

Resene TradeLines

February 2002



“ Boy, this coming back to work caper is a bit hard on the body. After days of eating, sleeping, watching TV and generally doing very little as slowly as possible, my boss now expects me to actually get work done - he must be kidding! I worked myself into the mellow 5 day cricket test mood... it took me days (5 to be precise) to get into a relaxed guiltless state and now just an hour into work I'm in danger of stress... someone save me! Anyway the boss will be round soon so if I ramble on I'll get caught...so Happy New Year to you all and roll on 2002 - hope it's a blast like 2001 was! ”

Brushstrokes

Decked Out

Summer is traditionally a time that humans get into the great outdoors making the most of their backyard, lounging around on their deck with a good old kiwi BBQ burning (sorry cooking!) the sausages.

In our Resene ColorShops, we constantly remind our retail salespeople to check with customers for add-on sales. You know things like sandpaper, thinners etc.

I was thinking about add-on sales for painter's clients and I figured that new Resene Kwila Decking Stain would fit the bill perfectly.

I don't know if people usually include decks in their renovation plans, but I've seen a couple of properties where timber decks have been stained and the results look great. Well, luck of lucks, Resene has just brought out a new product, Resene Kwila Decking Stain, to make deck staining a breeze.

Whether staining new or rejuvenating old, new Resene Kwila Decking Stain is ideal for exterior timber decks and furniture. Kwila Decking Stain is recommended on Kwila, Cedar, exterior timber, and for restoration of badly weathered timber surfaces... although you probably wouldn't use it on light timbers.

New timber should be treated with Kwila Decking Stain before assembly, paying special attention to end grains

and the underside of decks, as they will be difficult to coat after the deck has been assembled (unless you fancy becoming a mole for a few days or you have extremely long legs).

You can apply Resene Kwila Decking Stain by brush, roller or spray. As with other wood stains, the finish will typically require maintenance after two summers... so you can schedule yourself in to repaint the customer's deck in two years' time - now that's what I call repeat business!

Performance is related to the depth of colour applied, therefore light applications and dressed surfaces may require maintenance sooner, while heavier applications and rough sawn surfaces will require less maintenance, so factor this into your proposed maintenance schedule when talking to your client.

Timber being timber, you can't exactly expect every piece to be identical, so as with any coloured paint or stain, always trial Kwila Decking Stain on a representative piece of timber first to ensure it gives the desired result on the actual timber being coating.

Check out data sheet D501 for more information on Resene Kwila Decking Stain. A copy of D501 will be sent to manual holders over the next month, otherwise you can check it out online at www.resene.co.nz.



Deep Undercover

To get everyone safely covered up this year, we've chopped the price of Resene overalls for painters so that you can get good quality overalls at an even better price. These prices are effective immediately, so there's no time to waste if you need new overalls.

The new prices are:

- Combination Overalls Size 4-8 \$51.50 Size 9-10 \$54.30
- Bib Overalls Size 4-8 \$48.50 Size 9-10 \$51.60



Resene - the paint the professionals use

Joke Corner

Warning! Blonde Painter Joke follows...

If you're a blonde in the painting profession, you may just want to skip this bit... the joke is relevant to our new decking stain but you may not appreciate the blonde joke overtones. We promise we'll have a month off blonde jokes next month.

For those of you still reading, here goes...

A blonde, wanting to earn some money decided to hire herself out as a handyman-type and started canvassing a wealthy neighbourhood. She went to the front door of the first house and asked the owner if he had any jobs for her to do. "Well, you can paint my porch. How much will you charge?"

The blonde said "How about 50 dollars?" The man agreed and told her that the paint and ladders that she might need were in the garage.

The man's wife inside the house, heard the conversation and said to her husband, "Does she realise that the porch goes all the way around the house?" The man replied, "She should. She was standing on the porch."

A short time later, the blonde came to the door to collect her money. "You've finished already?" he asked. "Yes," the blonde answered, "and I had paint left over, so I gave it two coats."

Impressed the man reached in his pocket for the \$50. "And by the way," the blonde added, "that's not a Porch, it's a Ferrari."



Tackle your Opposition Head On

The Resene Super 12 competition is back. The competition kicks off at the end of February so make sure you get into your Resene ColorShop and grab yourself a Week 1 entry form. It's easy to play the game - simply guess the winning teams each week and take a guess at the points differentials. There are points for correctly selecting the win, the points differential and the draw.

It's free to play the game... so get down to Resene or nudge your representative for an entry form to get you started.

Deeper Meanings

Just to keep you smiling for the rest of the day, here's an insight into what women hear when men speak...

He says: "I don't care what colour you paint the kitchen."

He really means: "As long as it's not blue, green, pink, red, yellow, lavender, gray, black, turquoise or any other colour besides white."

He says: "You cook like my mother used to."

He really means: "She used to use the smoke detector as a meal timer too."

He says: "We're going to be late."

He really means: "Now I have a legitimate reason to drive like a maniac."

He says: "I don't need to read the instructions."

He really means: "I am perfectly capable of screwing it up without printed help!"

(Sound familiar?)

Telling Tales

Wild Riders

The 'Get a Wild Ride' with Possum Bourne competition was extremely popular. It's funny how many people want to be scared out of their wits zooming around an extremely narrow track at excessively high speeds - sounds like a bad case of over-enthusiasm to me.

Anyway, the two "lucky" Wild Ride winners were:

- Mark Greive, Hilo, Invercargill
- Keith Fulton, PMS, Palmerston North

And their prize? Free travel to probably the most hair-raising trip of their lives! Thank goodness I didn't have to go with them!

Thanks to everyone who entered the Wild Ride draw. We've got more promos coming up this year so make sure you get yourself into the draw when you see the promos advertised in Tradelines and at your local Resene ColorShop. After all, you gotta be in to win!

Giving Something Back

The Joanna Nightingale memorial golf tournament held in Wellington at the end of last year was a resounding success. Not only did everyone have tonnes of fun but an outstanding \$6000 was raised and donated to the Mary Potter Hospice. A big thankyou from them and us to all the golfers and sponsors.

And the 2001 golf pros were:

- Joanna Nightingale Memorial Trophy for Best Stapleford - R. Barr
- George Moenoa Memorial Trophy (donated by Kensington & Associates Ltd) for Best Gross - M. Thompson
- Match Day Sponsor Trophy for Best Nett - T. Swift

Fifty Five Alive

Another new Resene ColorShop has been delivered safely into the hands of Auckland. The new Botany Downs ColorShop has sprouted in The Hub, 451 Ti Rakau Drive, Botany Downs, Auckland. Check it out next time you're in the neighbourhood, or call them on 09-272-5100.

More news in March! *Eneser* *Buckett*
Eneser Buckett, Editor.



Painting with Eneser Buckett No.28

Resene - the paint the professionals use