

The HERALD

Era Polymers News Bulletin

WELCOME

LESSONS FROM LIFE No. 73
Chase Away the Loneliness.

I had my 56th Birthday, a couple of weeks ago. A few weeks before that, my soul mate shouted me a brand new, dirty big home theater system (so that Alex, Dan and I, could watch the World Cup, in all its glory). And of course, the world's best electrician, Chris (God bless him) said that I had to upgrade the stereo system as well. So who was I to argue.

So one Saturday afternoon, with the brand new system installed, I pulled out a CD the kids had bought me a few Christmas' ago - Neil Diamond's "Hot August Night". It was my favorite album in the 70's. Yeah, what can I say, I'm that sort of guy...

I turned the volume up **REAL LOUD**, sat in a big arm chair, and settled down to relive my youth. Half way through the "prologue", Tina walks in, turns that volume down and wants to talk! And after 30 years of marriage she still doesn't understand that I am not **THAT** multi-skilled. I can't **FEEL** the music, and talk about the meaning of life, **AT THE SAME TIME**.

I also don't think women understand that **LOUD** music is part of the male ritual of youth reliving. And hey, what's the point of getting an up market system, if you can't impress the neighbours with it, right?

I eventually won, but it wasn't easy. And for the first time in a long, long time, with the Sony amp doing what it was designed to do, I listened to the songs, *and the words*, that Neil sang to the "tree" people and the "pays". And, what I hadn't realized, *or maybe remembered*, is that a lot of the songs are about loneliness and sadness...

"I am I said, to no one there...", can still put a lump in your throat.

And what about the drinking man's "Cracklin' Rosie"? And my favorite - "Shilo".

*"Shilo when I was young, I used to call your name when nobody else would come, Shilo you always came, and we'd play.
Young child with dreams, dream every dream on your own, when children play, seems like you end up alone. Papa says that he'd love to be with you, if he had the time.*

So you turn to the only friend that you can find, there in your mind....."

So Shilo was his imaginary friend he used, to chase away the loneliness.

Business, in the modern era has become a bit like Shilo. Sometimes, you want to call and talk to a human being. So you call up your supplier, and you get a computer voice, that gives you ten choices.

You want to place an order, and you're told to go through a distributor who doesn't even know how to spell POLIURE-THRANE.

So one of the things that you will NEVER ever hear is a computer voice when you call Era. *We don't give you Shilo's, just REAL people.*

George Papamanuel

And when you get to 56, you get to treasure special moments, like Tina and I sitting in Jack's open top Jeep, driving through Portland, playing a song from an album Jack helped us get that same morning.. Roy G. Clarks, "Yesterday when I was young" "..... The taste of life was sweet, as rain upon my tongue... I used my magic age as if it were a wand, and never saw the waste and emptiness beyond... the game of life I've played in arrogance and pride, and every flame I lit too quickly, quickly died....."

The time has come for me to pay, for yesterday, when I was young....."

The magic of music and lyrics, and magic moments..... thanks Jack.

ARGENPLAS 2006

Issue 7



Ana-Maria and Richard from Era Polymers

Every year Era Polymers expands its presence at trade shows around the world and this year was no exception. **Argenplas** is a premium exhibition in Latin America providing the latest in plastic and polyurethane materials for all manufacturing and processing industries. Era Polymers had a successful exhibit this year in Argentina generating a lot of interest

in polyurethane products.

Representatives (pictured) **Jorge Llauger** and **Juan C. Schiebelbein** from our local distributor 'Chaitas' were there along with a couple of Era representatives (**Ana-Maria Meneses** and **Richard Duarte**) to ensure the show ran smoothly.

If you would like any further information about Era's range of products or our international distributor's details please email erapol@erapol.com.au or visit our website at www.erapol.com.au.



Mr. Jorge Llauger and Mr. Juan C. Schiebelbein from Chaitas



PU China 2006 (5th - 7th of September)

Era Polymers will exhibit at PU China 2006, the largest international and the most specialised polyurethane exhibition in China.

The exhibition will offer you and your company brilliant prospects and will definitely be your most valuable sales and marketing resource in 2006.

This year the PU China will be held at ShanghaiMart, Shanghai, China.

Come and visit us at stand 514!



In This Issue

Page 2 - Australian Pet Supplies - Something Fishy!, Fireblock Sealant, The "GREEN" Foam, Erathane SF Series

Page 3 - What's Cooking?, Stock on Sale, The Ultrapycnometer 1000, Carbrasive, Recycling at Its Best, Your Age By Chocolate Maths

Page 4 - Meet The Era and Samos Team

more on us @ www.erapol.com.au

AUSTRALIAN PET SUPPLIES - SOMETHING FISHY!

