness of 25 Shore A. Used for thin layers. 10kg expiring in October reduced to clear - \$5.00/kg + GST

Contact us for more details

COEFFICIENT OF FRICTION TESTER

HOW SLIPPERY IS YOUR ELASTOMER?

This machine is utilised for fast, accurate and reliable evaluation of the static and kinetic coefficient of polyurethane elastomers when sliding over itself or over other substances at specified test conditions. The test can be applied on a number of materials such as flexible packaging, paper, rubber, plastics, metal, coatings, composites, glass, and much more.

The advantages of this equipment is that it allows Era to formulate elastomers with the exact slip resistance required for an application. For example, a sliding abrasion application will benefit from more slip whereas a skateboard wheel can not be too slippery for the riders safety.

Different slip levels are required for different applications, so please speak to your Era representative to determine what will be best for your application.



MEET THE ERA/SAMOS TEAM

CHRIS GEORGIPOULOS - SENIOR ELASTOMER CHEMIST

Most of you see Chris' name on the best photographs in our calendar. Chris is much more than that. He is our Deep Chemist. He's the one that thinks in molecules, not in buckets and sticks.

Sometimes we hear that our competitors say that we should only employ people "off the floor". People who know that you should only mix PU clockwise, not counterclockwise. We have such people, Tony and me, Terry, and all the guys that knock on your door.

BUT how do you come up with NEW molecules, if the sum total of your knowledge tells you to mix ONLY clockwise—you ask Chris. He comes up with the most elegant formulations imaginable, and then your competitors reverse engineer them.



VANESSA SWIFT - SENIOR FOAM CHEMIST

Part of being an owner of a business is that you never turn off. The business occupies the pores of your mind. It consumes your day.

So sometimes the best time of day to catch up, is the butt end of the day, when most people have gone home – except for Vanessa. The last person out the door, has to first make sure that we haven't locked Vanessa in. She's that kind of person. Totally dedicated. Totally focused, and believes in the Mr. McNeilus's philosophy of life, start early finish late, and don't stop.

And she comes up with formulation after formulation, and does it well.

She only has one failing, she hates getting into my philosophical discussions about the " Meaning of Life ", but what the heck. I can't have everything.



SHANNON WILLIAMS - FACTORY MANAGER

I first interviewed Shannon about 10 years ago. As you can probably imagine, like most 18 year olds, he was shy, not very talkative and , in trying to please me the interviewer, let me do all the talking !

But back then, there was something special about Shannon.

When you looked in his eye, you just knew that he was going to shine. He started off being a kettle operator. He was too good for that. So at the ripe old age of 25, Shannon became our Factory Manager.

Not bad when you consider that he has about 35 people working for him and he is managing Australia's largest polyurethane manufacturing facility – spread over two factory complexes.

(NO I'm not exaggerating NOR boasting, our competitors tell me this, and they should know).

He is doing it brilliantly, with aplomb and grace.

And he still lets me do ALL the talking.



BRENDAN KELLY - WAREHOUSE MANAGER

Back in the days when we only had the Botany facility for warehousing, we lost our Warehouse Manager – Ron. Then we had a year or two, of total disasters. We changed Warehouse Managers like some people change shirts. Then one day Brendan walked into our lives. The warehouse was a mess. Terry and Tony spent more time in the warehouse getting orders out, than doing chemistry.

"Give me a couple of weeks, and I'll sort it out for you", said Brendan.

We haven't looked back. The warehouse hums. Brendan gets the stuff out faster than he should, to the point that customers tell us,

"How come I can get my stuff from you in a day, and it takes every body else a week?"

Dunno. Ask Brendan.

AND, he does this with a Bic Biro planted firmly in his mouth. Sigmund Freud would have a field day.



ERA NEW GENERAL MANAGER - BRIAN HUDSON



Brian and I go back a long way. More than 25 years!

We met when Brian worked for Polyscreen in Melbourne. It's been a long friendship indeed.

As you have probably gathered, this is a new position for our company. A

necessary position that will allow me to fill my friend Larry's dictum:

"George, you need to work ON the business, not IN the business"

Brian has business skills that I don't. So I have also asked him to pass on these skills to Alex and Nicole.

And we both agree, if he does a good job at this, with a bit of luck, he may make us both redundant. And when he does that, we'll have to figure how to do the same to the "Boss of the Boss".

Brian is married to Carol. And has three children, Nicola, Zoe and Mark.

ERA FOSTER'S NEW AND UPCOMING HOPEFULS!



The unique opportunities at Era mean we are constantly challenged to keep up with demands of clients' requests. To pursue excellence is to meet this with academic versus the practical nature of the job. Era has always been a good training ground for the young and hopeful, particularly students from the University of New South Wales.

Era provides a place for students to experience industrial training and expose them to the business environment. Welcome to Sahn and Jacques as the latest recruits in a long tradition of students from UNSW experiencing life at Era.

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Strategic Alliance



MDI Cast Elastomers,
Offshore Technology &
Trafficable Coatings



Polyurethane Foams
based on
New Blowing Agents



Spray/Polyurethane/
Polyurea Elastomers & Primers



1 & 2 Component Disposable
Polyurethane Foam Systems



CAPA Polycaprolactones
for Superior Elastomers &
Adhesives



High Pressure Spray
Equipment for Foams &
Elastomers



Grinding Wheels for
Rollers



Mould Making Silicone
Rubber



1 Component Blocked
Elastomers



Tooling/Prototyping
Urethanes



High & Low Pressure
Equipment for Foams



Casting Equipment