

TRADE X PRESS

Issue 01 Summer 2008



Dulux Trade 100 MATT

Highly durable
Great stain resistance
High opacity

What's inside?

News desk

Find out more about sustainability and low VOC paint

My business

Get on top of your game when it comes to colour

Innovation

Dulux Trade 100 Matt

This magazine is printed on recycled paper

win

R5000 WORTH OF PAINT

What's inside? Summer 2008

News desk

Up to the minute news from the world of decorating. Product launches, industry news and comment.

My business

Current issues that affect the day to day running of your business. Including health and safety advice, updates on changes in legislation and information on sustainability.

Innovation

Brand new ideas – featuring products, finishes, colours and the latest ways to keep your customers happy.

Know how

Expert tips from insiders who know what works best. Refresh your trade knowledge and learn proven techniques from masters of their craft.

Tea break

Time to relax with competitions, puzzles and stories on the lighter side of decorating. Join in the fun and win some great prizes from Dulux Trade.

Welcome to the first issue of Trade Express

Dulux Trade is proud to offer you an exciting new magazine dedicated to the painting professional.

Dulux Trade Xpress is packed with news, stories and hot topics to keep you informed about what is happening in the painting industry.

In this issue, you will hear about our plans towards sustainability and the environment. Dulux Trade has you in mind when it comes to innovation. Discover our Dulux Trade 100 Matt, a product with fantastic features and benefits. Have a look in the My Business section to find out how you can stay on top your game when it comes to colour.

Trade Xpress is for you and all the articles are written with you in mind. Any suggestions, stories or great tips are greatly appreciated by your fellow tradesmen and readers. You'll find our contact details below.

I hope you enjoy the magazine and wish you and your families a great holiday!

Yours sincerely

Anna Oliphant



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**Dulux
TRADE**

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COMING SOON

Sleeker and with an emphasis on beautiful lifestyle photography, the new **Dulux Trade Professional Colour Guide** is designed to really inspire homeowners' colour choice, and lock the customers into using Dulux Trade - the painter's preferred brand.

This is a genuine painters tool and is different to anything a customer might pick up from a DIY store. The guide has a real professional emphasis. The colours are not printed, but colour deposited and have been chosen by Dulux colour experts to include both new trends and classic favourites. The guide is designed to give you, the professional painter, the edge - and ensure homeowners understand the benefits of using a professional.



Pick up your professional colour guide and product guide from your local Dulux Trade supplier from January 2009

Guiding you to everything you need

The key to staying ahead of the game in painting is keeping up-to-date with the latest product developments. Finding the right product for the job can save you time and we all know that time is money. The new Dulux Trade Professional Product Guide includes all the latest innovations and updated product information from Dulux Trade, and will be an invaluable tool for you as a professional applier.

Its format makes it handy to carry with you on site. Its layout and index makes locating products easy to find. Finally, you will have at your fingertips a valuable application and problem solving tool.





Talk about sustainability

Dulux Trade showcased at the 2008 Green Building Conference

Dulux Trade, part of the AkzoNobel group, partnered with the 2008 Green Building Conference held in August in Johannesburg. Aligned with international standards and environmental trends, Dulux Trade, showcased its line of innovative and environmentally friendly products to the professional sector.

The second Green Building Conference saw over 600 delegates attending, several international speakers, including a live-link up with Mick Pearce from Australia, as well as numerous local experts, within the 'built environment', sharing their knowledge and experience on 'Green Buildings'.

The event covered diverse aspects of 'green' issues and sustainability, ranging from design, products and materials, construction,

case studies, technologies and software to predict and analyse waste, water conservation as well as energy efficiency from building to site. In addition to the presentations and break away sessions that took place at the event, 70 exhibitors demonstrated their products and services in the exhibition hall. This provided

Dulux Trade with an ideal opportunity to showcase its' unique and exclusive 'green' products.

Energy efficiency is an increasing concern to all of us. Dulux Trade has developed a solution in the form of an innovative paint called Light & Space.

The event covered diverse aspects 'green' issues and sustainability, ranging from design, products and materials, construction, case studies, technologies and software to predict and analyse waste...



