

Era
Polymers

THE **Herald**
ERA POLYMERS NEWS BULLETIN



INSIDE THIS EDITION **#33**

LESSONS FROM LIFE **# 39 - WHY ARE YOU STILL DOING THIS DAD?**

ERA POLYMERS: **FEATURE STORY**

ERA POLYMERS EXPAND INTO AFRICA!

IN THIS ISSUE

- LESSONS FROM LIFE.....1-2
- ERA POLYMERS (AFRICA).....1 & 8
- ERABOND 6100FC.....3
- FECKEN-KIRFEL VISIT.....3
- SYDNEY RECORD HEATWAVE.....3
- MOUNTAIN GROUT MGP1684
- STAFF NEWS.....4
- PU TECH INDIA 2017.....5
- TONY HATZIKIRIAKOS - 25YRS.....5
- GASTECH JAPAN 20176-7
- G. PAPAMANUEL, 45 YR CAREER.8
- THE WAY WE WERE.....9
- ERACOAT WB1K.....10
- NEW TRAINING ROOM.....11
- MACHINERY NEWS.....12
- THE LIGHTER SIDE.....12

Alex and I often have the most interesting conversations, in the most interesting places... Oftentimes the conversations are too short for my liking ... but the place, the timing, and the length, are not, sometimes of our own choosing.

So, last week, Alex and I were washing the dishes, downstairs, in our lunchroom (YES, we are still working class people, who wash up, our own mess)... Alex had been on a “two-weeker” to Canada and the US...

Whilst I, had just returned from a “three week” job, to places like Kazakhstan, Russia, Belarus, Ukraine, England and India... So, we hadn’t seen each other for 5 weeks, or so...

So we had a quick catch up ... me washing, and him drying...

(Continued Page 2)

Era Polymers has worked closely for many years with Diverse Urethanes (Pty) Ltd in South Africa and are very pleased to announce that the company has joined forces with the Era Polymers family to create Era Polymers (Africa) Pty Ltd.

Diverse Urethanes has an impressive reputation as a developer, manufacturer and supplier of formulated polyurethane systems, tailored to meet bespoke market requirements. The company’s success has resulted from a dedicated team of people able to deliver product quality, customer service and technical support to its customers.

(Continued Page 8)



(Continued from Page 1)

Those trips increasingly, are murder on my body, my liver, my sleeping habits, and even my morning regularity!

But it's a job. It's what I choose to do, at my ripe old age of 67.

Alex started by saying, that he too, NOW, understands why I do it... He , like me at his age, has a young family, a young wife, a day job, AND, being the Sales Director of our company... and the overseas travel, just adds to the stress and strain of it all.

BUT, when I," hit the road" all those decades ago, Alex was about 5, which means that Niki, was about three... It was before mobile phones, the Internet, Facebook, and even FaceTime!

I was allowed to call home, ONE time per week, because of the expense of it all.

Back then, Alex would get asthma attacks, every time I disappeared... One particular time, (I was in Japan), Alex had a particularly bad attack, to the point, where Tina took him, to the local hospital.

So, when I got back, Alex and I had our FIRST, deep and meaningful "Father and Son" talk. We went to our local park, I sat him on my lap... and asked "Why. Why did he get "sick" every time I went away?" His little voice quivered in response; "Because I'm scared that you will NEVER come back"

That then, and still today, makes you feel 1 inch (25 mm) tall!

So 39 years later, I'm still on the road... and that conversation still hurts.

Alex ... Now understands.

A few days, before this last trip, I was over at Shannon and Niki's, house.

I was describing to Niki, my upcoming marathon... The countries, I was going to visit. The tight schedule... The COLD to come (It was +44°C when I left home ... And I was going into NEGATIVE territory)... So my body and soul, were going to be punished, for 3 weeks... So it probably sounded like a complaint session...

To ME, it was just, "telling it, like it is" ...

So, Niki posed the question;

"Why are you still doing this, dad... you

should be thinking of retiring?"

So, why am I still doing this..? Let me tell you.... In no particular order ...

1. We are a specialist POLYURETHANE Chemical Company... so in our chosen field.....there is only a certain amount of polyurethanes that ANY, and every, country can absorb...and equally, only a finite amount that customers are prepared to buy from you. So, when we have done that in Australia...

What can you / should you do ?

The easiest thing is to sit back and say "We've arrived, let's sit back, and take it easy ".... NAH!

You then start to diversify the product mix ... YEP... we are NOW, a TOTAL polyurethane company, Foams, coatings, membranes ...i.e. the whole 9 metres.... 800 products that we sell here, and around the world.

"We've arrived, let's sit back, and take it easy" ...NAH!"

