



# The Herald

.Era Polymers News Bulletin.



## Welcome

LESSONS FROM LIFE NUMBER 6

- Three Rings and an Old Knife -

About 5 years ago we moved into a new house. For some strange reason rather than DOWN sizing, we up sized. So, we had PLENTY of room to squeeze the old house into the new one — and then some.

The kids, and indeed the whole clan helped us move in. As the son and heir, moved an old painting into the new house, he said " Surely you're not bringing THAT old painting into such a nice house, are you dad? ". "Why not? For one thing its old, for another thing it looks cheap! "

"Well let me tell you a story son; On 5th December 1976, a couple of years before you were born, I packed my brand new wife into the Passat, together with a few envelopes and headed for Kings Beach Motel Inn, Queensland, for our honeymoon.

We were poor, we couldn't afford a plane ticket to paradise, so we improvised (We slept on our honeymoon night, by the way, in our brand new OLD house, at 25 Bates St., Homebush... NO such thing as a bridal suite, back then! BUT yes, I did carry your mother over the threshold).

Inside the envelopes that we took with us, were SOME of our wedding presents.... We did get the 19 casserole dishes, the 5 ham slicers, the 4 electric frying pans, and 4 toasters etc.etc. — All subsequently and expertly, REBIRTHED by my child bride --- In the envelopes however, we found more money than we had ever seen in our lives-- \$650! (Hey, it was 1976).

So what does George do? Half way up, towards Coffs Harbour, by the side of the road, somebody was selling paintings. ONE took my eye. The painting was by A.W. Singer. It was a traditional outback scene — an old gnarled Gum Tree in the middle foreground, a billabong just behind , a bluish mountain range in the distance — you could get lost in that painting - you could just about hear the currawongs calling out to their children ! )

So George blows \$180 of the \$650, for a painting that my son wants me to throw out!

How could !! It has SENTIMENTAL value. It constantly reminds me of the magic and mystery and love of our honeymoon.

Mind you if I tried the same trick again, 33 years later, my child bride would now say - "You want to buy THAT, George, don't be stupid! " — back then however, after being married for ONE DAY, I had POWER — my wife was still in awe of me!

So the episode with Mr. A. W. Singer's painting got me thinking....

After a Lifetime of Collecting, what do I value the most? What would say, differentiate a Baby Boomer, from a Generation X-er, from today's Generation Y-ers.

iPods'- Nah. Bose Stereo systems – double nah .EX-PENSIVE. Sony Home Theatre projectors --Triple Nah.

"You're kidding dad? Aren't you in love with all those toys? So if you aren't, why do you buy such stuff? "

Ummm, listen to my stories, over dinner son – then YOU will understand.

So what do you REALLY, REALLY value George?

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## UTECH Europe 2009 - Maastricht, The Netherlands

Era Polymers exhibited at the 10th UTECH Europe Event, held in Maastricht, from March 31 to April 2, despite the economic uncertainty the show was a success with delegate quality and attendance far exceeding expectations!

Whilst Era Polymers has previously exhibited at numerous Utech shows in Asia and North America, this was the first time we exhibited at the European show. Era was represented at the show by George, Tina and Alex Papamanuel, as well as our Technical Service Manager Dave Weir, and our Customer Service Manager Louise Connor.

The show was a fantastic opportunity to meet up with our existing European agents and customers, as well as a display for the Era brand and products to a whole new set of unique customers who were hearing of Era for the first time. The show was a resounding success, and we thank everyone who played a part in this.



## IRAN PLAST 2008

Era Polymers exhibited at IRAN PLAST in November 2008 with our Iranian Agent Sitco Dis Tigaret Ste. This was the 6th Iran Plast Exhibition and attendance to this exhibition exceeded all previous Iran Plast Events.