This allows you to save up to 20% energy when used in a room.

Managing waste on site is getting higher on our local authorities agenda. We've seen some painting contractors getting fined for not disposing of their waste properly. Dulux Trade

will introduce the Environmental Wash System, the first of its kind in South Africa. It provides an environmentally friendly and easy way of washing out painting tools.

This revolutionary wash system converts waterborne paint washings into clear water and solid waste, allowing for easier and safer disposal. The transportable units provide painting contractors with the ideal facility for washing out paint equipment and tins and offers a solution to environmental concerns of paint product waste.

Watch this space in our next issue about these innovations which will be available in February 2009.



Dulux Trade aligned with global VOC standards



As part of the AkzoNobel Group, Dulux Trade is at the forefront of environmental issues related to the paint industry at a global level.

AkzoNobel have continued lobbying for legislation in Europe to regulate VOC (Volatile Organic Compound) levels in paint. Such legislations do not currently exist in South Africa, but through Dulux Trade's alignment with the largest global paints and coatings company in the World, serious steps can be taken for South Africa in this regard.

Initiatives undertaken by Dulux Trade South Africa have included the introduction of water-based products as opposed to the solvent-based counterparts, wherever possible. In the Dulux Trade premium water-based product line, VOCs have been greatly reduced by substituting VOC-contributing raw materials with environmentally friendly alternatives that offer the same performance.

Like most painters, you probably appreciate the great results delivered by solvent-based paints. However, many of the products you use today may change due to the fact that Dulux Trade seeks to reduce the amount of Volatile Organic Compounds (VOCs) emitted through decorative products.

What are VOCs?

Volatile Organic Compounds (VOCs) are organic chemicals that can vaporize significantly into the atmosphere at normal conditions. VOCs are emitted from many sources including fuels, numerous industrial operations and household products such as cleaning agents, cosmetics, aerosols and paints. VOCs are solvents that help determine

the viscosity, flow and drying time of paints. White spirit and ethanol are two main VOC carriers in solvent-based paints.

VOC reduction - Why?

VOCs are damaging to the environment and can pose a health risk to humans. VOCs contribute to air pollution and are seen to

play a role in global warming. They also contribute to the creation of ozone in the lower atmosphere, which is harmful to humans, animals and plants. Whilst not the largest contributors to VOC emissions in South Africa, it is the responsibility of paint manufacturers to help reduce total emissions.

How do waterbased trims compare against solvent based equivalents?

Waterbased technology has significantly improved offering better flow and finish. One of the benefits of using waterbased trims to you and your customers is the low odour allowing you to work in better conditions and your customer to move in faster. A second key benefit is faster drying times which enables you to finish a job quicker. Finally, when the job is over you can clean your brushes with water instead of white spirit.

"Dulux Trade cares about the environment, and as such, aims to remain innovative within this sphere in developing products that provide a solution while offering the finest quality to the professional sector."
concluded Xavier Rijmenans, Marketing Manager, Dulux Trade South Africa.



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innovation



cover
story



Dulux Trade 100 Matt is MORE Stain Resistant

Dulux Trade 100 Matt is as durable as standard silk emulsions and has been formulated to deliver superior stain resistance. Dulux Trade 100 Matt has undergone extensive testing against all major stains. This means that Dulux Trade 100 Matt keeps surfaces looking better for longer, withstanding heavy wear and repeated cleaning.

The new Dulux Trade 100 Matt can be kept clean and fresh from common stains for five years as opposed to 2-3 years with a standard emulsion without losing its attractive matt finish. This saves both time and money by eliminating the need for expensive redecoration.

Its water-based formulation delivers a low odour product with a dramatically reduced impact on the environment. Dulux Trade 100 Matt is considered as Low VOC product. This will allow your customers to move back into their homes or offices faster.

Its attractive matt finish will allow you to hide minor imperfections. Your customers will also

be able to choose from our wide range of tinted colours. Why don't you give them the New Dulux Trade Professional Colour Guide to help them choose the best colours for his project?

