

Era

Newsletter

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Era Polymers Pty. Ltd.

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Introducing the New Era Polymers' Newsletter

Welcome all to the first edition of the Era Polymers Newsletter.

The aim of this Newsletter is to give you, the customer, an overview of Era's activities and endeavors as well as some useful information on our

existing and upcoming products & services.

We also intend to have a section dedicated to product specials and new development products.

We would like this Newsletter to become a permanent fixture with

hopes of producing it monthly. Input and suggestions about the content of the newsletter will always be welcome, just send us an email at erapol@erapol.com.au

Era Polymers' new premises in QLD & VIC

For those of you not aware Era Polymers has new offices in Brendale QLD and Vermont Victoria. Brendale is managed by Peter and Helen Holland. The office in Vermont is run by David Parker and Victor Pilati. Please refer all queries to the corresponding sales representative in your state. Drop in whenever you are in the area for a cuppa.



Era Polymers P/L - QLD



Era Polymers P/L - VIC

***** Stock on Sale *****

DOW CORNING

MOULDMAKING RUBBER

Silastic 3481, Shore A,

Condensation Cured.

Silastic S, 25 Shore A, Addition Cured.

8 x 22kg kits, just expired
19/05/04 - \$20.00/kg

65 x 1.05kg kits expired
4/3/04, \$18.00 per kit!

18 x 1.05kg kit expiring
10/6/04, \$25.00 per kit!

8 x 5kg Base expired Feb-
April, \$15.00/kg

IMPORTANT

30th June 2004 Please be aware that our warehouse will be closed for stocktake on this day.

WHAT'S COOKING

Laboratory Equipment News

Over the last several months the Era Laboratory has installed and commissioned several new pieces of analytical and test equipment including DSC (Differential Scanning Calorimeter) HPLC, GC and a COF (Coefficient of Friction) tester. All instruments are able to provide test data on the material characteristics of Era products.



Thermal analysis by DSC

Friction testing is conducted according to ASTM D1984-01 and provides useful insights into the frictional properties of rubbers, plastics, coatings etc. Test data obtained by using the COF tester is useful in the engineering design of a wide range of materials.

DSC analysis provides insights into the thermal properties of materials in terms of structural variations. This typically involves the glass transition of amorphous polymers and the melting/crystallization behaviour of crystalline polymers. Other transitions associated with chemical reactions such as decomposition and thermal stability are also possible as is analysis of fire retardants.



Coefficient of Friction Tester

Hot, Hot, Hot !

Ask your favourite Era People about HTE 80A and HTE 90A. HTE stands for **H**igh **T**emperature **E**lastomer.

Squeege **M**e

Chris has been at it again with the SQH family. SQH stands for **S**queege **H**igh **P**erformance.

WE HAVE KETTLES

If you visit St Marys about now you can see KETTLE 10, when it is commissioned we'll be able to make 40 drums (about 8 metric drums) of clear, pure MDI prepolymers. This will complement kettles 2 and 3 which also make MDI's. Who said that they didn't know that we make MDI prepolymers?

So what's that BIG freezer doing down the back of the warehouse. It either holds a lotta fish or maybe some good, solid frozen MDI.

Paperless Datasheets

At Era we are seriously concerned about the reduction of the worlds forests. So we are doing our bit. We've put all our Datasheets and MSDS plus a whole lot of stuff in our CD. We are up to version 2.0 (and currently working on 3.0). Don't tell us that you don't have a copy! If you haven't, kick your local rep.



WHAT DOES B.S. STAND FOR?

I knew you would say that. In fact it stands for **B**LOCK **S**YSTEM (as in FOAM). The B.S. family is growing ask Vic, Alex and Nick.

GREENLINK

We needed a new name for an environmentally friendly foam, so why not GREENLINK.

Our offices are in Green St, our factory is in Links Rd.

How clever.

LESS SOLVENT SWELL

Have you heard about **SRR 54A** (Solvent Resistant Roll formulation) and **SDR 55A** (Solvent Double Resistant).

Pity!

They're good. Even the competition agree.

MEET THE TEAM

DAVID LIND – R&D Manager

Another new addition to the Era "family" is David Lind who was appointed R&D Manager as of May 3rd. David comes to us from Dow Corning Corporation where for the last nine years he held several positions in technical management, strategic marketing and business development both in Asia and globally. Prior to that David worked within the coatings industry, plastics and fiber industry in a range of technical and research management positions. David hopes to be able to continue to expand innovation activities within Era to help customers develop new value added materials and products. He is a keen supporter of the Wallabies – although has a dark history of supporting England – from where he came more than 20 years ago. He feels however there should be a statute of limitations on such sins but suspects that will never be the case.

RICHARD DUARTE – Technical Service Manager

On the 19th April 04 Richard Duarte joined the Era company. Richard has worked for CSR, AMATEK, 3M and TYCO in the capacity of technical services for over 13 years.

This makes Richard an expert in downsizing, cost compression, restructuring and consolidating operations respectively. Along the way he has learnt a little about problem solving between manufacturing, technical, sales, marketing and the customer.

(Disturbing Job trend)

Manufacturing – 2yrs
Analytical Laboratory – 3yrs
Physical and Electrical Laboratory – 3yrs
Marketing/Product Mgt – 3yrs
Colour and light measurement – 3yrs
Regulatory affairs (medical) – 1yr

Richard is married with 2 children (girls) Taylor and Madison aged 1.8 and 4yrs. He also has a cat somewhere in the house.

NICK KOZANITIS – Foam Sales

Nick Kozanitis joined Era Polymers on Monday 3rd May 04. Previously employed at MIROTONE P/L as the National Colour Services Supervisor. Historically has been in the surface coating industry since 1987. Married to Toula with three lovely kids, Eleni (10), Dean (9) and Ana (5). Is notorious for his skills in making dolphin noises, hence his nickname has been FLIPPER for over 20 years now. (this would be an advantage to him over the competitors when selling block foam to marine / boat market). Has discovered that Era Polymers must be destiny as the coincidence with his personal life is amazing. That is, his sister's name is **Tina** (Adamantina) a very rare name, her daughter's name is **Era** and son's birthday is 23rd May (same as our Tina).

He is finding life at Era in sales very fun and the foam market very fascinating.

MARGARET COMNINOS – Student Intern

Margaret was recently Awarded Best Oral Presentation for Vacation Experience by the University of Sydney.