Photo from the left: Majid Ebadi (Sitco Dubai); Tony Hatzikiriakos (Era Polymers); Alberto Mariani; Hamed Bashir (Sitco Iran)

## FUTURE EXHIBITIONS & EVENTS

### DATES FOR YOUR DIARY!

#### 2009

The next exhibition for Era Polymers is PUTECH EURASIA, which is being held in Istanbul Expo Centre, Turkey, between the 8th – 11th October 2009, we look forward to seeing you there if you can make it.



#### 2010

##### PU China 2010

Will be held at Shenzen Convention & Exhibition Centre, 26th – 28th May 2010.

The 2nd UTECH North America Exhibition & Polyurethanes Conference, will be held 11th – 13th October 2010, Houston, Texas.

## LESSONS FROM LIFE NUMBER 6 - CONTINUED Three Rings and an Old Knife

The first, is an engagement ring that I have worn on my LEFT wedding finger since February 14th 1976. It was given to me by the woman that I had decided to spend the rest of eternity with. She was embarrassed to first tell me, that she wanted to buy it with HER money. She had just left High School. (Yes, Virginia, girls DID get married that young, back then). She didn't want to ask her parents for any money, and she didn't have that much, only having worked during the summer...So she wanted to spend the money that she had EARNED. She wanted it to be from HER.

The second was a ring that she placed on my finger on 4th December 1976. I moved it over from my LEFT wedding finger to my RIGHT wedding finger, a la the European custom (and she has NEVER forgiven me for doing THAT). It has stayed there ever since. Inside, IF, I can ever get the ring off, you can still read the inscription "Tina 4/12/76 -- Hey, This is 1976; it was de rigueur back then, to engrave wedding rings.

The third is a ring that my mother placed on my father's hand on 6th February 1939. She gave it to me in late August 1993, the week after my father died. It sits on my left hand wedding finger, next to my engagement ring. It's made of 24 carat gold, so is much softer than the 18 carat gold that is mainly used today. It's now 70 years old, and is starting to look a bit frail. It reminds me of my father every day. It has gone through a World War, a Civil War, and a transplant to the Promised Land. It also reminds me that I, and my son, both have my father's large hands — the ring fits perfectly.

And the Old Knife? Dad was a farmer in the Old Country. He thought that he was coming to the Promised Land to be a FARMER. Instead he spent his life digging ditches for the Gas Company.

BUT, in our house, the backyard is where he practiced his REAL craft. I'm glad to say that his grandson, and namesake, acquired his "Green Thumb" .Not me however. All that I acquired was his skill for turning chaos, into ORDER.

The Garden was Dad's life. The backyard ALL year was a riot of GREEN. There was ALWAYS something GROWING. There was NEVER a weed; never a plant out of place. Dad would grow enough, to feed TEN families. AND always in his pocket was an old knife. He had brought it over from Samos. He said that it was made in Crete; "Ta Critika maherakia, einai pio kala" ("The Knives made in Crete are always better ")

I go back to Samos every few years and I buy a few of these same knives to give away. NOW they cost about 4 Euros. SIXTY years ago they would have cost pennies. I always bought dad new, expensive American knives. He would smile, and politely say, as always, thank you. (Boy even THAT's a rarity nowadays. NOW people give receipts with presents in case the recipient doesn't like the present YOU bought — and you abuse them for not REALLY understanding your taste).

BUT, despite all the new "toys" that I bought him, he always carried that OLD KNIFE in his pocket.

The blade had serrated edges, that had just about, disappeared with time. Every now and again, he would use a triangular file and tease what was left of the serrations, apart.

The front of the blade had broken, probably when he tried to use it as a screw driver.

The pivot had long broken, so he replaced it with a bent nail. The wooden handle had been worn smooth and dark over the years, by an old man's hands.

He used it every day, to cut, and prune, and turn his garden, to a glorious, PERFECT life —

An old man's knife, far more valuable, than all the toys a man can buy in one lifetime.

And nearly, but not quite as valuable, as two rings given in love, 33 years ago.

But just as valuable as a 70 year old wedding ring.