Customers like to put their painting in the hands of a professional – that's why they come to someone like you. Now you can add extra value to the service you offer by "trading up" to products with real additional benefits like Dulux Trade 100 Matt.

It's not your technical skills that customers value, it's your technical knowledge too. You can offer them a first-class service if you talk to them about Dulux Trade 100 Matt that they may like to upgrade to – and for that, you'll need to explain the functional, aesthetic or environmental benefits of the products you recommend. All at the cost of just a few rands extra across the overall job.

Leon Jacobs, Dulux Trade Brand Manager comments: "This is a great innovation from Dulux Trade which will enable you to offer more value

to your customers. For example, if they have lively, active kids in the house, by using Dulux Trade 100 Matt your customer can wipe clean any marks to keep their walls looking better for longer".

The range includes
Dulux Trade 100 Low Sheen
Dulux Trade 100 Gloss

It's attractive matt finish will allow you to hide minor imperfections. Your customers will also

You'll like it

- Quick drying
- Easy to apply
- Job done in a day
- Easier, cheaper clean up

Your customers will love it

- Low odour
- More durable
- More stain resistance
- Longer before they need to redecorate

DULUX TRADE 100 MATT

Product Information

- ✓ Water-based
- ✓ Ultra-matt
- ✓ Pure Acrylic
- ✓ Excellent Stain Resistance
- ✓ Washable
- ✓ Re-coat in 4 hours
- ✓ Coverage: 10 m²/L
- ✓ Pack Sizes: 20L & 5L
- ✓ Available in white and over 5000 tinted colours



Features

Benefits

Ultra Matt	Attractive smooth finish
Excellent opacity	Superior covering power
Excellent stain resistance	Keeps cleaner for longer
Excellent burnishing resistance	Can be rubbed without changing gloss
No mud cracking	Can be applied onto uneven plaster for hiding minor imperfections
Excellent durability	An excellent paint for exterior walls

- 100% Bodied consistency
- 100% Ready for use
- 100% Good drip resistance and roller loading
- 100% Good bodied and substantial application
- 100% Excellent opacity
- 100% Excellent even finish

when it comes to paint,
finish matters.

Blending science with creative flair

If you thought you had to be an interior designer to create simple, co-ordinated colour schemes then think again! All it takes is a little creative flair, confidence and some old-fashioned science devised by Dulux and you too could have the key to unlocking the language of colour for your customers. Dulux understands colour and recognises that different colours have different characteristics or 'moods'.

Dulux divides its colours into four moods:

Rich - strong and dramatic,

Fresh - clean, bright and pure,

Warm - cosy, relaxed and easy-to-use and

Calm - soft and subtle with a muted grey undertone.



Creating the right mood

The key to creating a co-ordinated colour scheme is to choose and work with colours that come from the same mood. Imagine using a bright Fresh yellow with a Calm orange; by comparison, the orange would look dirty and grey. A Fresh orange, on the other hand, would complement the Fresh yellow beautifully. To make it really easy, the Dulux in-store Colour Palette display units divide the colours up into the four moods. All of the colours on our in store display have the colour family clearly printed at the top of the card.

Wall
Luna Landscape 2

Throw
Velvet Touch 2

Quilt
Cracked Clay 2

Skirting
Luna Landscape 5

As easy as 1, 2, 3

So how does it work in practice? Simply stand in the room to be decorated with your client. Find out what is staying in the room and agree with them what is the thing that they want to co-ordinate with; is it their carpet? Their sofa? Their soft furnishings? When you have identified what colour your client wants to co-ordinate with, simply find the closest colour on the unit and then pick up the co-ordinating cards. You can be confident that you will be able to recommend a colour scheme you know will go.

In the picture above, we started with the throw, which is close to Velvet Touch 2, a warm colour, and selected other warm colours to create this stunning bedroom.

Cash in on colour scheming

The Dulux Colour Palette display



The unit is very simple to use. From left to right colours flow from red through to violet, following the traditional rainbow. The four moods, are set out in the first four rows, so all the colours in the top row are Rich, in the second - Fresh, the third - Warm and the fourth - Calm.

When you have identified your starting colour, look along at other colours in that row and select great co-ordinated colours.

