

# Tradellack aktuell



## Always be a step ahead: with the innovative FANTASTIC-COLOR

Although only recently introduced to the market, FANTASTIC-COLOR by Hesse is already a superstar. The modern colour lacquer inspires the process-oriented user in many ways.

This is achieved via a solids content of more than 50%! For example, compared to its predecessor FANTASTIC-COLOR allows up to 60% higher application on vertical surfaces and edges, all whilst maintaining class leading opacity across all colour tones. This is achieved by marrying a uniquely engineered lacquer/hardener system with an advanced thixotropic formulation to provide a lacquer that sets new, innovative standards in all areas of application.

With FANTASTIC-COLOR and Hesse's other complementary PU products, many different surface combinations can be created, from dull matt to high gloss. This means that all aesthetic and haptic characteristics of the colour lacquer are both qualitatively and technologically up-to-date in terms of lacquer innovation. Nearly every desired surface finish is available - Hesse guarantees premium quality and efficient processing.

- Direct coatings onto MDF possible
- Only 2 hours for intermediate drying
- Excellent opacity
- Excellent ability to stay on vertical surfaces
- Good metalmarking resistance
- IMO-certified

### Order information

matt	DB 48882-(colour tone)
silk matt	DB 48885-(colour tone)
satin gloss	DB 48887-(colour tone)
Packaging sizes:	5 l, 25 l
DR 4071 Hardener*:	MV 10 : 1
DR 4070 Hardener :	MV 10 : 1
Packaging sizes:	1 l, 25 l

\* When applying direct coatings to MDF.  
MV = mixing ratio



Happy  
New Year,  
dear readers!

The year 2016 is already going down in the history books, because for Hesse-Lignal, 2016 was an incredibly eventful and successful year. As a trendsetter in the industry, we have successfully organised the Hesse home games, our regional innovation days. They are unique within the industry, just like our innovation days in Hamm.

The market introduction of our new, innovative colour lacquer system FANTASTIC-COLOR was just as successful. We have let your wishes shape this product, and we are very pleased that you are so happy with the product. We feel validated.

However, in addition to new products with optimum processing properties, you and we often have to deal with many different topics. Here, too, we see ourselves as a partner at your side. Our team will be happy to advise you about building permits, the necessary certifications for your projects as well as the always-relevant topic of colour tone differences. Because the best product is useless if it does not demonstrate the less-obvious characteristics. Contact us! We're looking forward to helping you.

The home games are over; what are we planning for you in 2017? Of course - the 2017 Innovation Days 2017, to which we would love to invite you. Write down the date. On 14 and 15 September, we will once again present an attractive programme, this one addressing the topic of surface structure.

Yours, Jens Hesse



## We don't let anything catch fire: optimal fire protection with coloured glass lacquers from Hesse!

Whether in the living room or bedroom, combined with children's furniture or kitchen and bathroom fittings: Coloured glass lacquers are still a trend for interiors.

Hesse PU glass lacquers are particularly light-fast, chemical- and water-resistant, uncomplicated and safe to process. After sufficient curing, the lacquered glass surfaces can be secured to a wide variety of substrates with many commercially available adhesives and adhesive tapes.

In order to ensure the greatest possible level of safety, private and public contracting authorities (e.g. airports or railway stations) demand optimum fire protection according to A2 for coloured glass lacquers.

In a test programme defined by the German Institute for Building Technology (DIBt), commissioned by Hesse Coatings, the PU glass lacquer DB 4210x(gloss level)-(colour tone) tested positively by the NRW material testing institute according to the European DIN EN 13501 (class A2-s1,d0) and the German DIN 4102-1 (building material class A2).

This means that after being approved by the DIBt, coloured glass lacquers according

to A2 can be mixed with Hesse PU Glass lacquer DB 4210x (gloss level)-(colour tone) in a mixing ratio (by volume) of 5 : 1 with DR 4076-0001 on a glass substrate, class A1 according to DIN EN 13501-1 with a minimum thickness > 6 mm, can be deemed a non-combustible component.