## “Global Reach; Family Values”

In an increasingly highly impersonal world, Era Polymers is founded on the principle that, “Business, is people doing business with people”

Era Polymers philosophy has been largely built on personal touch and approach. We like to ensure that our customers constantly get a world class product with the service and back-up to match.

While our company is still Australian based, Era Polymers operates globally to satisfy the needs and requirements of its ever growing customer base. One way of servicing our customer base is to keep stock in strategic regions around the world. Era Polymers stock locations now include Sydney, Brisbane, Adelaide and Perth in Australia, as well as global locations in New Zealand, Malaysia, Dubai, Antwerp, USA, Canada and South Africa, in order to ensure much quicker lead times for our customers. In addition to these locations, we have over 30 agents around the world who carry local stock in their respective countries. So, no matter where you are in the world, there will surely be some Erapol brand prepolymers nearby.



## ISF100 FOAM used in construction of tyres for Radio Controlled Car!



Darren Preece came up with the idea to build 1:3 scale radio controlled replica midget of a speedway speed car that belonged to the late Michael Figliomeni; the Aussie Motorsport Hero from Perth.

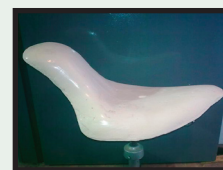
The replica is powered by a 12 horsepower bike engine, its 1.1 metres long and about 60cm wide!



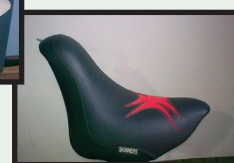
## ISF136 FOAM providing Comfort!

Skinner's Custom Seats in South Australia are using Ecofoam ISF136, to provide more comfortable seats for motorcyclists.

Anyone who rides a motorcycle a lot knows that if your seat isn't really comfortable, you are going to end up with a sore rear!



Foam Seat



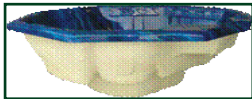
Finished Seat



## NEW PRODUCTS - Ecofoam RS2036, Eracure 110, Erapol EMD 135, Erapol EME 140 & Eragel ZR

### Rigid Polyurethane Spray Foam for High Performance Insulation

**Ecofoam RS2036** a two component polyurethane water/HFC blown foam to produce a 36kg/m<sup>3</sup> sprayed-in-place polyurethane foam insulation.



Ideal for a variety of applications, including thermal insulation. This spray foam offers a real alternative to most other insulation types using comparable thicknesses.

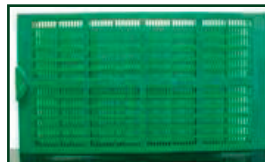
### Liquid Curative

**Eracure 110** is a liquid curative free from mercury catalyst, MOCA and flammable solvents; formulated for use where excellent abrasion and wear characteristics are required.

Eracure 110 can be processed at ambient or elevated temperatures and has been designed in such a way that catalyst may be added to decrease mould time if required.

### High Performance Elastomers

**Erapol EMD 135** (Quasi MDI-PTMEG) & **Erapol EME 140** (Quasi MDI Polyester)



Both these materials are 3 component systems which when reacted are able to give a range of hardness varying from 55A – 95A.

Both the Erapol EMD 135 and Erapol EME 140 are high performance MDI systems that can be offered in either 2 or 3 component variance. Erapol EMD 135 Series has excellent hydrolytic stability so is suitable for applications within the marine industry.

Other typical applications for both the EMD 135 and EME 140 Series include wheels, rollers, seals gaskets, bushes and linings.

### Other Elastomers

**Eragel ZR** is a 2 component system based on TDI/polyether chemistry. By changing the ratio of the two components, the user can end up with gels ranging from 25 Shore A hardness to as soft as the Shore OO scale. Convenient mix ratios mean it can be easily mixed by hand or machine, and readily processed and cured at room temperature. The product exhibits a residual tackiness after cure.