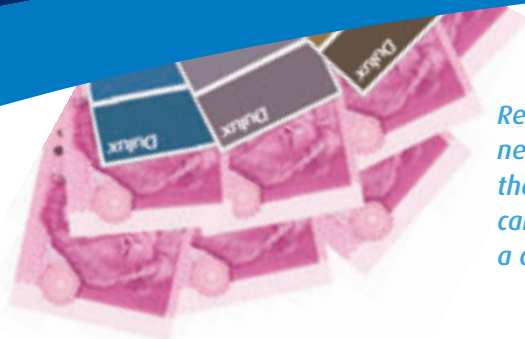
The middle column row is the Neutrals also containing Rich, Fresh, Warm and then Calm neutrals. Again, choose colours from the same family when selecting neutrals.

There is an even easier way - online at www.dulux.co.za

www.dulux.co.za



Cash in on colour scheming

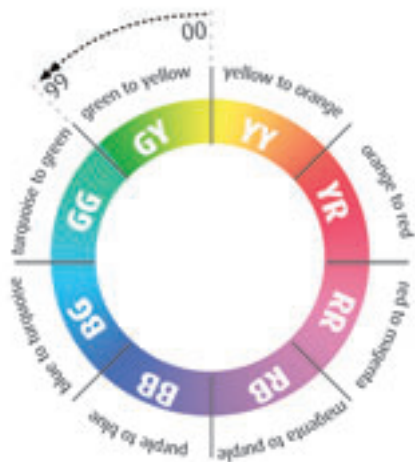


Remember, the idea of giving colour advice need not be daunting. Once you understand the basic principles of how colour works you can simply apply that knowledge in line with a customer's wishes.

Get creative and go one stage further

To refine colour schemes even further, you can use the principles of the colour wheel (see right). At the heart of the colour wheel are the three primary colours red, yellow and blue. These colours cannot be made through mixing any other colours together and they are colours from which every other colour is derived.

So, at the next level red + blue = purple, yellow + blue = green and red + yellow = orange and these are all classed as secondary colours.



Dulux has made tonal scheming particularly easy - any single Dulux stripe card is a ready-made tonal colour scheme

Lifting the lid on colours for 2009

ColourFutures™ is the result of ongoing worldwide colour trend research, forecasting and development by Dulux Trade. The ColourFutures™ team formally meets once a year to exchange colour news, experiences and views, followed by intensive discussions regarding the direction of colour. It provides the industry with international trends one year in advance. Colour use, as in fashion is always changing

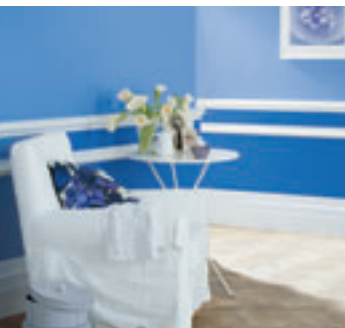
and shifting; Dulux colour experts keep a watchful eye on where it's going. The international ColourFutures™ team has been working again to predict the trends and colours for next year. Which themes can we expect to dominate design over the next 12 months? What have our experts predicted as the colour for 2009?



Find out in the next issue of TRADEXPRESS

There are three simple principles of colour scheming

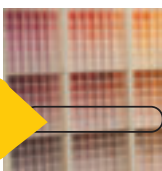
tonal, **contrasting** and harmonising



Tonal or monochromatic colour schemes

A tonal scheme is created from a palette of colours with the same hue. Dulux has made tonal scheming particularly easy - any single Dulux stripe card is a ready-made tonal colour scheme. This makes them the simplest to create and almost impossible to get wrong.

harmonising colours



Harmonising colour schemes

Simply put together colours that are next to each other on the colour wheel, or in fact on the Dulux Colour Palette Unit. For example, a colour from the RR (red to magenta) colour group will harmonise beautifully with one from the RB (magenta to violet) or YR (orange to red) colour groups. Again, make sure the colours are from the same mood family for the most professional results.

