

“ Well, there’s no denying that the year is well and truly underway and that the weather in some places has been super hot. Fingers crossed there is still more warm weather to come so don’t forget to keep a pot of suntan lotion and a bottle of **Resene Hot Weather Additive** handy and where you can you might like to recommend a **Resene Cool Colour** to your clients – it will keep them, their paintwork and their house cooler. ”



## Latest guff

Resene has released a series of **Professional Painter booklets** that give you a quick guide of what to use where and important info to ask, the latest being the new **Exterior timbers** booklet. These are available free of charge so just check with your local Resene representative or Resene ColorShop for a copy or download a copy from the Resene website ([www.resene.co.nz/professional\\_development.htm](http://www.resene.co.nz/professional_development.htm)).

Plus we give you info on a whole range of typical painting problems on the Resene website. The handy thing about that is that if you’re on a job and having trouble explaining a paint phenomenon to the client, you can print out the relevant page from the Resene website and use that to explain the issue. To check out this handy info visit [www.resene.co.nz/homeown/probsolv/probsolv.htm](http://www.resene.co.nz/homeown/probsolv/probsolv.htm). Plus here’s a sample of what you’ll find online...

## Paint blisters back to substrate

We all know that we deteriorate and weaken with age and the same goes for paint systems. The first coat of paint that is applied to a substrate will inevitably become the oldest as new repaints are applied on top of it. Eventually that first old coat will just become too tired and simply let go and, when it goes, everything above it goes as well.

Picking just exactly when built-up paint systems require an expensive total removal is a black art because failure of the underlying system can be catastrophic with few early clues. An old original primer might be coping under the burden of several repaints but the additional stress of applying yet another repaint could be the straw that breaks the camel’s back.

The old primer lets go of the substrate in a series of blisters that go right back to the original surface. The fault is not the latest topcoat, but that the old primer can no longer perform.

The presence of these blisters is a sure sign that total removal is necessary as patching up is only a palliative. There may, however, only be a constrained area that needs this treatment - areas that have had the most exposure to the weather.

The need for total removal can sometimes be predicted by checking the adhesion of the system with special adhesive tapes. In other cases the problem may only become known after the topcoat has been applied and left to weather.

## World of wallpaper

Flicking your way through a myriad of wallpaper books trying to see which wallpaper your client has ordered when you prepare the quote, is a great way to waste an afternoon and test your patience. Keen to save you time and stress, Resene has developed the **Resene online wallpaper library**.

Over 2500 wallpapers (and counting...!) have been scanned and referenced and are now available for searching and viewing on the Resene website. The library works much the same as the Resene online paint swatch library, but instead of paint colours you can view scanned swatches of wallpaper. Download the swatches then email, use in documents etc to your heart’s content.

And with more wallpapers being added, this library of wallpaper swatches will keep growing too.

Of course, like the online colour swatch library and **Resene EzyPaint**, we recommend clients always check a physical sample first - computer screens can vary in their colour displays, and of course there is nothing like seeing the real thing in the area being decorated to know that it is the right choice.

The new library is available to view online at [www.resene.co.nz/swatches/wallpaper](http://www.resene.co.nz/swatches/wallpaper).

And if you want a real shortcut to selecting wallpapers, you might want to check out the top 20 wallpaper list to the left... supplied courtesy of Pacific Wallcoverings.

### The top 20 wallpapers sold in NZ for the six months to December 2007 (listed in alphabetical order) were:

- Anaglypta - High Trad RD80027
- Architexture - Terrazzo 21711
- Brocante - Flourish B942323
- Brocante - Jetsetter B942330
- Flock - Silver Cord 5517-19
- Glamour - Drama Queen G943061
- Glamour - French Lace G943081
- GoPro paint-on - Stripe 5169-16
- Indochine - Pewter 21644
- Indochine - Silver Fox 21641
- Komar Photo Murals - Metropolitan 4-258
- Kosy - Background KO85005
- Modern Living - Parallel Universe 21878
- Modern Living - Quicksilver 21858
- Pacifika - Basketweave 21458
- Pacifika - Sharkskin 21494
- Resene - Linen 47097
- Resene - Linen 47098
- Visions in White - Tweed 21511
- Zen Garden - Serenity 21829



## Wallpaper strip party

And if you're not keen on wallpapering, bear a thought for this customer that came into the Botany Downs Resene ColorShop...

"Had a customer in store asking us to match some wallpaper for him. When he told us he only needed one or two rolls of it I explained that we would only be able to find something similar as the wallpaper he wanted was an old deleted paper. He looked a little worried so I asked him to explain what he needed done. Our customer then explained to us that he had a party at the weekend just been and got quite drunk. When he woke up the next morning he found that one drop of wallpaper, only one, on each of the rooms of the house had been completely stripped off. Then to make matters worse his landlord had just come back from overseas and would like to inspect the house in a week's time!! Oh oh!"

## White hot

The new **Whites & Neutrals** charts are starting to get out and about. They still have the most popular Resene colours plus they now have four strength variations of **Resene Sisal**, **Resene Napa** and **Resene Tea** (plus **Resene Spanish White** and **Resene Pearl Lusta** carried over from the previous chart) so that you and your customers can quickly create an interior colour scheme simply by picking variations of the same colour. These charts move like hotcakes, so are well worth keeping in your colour reference kit for customers wanting some colour inspiration.



## Not so helpful hand

New Plymouth Resene ColorShop staff advised us of this wee gem...

"We once had a customer who came in to get some paint to paint her bedroom. She bought **Resene Lusta-Glo** for the doors and skirting and **Resene Resitex** for her walls. She was going away for the weekend and while she was away her son thought he'd be helpful and paint the bedroom for her as a nice surprise. When his mother got home it sure was a surprise as he had painted the doors and skirting in **Resene Resitex** and the walls in **Resene Lusta-Glo**. A very distressed mother came in on Monday morning!"

## Certified

If you want to get your skills officially recognised in NZ then you might want to consider the **National Certificate in Painting** – you can study at home at your own pace and have your existing skills assessed in your workplace.

Call 0800 935832 or visit [www.weltec.ac.nz](http://www.weltec.ac.nz).



More news next month!  
TwoCan, Editor.



## The perils of stripping wallpaper.