Dow Corning Moulding Silicone 3481 is a two-component product consisting of a rubber base and a catalyst that is simple to use and has excellent mould release properties. It is used to mould many things even Fish Food!

Australian Pet Supplies manufactures many items for the aquamarine industry. Their products include neutralizing blocks to keep the water in fish tanks at the correct pH level. These blocks are moulded into interesting shapes to ensure an aesthetically pleasing look for the fish tank while helping to keep the fish healthy!

Holiday fish food is moulded into shell shapes; so you can be sure your fish won't go hungry while you're away. These attractive shells are placed into the tank slowly releasing food for the fish to eat!

Please contact us for information on the Dow Corning Moulding Silicones Range.



FIREBLOCK SEALANT

Era Polymers distributes and services a number of Fomo's products, recently adding the **Handi-Foam FIREBLOCK** sealant to the mix. The sealant is designed to seal, fill, insulate, bond and stop air infiltration.

The **FIREBLOCK** sealant is best used to stop the penetration from room to room and floor to floor of flame and smoke in residential dwellings. The product is so versatile that it can adhere to almost

any surface with the exception of Teflon, Silicone, oil and similar products.

The **FIREBLOCK** is very cost effective due to its easy application and excellent yield rates. It is orange in colour making it easily recognised by inspectors as an approved fireblock product.

ERATHANE SF SERIES



Have you ever seen roller shutters on windows, and wondered what is inside the shutters? Well there is a very good chance the shutters are filled with the **Era Polymers "SF" series** of foams. **Oz Roll**, one of Australia's leading manufacturers of window

shutters use the SF foams to help keep the weather and sound out of your home or office.

The foam was tailor made in conjunction with **Oz Roll** to meet the production requirements of their plant, which is the largest of its kind in Australia.

It is another great example of two Australian owned companies working closely together, to make a world class product.

If you have an idea or concept which polyurethanes may be suitable for, let us help you through our tailor made products.

The "GREEN" Foam

What is in a polyurethane foam? All foams expand with the aid of a "**blowing agent**". What is not commonly known is that most foams used in Australia contain a blowing agent which has an **Ozone Depleting Potential (ODP)**.



Because of this, government quotas are allowing less and less of these high ODP blowing agents, until eventually Australia will become like Europe and North America and not use any of these harmful blowing agents any more.

To counter **Era Polymers** is the **first** Australian company to begin offering a full range of non-ODP foams. We are leading the way by offering our customers these new products ahead of schedule and our competition.

Our sales team will be out there selling our **new generation foams**. Please speak to us for further information.

When we begin placing the above sticker on our foam chemical drums, you can take this as **assurance** that you are using **the newest and most environmentally friendly foams available**.



What's Cooking?

Erapol EMD 135 and **EMD 136** is a 3 component system based on MDI-PTMEG and MDI-Polyester respectively with an adjustable hardness variation of 60A - 95A (for both). The **Erapol EMD 135** and **EMD 136** series have some clear performance advantages over some of the more traditional high performance polyurethane elastomers. These polyurethane elastomers exhibit excellent physical properties, including good tensile strengths, high resilience and excellent wear characteristics.

Typical uses for **Erapol EMD** elastomers are wheels, rollers, seals, gaskets, bushes, linings and marine products. Please contact our sales staff for further information.

STOCK ON SALE

SIL 3110-0.453

@ \$10.00 each

SIL 3110-4

@ \$35.00 / Kg

SIL 3133-20

@ \$7.00 / Kg

SIL CAT 1-0.045

@ 50c each

SIL CAT 1-0.413

@ \$8.00 each

SIL CAT S-0.409

@ \$10.00 each

SIL CAT 4-0.045

@ \$5.00 each

SIL CAT F-0.045

@ \$1.00 each

Please contact us for more details

MACHINERY - Carbrasive

Carbrasive is a family owned Australian company employing highly skilled tradesmen utilising state of the art C.N.C. machine tools.

Carbrasive roll grinding wheels offer superior performance for grinding rubber and other elastomers when compared with vitrified abrasive wheels. Developed specifically for grinding rubber and polyurethane, the unique structured teeth allow faster material removal rates, cooler cutting and reduced wheel loading.

Carbrasive roll grinding wheels will outlast conventional abrasives by many hundred times, providing an economic solution to your roll grinding requirements.

We offer the range of **Carbrasive** grinding wheels for polyurethane roll finishing.

Please contact us for further information.



THE ULTRAPYCNOMETER 1000



The laboratory has had a new instrument added to the ever growing list of testing equipment. The **Ultracycnometer 1000** is the ultimate instrument for measuring the true volume and density of powders, foams and bulk solids.