Contrasting colour schemes

Use colours that are absolutely opposite each other. In the simplest terms greens are opposite reds on the colour wheel so these are contrasting colours. These colours are least like each other and so create the most dramatic schemes. Contrast works best when the proportions or lightness of the colours used are different.

So if painting a dining room a stunning Ruby Fountain 2, complement it by only using a small area of green paint.

Hints and tips

For the simplest colour scheme choose colours from a single card from fresh, warm or calm. Using the colour palette unit, harmonious colours can be found either side of your initial colour. Avoid using contrasting colours that have same depth - too loud! Instead, when looking at 2 contrasting stripe cards, rotate one of the stripe cards and choose one dark and one paler shade. Using one colour throughout a whole room can be overpowering. Try using colour on one or two feature walls and a complementing neutral from the same colour mood on the others to tone it down.





Brush up on business with Dulux Trade Growing your business



As we step into 2009 you might be considering making a few changes in your business, so if you are thinking about wanting to expand and grow your business, consider our 3 Step Guide to see what best suits your company.

Firstly, you should consider whether you are able to take on more work:

- Can you handle new work or are you already operating at capacity?
- Do you have the resources and systems in place to service existing customers and complete scheduled jobs while targeting expansion elsewhere?
- How will you ensure that existing customers aren't disrupted if you win new business?

Remember reputation counts for a lot and you could risk yours if you disrupt existing projects to accommodate new jobs.

Secondly, if you have decided that the business is in good shape to expand then you need to think of the best ways to grow.

Grow Your Customer Base:

To do this you need to attract new customers and position yourself in such a way that you are able to take them away from competitors.

To take this route you should consider the following:

- Are there potential markets that you haven't targeted before? For example if you have usually concentrated on domestic projects, perhaps consider targeting the commercial sector.
- What is good about your competitors and why do customers choose to use them? How can you better sell and advertise your business to your potential customers?
- Do you need to consider the way jobs are costed and quoted to your customers?
- Offer new types of products and services (diversify): This can be risky if you stray too far from your own area of expertise and core business. Generally it's better to sell familiar products and services to a customer you know and understand.

Diversification can involve:

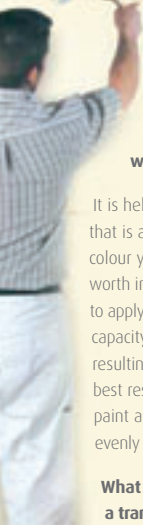
- Offering new or related products/services to existing customers e.g. look to offer design and colour advice.
- Finding new markets for existing products/services e.g. think about venturing into commercial work if you only do domestic work.
- Offering new products/services to new markets - usually the most difficult option e.g. venturing into landscaping.

Thirdly, you can buy or merge with another company.

You may wish to team up or buy out a company with perhaps a building background so that together you can offer a 'full service' and tender for larger contracts. Before embarking on such a venture you should seek appropriate legal advice.



ASK THE XPERTS



How can I avoid getting an uneven colour finish when painting?

It is helpful to first apply a primer that is a similar shade to the paint colour you will be applying. It is also worth investing in a top quality roller to apply the paint giving greater paint capacity, less dripping and spattering resulting in an even finish. For the best result use a water-based acrylic paint and ensure it is applied using evenly across the whole surface area.

What is the difference between a transparent and opaque stain?

Transparent stains have considerably less pigment than

If I want to paint the room in brighter colours. How can I make sure I get the right colour harmony?

One approach is to consult the colour wheel. This is a helpful tool that has colours arranged in a circle. The three primary colours (red, yellow and blue) are equally separated around the wheel. The colours opposite each other, such as red and green, are called complimentary colours. (Mixing complimentary colours yields brown.) There are a number of colour combinations or harmonies that are defined by relative position of colours on the colour wheel, that have proven to work well together. (The neutrals, white, black and grey, are not on the wheel).

opaque stains, in order to allow the grain of the wood to show through. Opaque stains obliterate or hide the grain; and because of the added protection of the wood from UV radiation, will last longer before needing to be re-applied.

Which paint product provides the best long-term protection against weathering?