## MACHINE HALL

**NEW EQUIPMENT..... Polytec EMC DG-150**



We are proud to now be offering the newly developed DG-150 dispensing machine from Polytec EMC, for the processing of elastomers, epoxies, silicones and various other liquid resins. This is a compact machine for hot or cold castable systems, and can be used to dispense 2 or 3 component systems, with the option of adding colour dosing units also. The outputs of the machine are standardized to 6, 12 or 18 kg/min, with tank capacities of 60 to 250 Litres.

This new machine technology offers many of the benefits only previously seen on much larger and expensive machines.

Era Polymers is also proudly awaiting the delivery of its own DG-150 machine at its Banksmeadow facility, for customer demonstrations and product development.

## THE LABORATORY



### Perkin Elmer – FT/FTIR Spectrometer Spectrum 400

Era Polymers laboratory has purchased a new Infra Red Spectrometer to expand its existing spectroscopy capability.



This new FTIR will allow Era to analyse Near-IR with all the advantages of also using Mid-IR spectroscopy allowing for quick reproducible quantitative analysis of ingredients in liquids and finished products.

Whilst this equipment is useful to Era Polymers for quality testing of its raw materials, it also serves a number of other useful purposes to our customers. For example if you are not sure whether a previous cast part was made from TDI/MDI or Ether/Ester chemistry, Era Polymers laboratory can easily use the FTIR equipment to analyse a small piece to help guide you in the equivalent material selection.

### FLESKO - Adhesion Tester

The laboratory has a new adhesion tester. This unit is portable and measures the force required to pull a specified diameter of coating away from the substrate using hydraulic pressure. The force represents the coating's strength of adhesion to the substrate. This test method is in accordance with ASTM D4541, D7234, ISO 4624. The main use for this equipment will be to test the adhesion of our spray applied "Eraspray" materials to various primers and substrates.



**PMA** POLYURETHANE MANUFACTURERS ASSOCIATION

Era Polymers are members of The Polyurethane Manufacturers Association. This is an American Association with lots of useful information for elastomer processors. For more information, please visit [www.pmahome.org](http://www.pmahome.org)

Through networking, research, knowledge sharing and more, The Polyurethane Manufacturers Association help members, manufacturers and consumers make the most of the versatile durable material cast polyurethane; connecting some of the best resources and companies in the cast polyurethane industry.

## Meet the Era & Samos Team

### THE WORLDS BEST

#### FITTER & TURNER ADRIAN BARBER

I have a bad habit; I look for perfection in people, most of the time I don't find what I'm looking for.



Occasionally however, with people like the World's Best Electrician, Chris, and with Adrian, I hit the jackpot.

I think that I first met Adrian in 1973. We both worked for Escon Chemicals. We were both apprentices, him learning to build, and maintaining Chemical Plants, and me, with Polyurethanes.

Thirty Seven years on, we are still students, both, have done a reasonable job of learning our respective crafts. Adrian has built most of Samos Ena and Dio. It is to his credit, that all I have to do is wave my hands around, talk at 100 miles an hour, telling him what I want. He draws the whole thing on a postage stamp...

And Presto, he creates the magic, that people have marveled at, from around the world.

I only have ONE complaint however.... I have told him (and Chris) for 15 years, that he has to clone himself, and produce another apprentice. Both of them have let me down... So now they are both in trouble, Chris and Adrian will be there, long into their 90's! Since Adrian has just celebrated his 60th, he has a few years to go. Adrian is married to Jane, and they have moved WAY down SOUTH, and to celebrate, they got themselves a brand new dog Ruby.

Adrian has a reasonably good relationship with Shannon, my son in law...

They agree with most things to do with the factories, and their growth... But can't seem to agree about cars... Adrian is a confirmed Monaro man, Shannon goes for Falcons. Both have a penchant for blue beasts.

Pity, they would please the boss no end, if they went for GREEN cars.