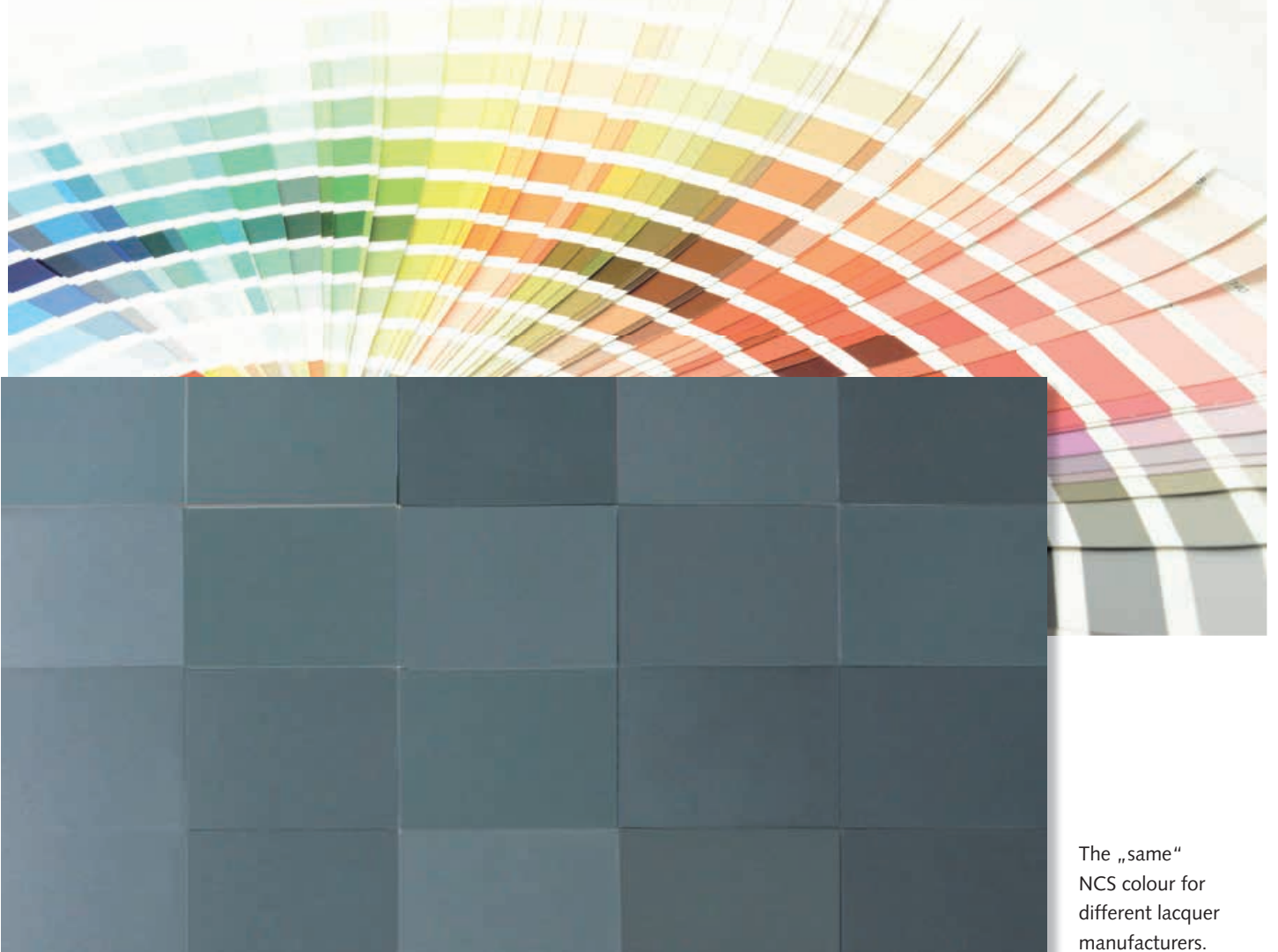
**For more detailed information, our Technical Hotline is always available: Mr W. Hamos**  
Tel.: +49 (0) 23 81-963 846  
E-mail: w.hamos@hesse-lignal.de

### Order information

PU glass coating	
coloured (DB 42105-(colour tone))	
Packaging sizes:	5/25 l
Hardener:	DR 4076-0001
Mixture:	5 : 1
Packaging sizes	
Hardener:	0.2, 1, 2.5 l
Spreading rate	
per litre:	3 - 4 m <sup>2</sup>

## The colourful world of colours and colour cards

Many objects and components in and out of our houses are delivered in colours that correspond to shades from certain colour collections. The radiator and the room doors were installed in RAL 9010; the garden gate is moss green RAL 6005. The facade paint may have been chosen using an NCS swatch deck, while the interior architect chose the wall colours from one of the countless collections offered by various colour manufacturers.



The „same“  
NCS colour for  
different lacquer  
manufacturers.

