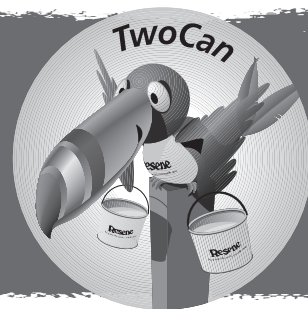


“ Those holidays sure flew by. The weather is hot, hot and hot, so it’s time to make sure you have slapped on the suntan lotion and also have Resene Hot Weather Additive handy so you can add it when you need it to get a longer wet edge. It’s also a good time of year to get into new habits that will help your business to run smoother and easier. Usually it’s best to adopt one new habit first and stick with it for a while until it becomes routine. It may be best to start with one of the easier ones first. If you try and change too much too quick, you’ll end up throwing the ideas out the window most likely to land on all those New Year’s resolutions that have been abandoned. ”



Top of the colour pops

If you think you know the most popular Resene colour you might be surprised to find out it’s not Resene Alabaster. While Resene Alabaster is a very close second, Resene Black White has snuck in front to be crowned Resene’s top colour.

Chances are you have painted on many of these colours yourself.

- | | |
|---------------------------|-------------------------------|
| 1 Resene Black White | 7 Resene Quarter Tea |
| 2 Resene Alabaster | 8 Resene Half Tea |
| 3 Resene Sea Fog | 9 Resene Rice Cake |
| 4 Resene Double Alabaster | 10 Resene Quarter Black White |
| 5 Resene Half Black White | 11 Resene Half Alabaster |
| 6 Resene White Pointer | |

- | | |
|------------------------------------|---------------------------------|
| 12 Resene Half Sea Fog | 17 Resene Half Spanish White |
| 13 Resene Half White Pointer | 18 Resene Black |
| 14 Resene Pitch Black (wood stain) | 19 Resene Half Rice Cake |
| 15 Resene Merino | 20 Resene Eighth Thorndon Cream |
| 16 Resene Quarter Spanish White | |

These colours are in the Resene whites and neutrals A4 colour chart, and Resene Pitch Black is from the Resene Exterior wood stains colour chart. If your clients are asking you for neutral colour options the Resene whites and neutrals A4 colour chart is the best place to start so they have a good range of the most popular options without being overwhelmed with too many choices. If they decide they like a colour but would like to see other variants, they can use the individual whites and neutrals palettes or The Range Whites & Neutrals fandeck for more options.

The right white

While we all see the colour trends go from red, orange, to pink, blue to green and back to teal, what is less obvious is how much the whites and neutrals move too. We know colour choices are always evolving and changing, which is why we regularly update our The Range whites and neutrals fandeck.



The latest fandeck includes a few new colours and introduces favourites from other colour ranges to give you the best of the best in one handy fandeck. With the popularity of grey, the range of options has been expanded also.

The new fandeck is available at Resene ColorShops.

The individual whites and neutrals palettes will also be updated this year to bring the new colours and favourites into those handy takeaway palettes.

Remember we also have the Habitat plus – whites and neutrals booklet, which covers off tips and tricks to think about when choosing whites and neutrals. It’s ideal for use with clients who are keen on whites and neutrals but are finding it tricky to settle on an option that suits. These handy booklets are available free from Resene ColorShops or resellers, or you can view online, www.resene.com/habitatplus.

Handy productivity tip

With the weather warming up, paint will start to dry faster. We always recommend working in the shade – better for you and easier to keep your wet edge.

But if you have to work in the sun, Brett’s advice might help make the job quicker... “If you’re working in the sun, ‘spritz’ the whole tray and roller with water. Grab a glass cleaner spritzer for example, fill it with water and every time you take a break or any time you feel like it is getting dry spray the lot again. This will avoid skins. Works well when you have a large outdoor project to paint.”



Top decorating story winner

If in doubt, ask. If still in doubt, ask again. As Winsome Lam tells us, it pays to ensure you know exactly what the job is before you start...

"Question: Paint everything?
Answer: Yup... everything!"

A potential client decided to be kind and generous to a neighbour's teenage son and help him earn some pocket money and save some money herself at the same time. (I didn't think I was overly expensive?!)

Anyway, the young man came over and I had left the cans of Resene Black White paint in the bedroom on behalf of the client. The client had removed most furniture but left a lovely old mahogany dresser unit in the middle. The client showed the



young man the room and expecting him to paint the ceiling, walls, window frames and doors, said pointing around "paint everything". He asked "everything?" She said "Yup, everything".

Off she went to tennis, hair and other appointments. Off he went whistling and painting.

At the end of the day, she returns and checks in. He's still whistling and just adding the final touch to the last brass window lever, now Resene Black White. She looks. He smiles.

He had painted everything in the room... everything. The ceiling, walls, doors, door frames, windows and frames, all knobs, hinges, levers and latches, electrical switches and plates, light fittings, lamp shades, brass curtain tracks AND the whole mahogany dresser, including inside the drawers and cupboard!

I received an SOS call that night!"

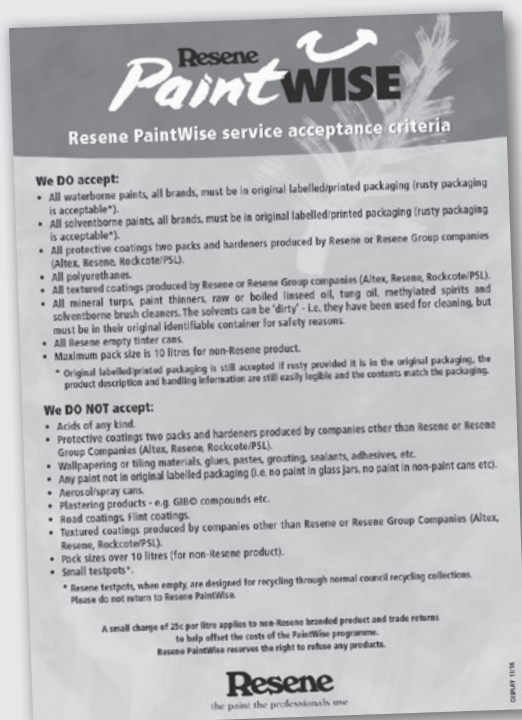
Bang!

Heat, paint fumes and random rubbish are a dangerous combination as we unfortunately found out late last year. A customer had returned a paint can to the PaintWise area of one of our stores, which included in it rubbish, a used mask and various other odds and bods, with a small amount of solventborne paint, and placed it in a hot area. The can contents superheated resulting in an explosion, nasty vapours, a

fire brigade call out and an ambulance call out. Thankfully customers and staff were ok.

However it is a reminder to us all that we do need to take care how we handle rubbish, and paint cans, full, part full or empty.

When you bring paint to Resene PaintWise, make sure that for every pack the paint in the pack matches what it says on the pack. Also, please ensure all paint packs are **handed to a Resene staff member** as they need to check they are all ok before you leave the store. We realise this may take a little longer, but we all need to work together to keep us all safe. You can see the PaintWise acceptance list on our website, www.resene.com/paintwise or at your local Resene ColorShop.



Top tip winner

We've all ended up with drips of paint in places we didn't quite intend. Steven Martin has this handy tip to help contain the drips...

"I always put the paint for brushing in a small bucket. And that bucket is put in a 10 litre plastic bucket. When I walk around with the paint it is doubly protected from spilling on the ground. I have tripped many times and the buckets in my hand have never spilled any paint. I keep it covered with a 10 litre paint bucket lid."



Catch you next month!

TwoCan, Editor.