#### RETIREMENT DAVE PARKER

Most companies our size, have a reasonable "churn rate". People come and sometimes they go. Sometimes you wish they did, sometimes you wish they didn't. Dave definitely falls into the latter category. It seems like he has been here forever (12 years! - Well that's forever isn't it?). He is a man of great charm and wit. Indeed, some say, (probably Margaret) that he is England's answer to Sean Connery!



He is definitely a "people person". He can size somebody up much faster than the 15 minutes that it takes me, and when he doesn't care for them, he can come up with a couple of classics like:

**"I will go to see what his name, soon, and take a large spade with me, for after an hour or so in his company I will be up to my knees in bull deposits!"**

**"Hi George**

**It's a pity Kevin Rudd hasn't decided to be plastinated, I would like to see him in a position like Auguste Rodin (The Thinker) with the appropriate name changed to something that sounds rather similar?"**

Dave has done good things for the company. He has done good things for our customers. Even when they weren't our customers, he could always drop past for a cup of coffee. It is a measure of the man that he can, and did, open doors that others couldn't. He always had our and his customers, best interests at heart. He was a good stabilizing influence on the younger members of the team. His, and Kay's juicy conversations, together were legendary.

He will be sorely missed. But it's time to put his feet up, spend some extra time with Margaret, pull up stakes from Melbourne, and move to the warmth of Queensland, and enjoy the next stage.

On behalf of all of us;

**Thank you Dave**

#### WELCOME JAMES DUMITRIU



#### SALES MANAGER ELASTOMERS SOUTHERN STATES

Some companies when they do a job interview, put you through the proverbial "third degree "(NOW, I wonder where THAT expression came from?). I let Brian do THAT bit of the interview. I prefer a leisurely Yum Cha... 'Cause I come from the school that says, "You have 15 minutes to impress me... Let's see how you go"... So Maroubra Chinese it was.

A few things came out... I told James we had about 35 Nationalities in our company of 75 odd people. Well he says, quick as a flash, "Make that 36, because I'm from Romania".

The second thing that came across, over the Yum Cha, is that James is a "talker" (I think that he could probably "talk under the table", our other two "talkers", Tony and Vanessa!) When I asked, why... "Well I'm an only child, and I had to learn to make friends quickly, by TALKING QUICKLY, because I didn't have any siblings".

Ok, Tony and Vanessa, watch out.

Since Tina wasn't with us at lunch, it was up to me to ask James the touchy feely questions - "You have kids". "Yes, two", "And their ages"... "31 and 32". "Come again?!" To understand my disbelief, you have to meet James. He looks about 40.

A quick sip on the soda water, gives me a couple of precious seconds of thinking time, and I come up with some possibilities --- EITHER, he did a "Romeo, wherefore art thou Romeo" and started VERY young, OR he, like Crocodile Dundee has discovered the joys of Botox. OR, he has a gem of a wife who is at James' beck and call!

(e.g. We had some friends like that once.. She used to peel the skin off the grapes, before feeding them to her husband! No she wasn't Greek! )...

Before I could come up with a further intelligent question, the conversation switched to the current global financial crisis, so I didn't get to ask one more question...

So, when you first meet James, do a George, and ask him the same questions, and tell me what you think.

So James is on board. He is taking over Dave Parker's job.

He brings to the role an extremely high degree of professionalism, enthusiasm, and he too believes that GOOD business is built on RELATIONSHIPS

**Welcome  
to the Era family, James.**

#### Breaking News!

On Tuesday 1st September at 10.45am Niki and Shannon produced our 5th grandchild, **George Vasil Williams**, at 3.4kg. Mum is doing well, Shannon is doing well, all the grandparents are in shock and Adam Williams hasn't got a clue what's going on.

George & Tina

#### Era Babies



**Terry & Suzie**

Had a baby girl;  
after 1 year  
Thomas is only slightly jealous!

#### Angela Kate Petkovic

Born: 21/11/08  
Weight: 4.1 kg  
Length: 51cm



## Strategic Alliances



# Era

## Era Polymers Pty. Ltd.

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