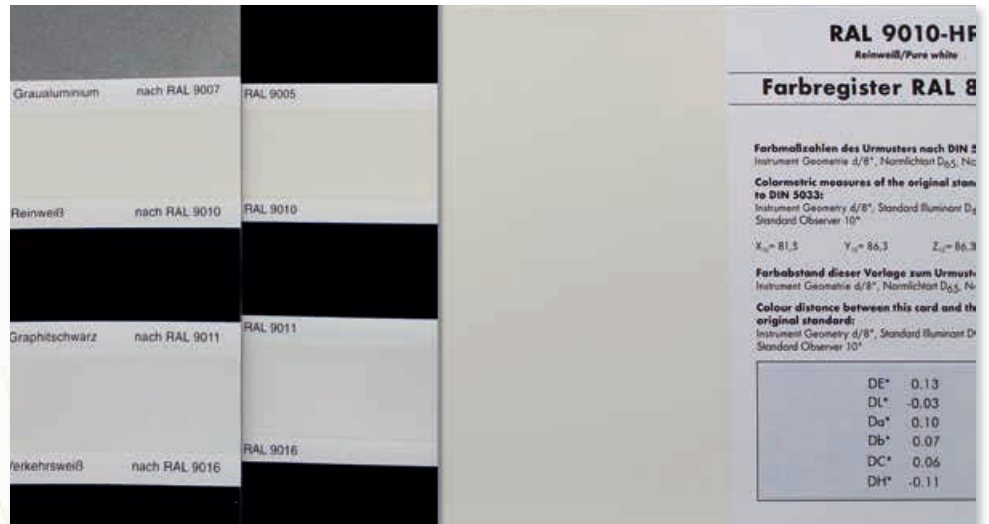
Often, the colours of different components do not match even though they were ordered in the same colour tone. Or a lacquered part is not a 100% match with the selected swatch on the colour chart. The resulting effects are shown on this image. Here, lacquers were ordered from different manufacturers with the same colour tone of the NCS colour collection; then, they were lacquered and compared. The colour result is distinctly uneven.

### But why is that?

There are, of course, many reasons why colour tones created by different manufacturers are so different. We want to shed some light on one issue in this article. Although all the lacquers were produced according to the same colour tone description, the colour cards, according to which the colours are formulated and tested, are unfortunately often quite different. There are no available standards for almost all colour collections, so that

uniform colour schemes seem virtually impossible for all colour manufacturers and sellers. Even if there are binding standards for some colour collections, they are not available. Or they are so expensive that hardly anyone can stock them. On the other hand, you can frequently find relatively inexpensive colour swatch books, which are only very rarely a 100% match with the standard colour tone. Therefore, they can only be used as an orientation aid. >>continue on page 4

But here's what you can rely on: the latest available colour standards are always used in the Hesse laboratories, so you always receive the best possible colour tone from us.



If two objects need to have the same colour but are varnished differently or are made of different materials, you can use the Hesse colour service: Hesse and its sales and distribution partners are perfectly equipped to create colour tones for a swatch. Thanks to Hesse's excellent colour mixing concept, a perfect colour result is achieved with the help of modern colourimetry.

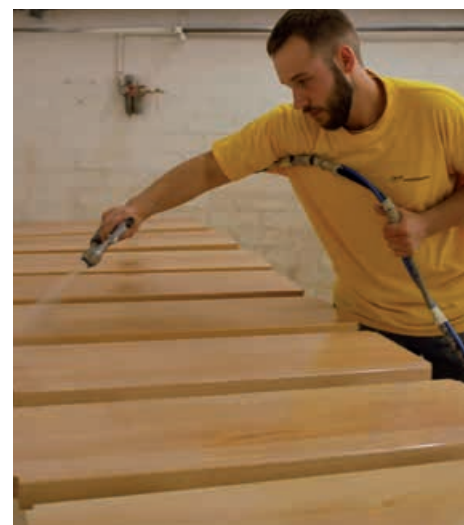
But we also look outside the box: how do other sectors deal with this topic? If a car is being repaired and needs new paint, the colour tone description is not sufficient for the lacquer specialist. In general, the specialist will also coat the adjacent body parts in order to achieve a perfect result. You can also use this process in the furniture sector to present the optimal results to your customers - for example, if a single component must be newly produced and added to the middle of an older kitchen front.

What can you do if you have to produce colour designations from a colour collection? Make sure your customers understand that colour differences are often normal in colour charts, which are often very different from one another.

## Always a few steps higher (without creaking) ...



Trappen Verschaeve is a successful company that seals its stairs with water-based, crease-free lacquers.



The Trappen Verschaeve factory is located in the Belgian town of Lauwe; the company specializes in the design and manufacture of stairs. The company has been active since 1960 and regularly invests in its machinery, thus always remaining up-to-date. For example, it recently procured a 5-axis CNC machine with an automatic table.

Every year, they produce 1,500 to 1,700 staircases for retail and construction companies. Their stairs can be found in the European Parliament building in Brussels, the Saudi Arabian Embassy in Brussels and the St. Bavo Cathedral in Ghent, to name just a few.

The company currently employs 24 employees. Trappen Verschaeve keeps the production process in its own hands from start to finish. In an automated drying chamber, the wood is dried so that it retains exactly the right moisture content. Only quality hardwood species are used, including beech, oak, cherry, iroko, afro-

mosia, maple and meranti. The company also has its own metal department, which has extensive experience with steel and stainless steel.