This version, the **UltraFoam Pycnometer**, automatically scans for the optimum pressure and performs calculations of open and closed cell. This test is currently used in the determination of closed cell content for Era Polymer's foam. This is a key requirement for foams used in buoyancy applications.

Era Polymers is only one of two companies in Australia able to test for closed cell content determination on rigid and flexible foams.

RECYCLING AT ITS BEST

Thieves net \$40,000 of gold ore

THEFT
Four drums of ore containing \$40,000 of gold was stolen from a Carlisle workshop.
Police believe the thieves may have climbed a wall at the Rutland Avenue workshop between 1.30pm on May 13 and 6.50am on May 15.
They then used a forklift and placed the drums, similar to the one pictured right, on to the company's Ford two-tonne tray-top, registration IACB523.
They opened an electric roller door to drive away.



"Our new marketing campaign is a hit". Article taken from the front page of The West Australian.



As you all know we make extremely good prepolymers. But what happens to the empty pails? During a recent visit to South Africa, we spotted this road side stall, offering a sit down service for breakfast.... *The chairs? You guessed it.*

YOUR AGE BY CHOCOLATE MATHS

This is intriguing
DON'T LOOK DOWN FIRST!
It takes less than a minute.

Work this out as you read ...

Be sure you don't read the bottom until you've worked it out!

This is not one of those waste of time things, **it's fun.**

1. First of all, pick the number of times a week that you would like to have chocolate (more than once but less than 10)
2. Multiply this number by 2 (just to be bold)
3. Add 5
4. Multiply it by 50... I'll wait while you get the calculator
5. If you have already had your birthday this year add 1756... otherwise, add 1755.
6. Now subtract the four digit year that you were born

You should have a three digit number

The first digit of this was the number of *times* you said you really want to eat *Chocolate* (i.e., how many times you want to have chocolate each week).

The next two numbers are...

YOUR AGE! (Oh YES, it is!!!!)

THIS IS THE ONLY YEAR (2006) IT WILL EVER WORK!

DAVE WEIR - TECHNICAL SERVICE



Dave has been here for three years. He hails from New Zealand. Just ask him to say "Fush and Chups" - it's always a dead giveaway! Dave has **a lot** of unique talents. He can communicate, **lucidly** and **concisely**. He writes the most magnificent reports. His spoken manner is impeccable. He however has **TWO** shortcomings.

Firstly, he doesn't eat seafood! How on earth can you come from Enzed, where you are only 5 minutes from water, and not eat seafood!

Secondly, he can't stand the heat. I think that it is a toss up between he and Terry as to who perspires the most. **Dave, Terry, Tony, Hugh, Louise, Nicola** and **Niki**, and occasionally **Nick**, all share the same air conditioning zone. So all day, the girls put the temperature up, and when they aren't watching, **Dave and Terry** put it back down!

Dave started downstairs in the Elastomer Lab, working next to Steve, and he too wanted to see at least Australia and then the World. So Tech Service it is. He has just come back from his first overseas trip. So where did we send him? To **STEAMY, HOT Malaysia and Singapore**. And what did Moey order, **chilli crab, pepper crab, fish head curry soup**. YES!!!

LOUISE CONNOR - INTERNAL SALES, CUSTOMER SERVICE, AND JUST ABOUT EVERY OTHER JOB THAT NOBODY WANTS TO DO, LOUISE DOES, EXTREMELY WELL



Era is a company of stars. ONE of my roles is to make the stars perform as a team. And maybe occasionally, to make them shine **BRIGHTER**.

Out of all our stars, **Louise** shines amongst the brightest, without needing me. You don't have to show her, how to play as a team, she does it instinctively, she does it **extremely, extremely well**, and the company is richer for it. (And she didn't even bribe me to say this).

She and Dave hail from across the Tasman. Interestingly enough, she comes from the town of **Wanganui**, and would you believe that we have customers in **Wanganui**!

So every time one of the boys goes over for a Tech Service visit, they have a standard order to bring back, stacks of "Cookie Time" cookies, Louise's favourite biscuit.

Louise is coming up to her **FIFTH** birthday at Era. She has a gorgeous daughter - **Taylor**, and in early September, she is off to China with the rest of us, to man the stand at the Utech Show. She, Mary and Tina will do all the work, so Moey, Terry and I, can relax, and just try to look important.

VINCE WILLIAMS - ASSISTANT WAREHOUSE MANAGER



When we first employed Vince I thought that Shannon was starting to stack the place with relatives. Which I really didn't mind, if they have the same work ethic as Shannon. Vince does, but they are not related.

Vince is a quiet achiever, does his work **magnificently**. Gives me a disarming smile whenever I'm showing off the warehouse. Doesn't chew the tops off the pens. Used to be an electrician, so he is always casting an eye over Chris' handiwork. In the days when we both had bodies and hair, my hair looked like Elvis', Vince went for the John Lennon look.