The best way to provide long-term protection is to carry out all the steps needed to ensure a complete paint job. 1. Surface preparation is really important - remove dirt, chalk, fungus and loose paint; and sand down weathered wood) by 2. Apply a full coat of an appropriate primer. 3. Finally apply two coats of a high quality pure acrylic water-

based paint. This may seem like a lot of work, but it is actually worth it in the long run!

There are mixed comments on the need for primers. When and why is using a primer important?

This is a very good question. In general priming is essential when:

- The surface is porous in any way
- The surface has never been painted before
- The surface contains substances which can bleed through (e.g. dirt, water and tobacco stains, tannins in wood such as mahogany)

CARLO MARUGGI

In each issue of TRADEXPRESS we will be taking a look into the life of someone within the painting industry. In this issue we're talking to Carlo Maruggi from Italian Painters in Northcliff, Joburg. We met Carlo at The Paint Place in Randburg, one of our many Dulux Paint Centres, as he was picking up his daily order of Dulux Trade.

How long have you been a painter?

My father founded Italian Painters in 1972. He ran the business on his own until I finished matric. I joined the family business in 1981 and started on the tools as an apprentice and was trained by my father. I now run the business. I have 12 qualified painters working for me and depending on workload, I contract some work out.

What do you enjoy most about your job?

I love being outdoors and being in contact with different people. I also enjoy working on so many different projects - each with different challenges.

What is your biggest concern on the job?

QUALITY - The plaster work today is really shocking.

I now have to use a plaster key to bond and cover hairline cracks. This gives a smooth surface which I can then paint resulting in a perfect finish.

What changes have you seen in the painting industry?

You now need to keep a close eye on costs and manage your budgets well. I've seen more and more competition from the informal trade where painters are less skilled and not as focused on quality.

What is your favourite product?

My favourite product is Dulux Trade 100 Low Sheen. It covers well, spreads well and is at the



My life in Paint

right price. You can never go wrong when you use it. It really helps me achieve a perfect professional finish.

How do you retain your painters?

I offer them training and eventually more responsibilities. I want them to grow and therefore add more value to the business. I believe in the personal growth of my painters.

What projects are you the most proud of?

A few years back we did several projects for De Beers and the Oppenheimer family. We are really proud of our work. More recently we did some work at Monte Casino, some exclusive residences with very creative architects and interior designers as well as corporate buildings.



NP300 HARDBODY



TOP OF THE POPS

BEST
WORKHORSE-
BUY?

Any vehicle in its 16th generation of development and production can only be a winner. Driving the Nissan Hardbody NP300 2.5TDi brings that to mind, its 'Hardbody' designation a true representation of its capabilities. In fact in workhorse terms the Hardbody is a special part of South Africa, its new NP nomenclature now added to justify its existence in the tough workplace. The 'D4N' now stands for Nissan, the 'D4P' for Pickup and the 'D4300' the series number in the commercial line-up.

highlights while for more safety a collapsible steering column is also now in place. Hardbodies have always looked rugged and aggressive with the NP300 now even more so with its new front end and cabin. In comfort terms it also offers a rather comfortable ride even though it's built to carry a 1 322kg payload, while braking is of the highest order especially when considering such heavy loads.

The workhorse NP300 2.5TDi Single Cab is the bakkie that most fits its workhorse nomenclature in the Hardbody range. It's the one that carries the ideals of the 'D4worker' to extremes. To start with its 1 322kg payload already sets it near the top of the pile and when you compare its hauling abilities with those of its rivals you come to understand its position in the marketplace. And it's the 214Nm torque to weight ratio that will mostly augur it well for the tough hauling conditions it will be engaged in. In fact it ranks as best for its engine size - and in most cases also beyond and such is its prowess it tops our Top Twenty LCV bakkie schedule by a veritable mile.

In the end - and judging by our indicative Top Twenty schedule at the back of our magazine that ranks all bakkies in terms of price, torque, power-to-weight ratios and payload - the Nissan Hardbody NP300 2.5TDi more than justifies it to be the best buy on the market in such terms.

Further to this it's the first time any bakkie has finished up with such a yawning gap over its closest rivals. In fact the NP300 2.5TDi represents all that which is sought in a workhorse light commercial vehicle for large, small, medium and micro businesses while still ensuring low levels of overall running costs from a brand that has been part of South Africa's backbone for decades.