Thanks to its many years of experience with all types of shaping, the company, which specializes in staircases, has the necessary techniques, materials and knowledge to create any desired style. In order to seal the stairs, Trappen Verschaeve uses the Hesse Stair lacquer HE 654204-100. A few years ago, the company switched to water-based lacquers. „During the transition period, we tried different lacquers by different brands,” Bjorn Verschaeve tells us, „but we always had problems with creaking stairs. Finally, we came to Hesse and they showed us their creak-free stair paint. Since switching to Hesse, our staircases truly are creak-free.” In addition to this important feature, the Hesse stair lacquer also plays an important role. The product is easy to process; it is a one-component lacquer, the drying time is short and the result is particularly elegant.

Painters Davey and Michael add: “The Hesse stair lacquer is outstanding, and it’s really a pleasure to work with it.”

A staircase is precision work, and in order to achieve a good end result, contact with the client as well as the suppliers is invaluable. Jan Verschaeve is very happy with Hesse: “Hesse is a good partner for us; they are always at our side with advice and assistance. The support that Hesse offers us is an added value that we certainly appreciate.”

## Hesse 2016 home games



Innovation Days at Hesse, as an alternative to traditional trade fair appearances, are a permanent Hesse event. In the last two years, the Innovation Days took place at the company headquarters in Hamm, and several hundred guests, many of whom were recently international visitors, were welcomed here.



This year, the whole of Germany was introduced to the concept of Innovation Days. Under the "home game" motto and in keeping with the theme of the 2016 European Championship, Hesse showcased surface innovations at the largest football stadiums in the country.



Similar to the Innovation Days in Hamm, repeated theme blocks were offered at the home games. We presented our products in an appealing framework in eight theme worlds.



Managing Director Jens Hesse celebrates with one of the winners.

Our live demonstrations, which were streamed online into the stadiums, were completely new and certainly unique in the industry. Application developers from Hamm introduced HYDRO and PUR products live in the technical area. The demonstration was then projected into the stadium with cameras and sound.

All types of demonstrations were well-received by visitors and the concept was rated very highly. The demonstrations of our co-exhibitors completed the offer. The programme was rounded off with promotions such as scoring goals, kickers, stadium management and raffling off football tickets.

Despite the physical distance, on-site visitors were able to ask questions directly to the demonstrators at the Technikum.

## Hesse International Dubai



Hesse International which represents the gate to the Middle East is the most important business hub for the Hesse Group. Since the market activities started over ten years ago Hesse International was able to set a new benchmark in the high quality product range and customer service.

The facility which includes warehouse, laboratory and offices is located in the Jebel Ali Freezone and is operated by 23 employees.

One of the unique selling points in the middle eastern market is our wide range of certified fire rated and Green-Building materials. At Hesse International we take customer service to the next level starting with product and application training throughout our wide product range and furthermore introducing our customers to new techniques such as the classic range or art works done by our specialised sales team.



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## Fit for application! User seminars

### Seminar „Hydro materials in craftsmanship“

14 February 2017

Start/end: 9:30 am to around 4:15 pm

Participation fee without accommodation:  
EUR 250.00 per person/seminar

Participation fee with accommodation:  
EUR 320.00 per person/seminar

### Seminar „Coloured coatings, effects and coating glass“

14/15 March 2017

Start/end: 9:30 am to 3:30 pm

Participation fee without accommodation:  
EUR 300.00 per person/seminar

Participation fee with accommodation:  
EUR 370.00 per person/seminar

### Seminar „High-gloss lacquering with subsequent sanding and polishing“

4 April 2017

Start/end: 9:30 am to 3:30 pm

Participation fee without accommodation:  
EUR 250.00 per person/seminar

Participation fee with accommodation:  
EUR 320.00 per person/seminar

### Seminar „Clear coatings and stains“

9/10 May 2017

Start/end: 9:30 am to 3:30 pm

Participation fee without accommodation:  
EUR 300.00 per person/seminar

Participation fee with accommodation:  
EUR 370.00 per person/seminar

### Seminars include theory and practice plus a tour of our works!

#### Please note:

We restrict the numbers attending each seminar so that each participant gains the maximum benefit. So please register as early as possible.

Registration and further information about the seminars can be found online at: [www.hesse-lignal.de](http://www.hesse-lignal.de) >Seminars

- We reserve the right to amend dates due to force majeure or other reasons beyond our control. • In such cases, we will notify you in a timely manner.
- The price of the seminar includes: Participant documents, training material, sample panels, certification and catering.

- Please bring your own workwear, face mask and safety shoes!

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