Which was appropriate, since he also played in a rock band.

Vince is married to **Toni**, has three beautiful children, **Jaye, Kyle** and **Luke**. And they all have that same quiet, peaceful nature and disarming smile.

SAM SULTANA - ASSISTANT FACTORY MANAGER



Sam came to us, highly recommended. His wife, **Mary-Anne** worked in the warehouse. Mary-Anne is the "Louise" of Samos. Works hard, and smart, and long. And nothing is a problem. She and Sam, unlike Louise, however have a farm, with real chickens, and real cows. So after a hard days work at the factory, Mary-Anne and Sam go home to milk the cows, and search for those organic eggs that the chickens have hidden. They are that sort of people. **I have never met people with such a strong work ethic**. They both have a zest for life that is inspiring. They have two beautiful daughters, **Mary** and **Suzy**, and by the time you read this, another Sultana, will have arrived. May all the children be blessed with the ethics and morals of their parents.

And Mary-Anne, when are you coming back to work? Lyndell is starting to give Brendan heaps about all those pens with the tops chewed off!

REGINALD BOGG - QC CHEMIST, FOAMS



As always, you can divide people/chemists into two groups - in this case; those who can get a DROP of chemical and mess up the whole lab with it, and those who can process buckets of chemicals and have a PRISTINE Lab. Reg is very much from the latter group, bless him. He mixes buckets of foam chemicals, and the Samos Dio lab still looks **gorgeous**. In fact he gets a nervous tic in his eye, when one of the chemists from Botany comes up to supervise a new product batch. **NOBODY messes with HIS lab. Keep it up Reg!**

In a prior life, he used to work for 3M, just around the corner, then as a courier. Has been with us for a couple of years, and hopefully, many more to come. His only vice is the occasional flutter on the GG's on Saturday arvo. Not a bad vice to have if you're winning.

ANA-MARIA MENESES - ELASTOMER CHEMIST AND MUCH, MUCH MORE...



Ana-Maria has been working here full time for **four years**. Prior to that she worked as a shy, part time chemist whilst she finished her B. Science degree at Macquarie University.

Her initial shyness has NOTHING to do with how good she is. **She is GOOD. Very GOOD**. She has a steely determination to succeed, and is constantly finding ways to become better.

So we keep on giving more. And she keeps on coping. She is, for example, an Elastomer Chemist, then she looks after our **ISO** Accreditation and our **NATA** Laboratory registration. And she with the rest of the team, make sure, that when inspection is due, we pass with flying colors.

Her parents come from Chile. So she speaks Spanish right? So we start telling our South American customers, **forget English**, send in their questions, AND ENQUIRIES, **in Spanish**. And between **Jose, Richard** and **Ana-Maria**, we can respond in their native tongue. **Neat Huh!** So Ana-Maria wants to see the world, fantastic. She and Richard, have been over to Chile, Peru and Argentina. They are going again, soon, and this time they will include, Mexico and Brazil, as well. So Ana-Maria is gradually seeing the world, and doing a great job for the company at the same time.

So now in the morning she greets me with "Buenos Dias, George".

It sounds so nice, but I am too shy to ask her what she is saying to me!

Era Era Polymers Pty. Ltd.
ABN: 14 003 055 936

www.era-pol.com.au
era-pol@era-pol.com.au

SYDNEY HEADQUARTERS
25 - 27 Green St
Banksmeadow, NSW 2019
AUSTRALIA
Ph : +61 2 9666 3788
Fax : +61 2 9666 4805

MELBOURNE
29 Trade Place
Vermont, VIC 3133
Ph: (03) 9872 4033
Fax: (03) 9872 4099

BRISBANE
Unit 6/5 Deakin St
Brendale, QLD 4500
Ph: (07) 3205 8510
Fax: (07) 3205 9616

SINGAPORE (HK Moey)
9 Elias Terrace
Singapore 519772
Ph: +65 6582 8103
Fax: +65 6584 8100

Strategic Alliances

MDI Cast Elastomers, Offshore Technology & Trafficable Coatings

Polyurethane Foams based on New Blowing Agents

Spray/Polyurethane/ Polyurea Elastomers & Primers

1 & 2 Component Disposable Polyurethane Foam Systems

CAPA Polycaprolactones for Superior Elastomers & Adhesives

High Pressure Spray Equipment for Foams & Elastomers

Grinding Wheels for Rollers

Mould Making Silicone Rubber

1 Component Blocked Elastomers

Tooling/Prototyping Urethanes

High & Low Pressure Equipment for Foams

Casting Equipment