This new 2.5-litre common rail diesel engine with second-generation Common Rail System and 1 800 bar injection also results in lower emissions while I found the noise, vibration and harshness values far less evident now. The new interior layout and especially the dash and the new four spoke steering wheel are

Service intervals will also suit owners, with 15 000km cycles ensuring reduced down time while a 3-year/90 000km Service Plan, 3-year/100 000km warranty and 3-year/unlimited km anti-corrosion warranty offering further peace of mind. - Mario Lupini

Engine	4-cyl/DOHC 16V turbodiesel	
Capacity	2488cc	
Power	98kW @ 3600rpm	
Torque	344Nm @ 2000rpm	
Specific power	39kW per litre	
Specific torque	122Nm per litre	
Power to weight	69kW per tonne	
Torque to weight	214Nm per tonne	
Transmission	5-speed manual	
Ground clearance	205mm	
Payload	1322kg	
0-100km/h (g)	13.2 secs	
Quarter mile (g)	19.6 secs @ 116km/h	
80-120km/h 4th gear (g)	10.6 seconds	
Fuel capacity	80 litres	

Estimated price
R158 000

tea break

win
R500 in paint

caption
competition



Send in your suggestions for this illustration and the one we think is funniest will be the lucky winner! SMS the word **CARTOON** with your caption followed by your full name and town to 076 808 3864. Competition closes 28th February 2009.

*The winner will be judged by an independent judge. No cash alternative will be offered. Competition open to persons aged 18 or over. Competition closes 28th February 2009. No purchase necessary.

just for the fun of it



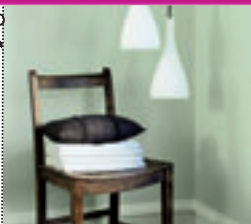
Across

- William ____: famous playwright (11)
- A type of ballpoint pen (4)
- Margaret ____: Britain's first female Prime Minister (8)
- Title of a knighted male (3)
- French military and political leader (8)
- Two wheeled vehicles (8)
- Large deer (3)
- Digestive organs (8)
- A cardinal compass point (4)
- X-Factor judge (5,6)

Down

- Eg Torvill and Dean (7)
- C.S. Lewis' famous lion (5)
- ____ Loren: award winning Italian actress (6)
- Early developmental stage of an organism (6)
- The wearing away of the earth's surface (7)
- Fruit of the oak tree (5)
- Friend (3)
- Charles ____: A Tale of Two Cities writer (7)
- ____ Crowe: Gladiator actor (7)
- Fidel ____: Cuban revolutionary leader (6)
- Strange or unusual (6)
- Blue ____ long running children's TV show (5)
- Traditionally part of a cream tea (5)

win
R1 500 in paint



win
R3 000 IN PAINT

Dulux trade wants to know more about you so that we can give you a regular magazine that is packed with relevant and useful information. When you complete and return the mini questionnaire below to the store, you'll be entered into a draw to win R3 000 of your favourite paint.



What is your favourite section of the magazine?

- News desk
 My business
 Innovation
 Know how
 Tea break

Did you enjoy our first issue of Dulux Trade express?

yes
fabulous

it has
potential

it was
ok

not at
all

What else would you like to see in the Trade Express?

fax your answers to 011 861 1142

Name _____

Cell _____

Tel _____

e-mail _____

To win R1 500 worth of paint in our Crossword Competition simply complete the crossword. The letters in the coloured boxes spell a word connected with painting. SMS the word **PAINT** followed by your three-letter word plus your name and town to 076 808 3864 and you could be a winner!

Please Note: Employees of ICI Dulux (Pty) Ltd are not eligible to enter any of the competitions.

Your reputation is on the wall



When it comes to painting, finish is everything.

Great looking results are essential as they reflect on you and your professional reputation. With this in mind, Dulux Trade has formulated their range of products to deliver a perfect professional finish. Your reputation is your most valuable asset - don't risk losing it, always use the best!

For further information visit www.duluxtrade.co.za or call 0860 330 111