SO.... You grow OVERSEAS.... YEP, for that one too Along the way, we've hired a lot of very, very good people.... these people need challenges, they want to " Grow" as business people, as chemists, as production people, as sales people, as logistics people, as admin people ... we have them all .. And they want to be CHALLENGED ... so you take the model that you have perfected in Australia..., and you take your "dream" to the world... and your people come along, willingly, for the ride.

We give our people challenges, both here, and for our overseas business... and they are meeting, and more often than not, exceeding those challenges.

So, it's OUR family company, with FAMILY values, who take OUR unique way, of doing business... to the global arena... and it's working.

2. In life ,you are defined by, not only WHAT you do with your life , but by HOW you are doing it. I've been restless all my life ... it's a restlessness that is both DNA based, AND, more importantly, it's something that somebody else breathed into me.

SO, THIS IS WHAT I AM MEANT TO DO, with my life... hit the road running... And never ever stop.

3. People ask me what are my, Passions In Life ... EASY! In descending order... my WIFE, my CHILDREN, my GRAND-CHILDREN, my BUSINESS, and PEOPLE.

Huh, People?! Yes, people ... I have an inbuilt desire to talk to, to befriend people ... (this sometimes causes consternation with my family, especially my grandchildren, when "Pappou" starts conversations with STRANGERS...). I am blessed that I meet so many people, from so many cultures, with so many different outlooks on life, with similar fears, dreams and aspirations to me So as a "people person" ,I am blessed .

4. I like TEACHING ... so I've been a student of polyurethanes for 45 yearssome bits of polyurethane chemistry and technology has stuck to me... so I get to impart some of this hard acquired knowledge, to so many people, in so many faraway lands.

5. AND above ALL, of these points and thoughts... there is one OVERRIDING REASON, why I try so hard... And will continue to do so, for many years to come.

I had a father who only got to finish third class primary school. Even with that, he was the smartest man that I have ever met, I am still in awe of his wisdom (and he passed away 24 years ago)... He was born during the First World War, went through the Depression, went to the Second War, then the Civil War... and moved us to Australia in 1954 ... so he never had a chance. He gave me my restlessness, my desire to do something, with my life.

I'm still trying to please him.

And I'm still his son.



George Papamanuel,
March 2017

CAN IT GET ANY EASIER?

ERABOND 6100FC - (FAST CURE) PRIMER

ANTI CORROSION METAL PRIMERS

Primers and preparation are the key to a successful surface treatment which will give your substrate protection against corrosion increasing its longevity.

Want to know more about Erabond 6100FC (Fast Cure) Primer - Visit www.erapol.com.au; Email: erapol@erapol.com.au; or call us on +61 (0) 2 9666 3788.

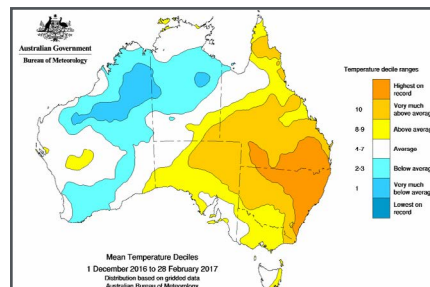
Erabond 6100FC (Fast Cure) Primer with its anti-corrosive properties, excellent chemical & impact resistance teamed with high flexibility is an ideal primer for metal substrates. It has outstanding adhesion to properly prepared Steel, Ductile Iron and Galvanised Steel.

A fast curing 2 component PU primer, with a convenient 1:1 mix ratio Erabond 6100FC will typically cure with 2-3 hours of application at 25°C.

Which means you can prime and apply Eraspray in one day.



The heat is ON



While Era Staff at Banksmeadow enjoyed the luxury of working in air conditioned comfort. Samos staff were struggling in these extreme temperatures.

The Bureau of Meteorology (BOM) has reported that the hottest February day on record at Sydney Airport was 10th February 2017. It has broken the previous record of 42.6°C, set on February 21, 1980.

Sydney's summer of stinkingly uncomfortable heat and humidity saw temperatures topping 40°C.

Bankstown experienced temperatures of 42.7°C, Sydney Olympic Park, and Penrith 42.3°C, Camden, Canterbury, Horsley Park and Badgerys Creek Creek has all topped 41°C.

At 12.30pm on Friday 10th February the thermometer reading of the concrete was 52°C the forklift seats were 44°C ! Instructions from the boss made sure the all the guys had lots of water and iceblocks throughout the day.

Fortunately Sunday 12th February saw a welcome relief to the weather.

We now have officially experienced the hottest summer in Sydney's 158 year recorded history — with 10 summer days over 35°C - according to BOM

PRECISION CUTTING REQUIRED?

World Leaders in Cutting Machines Fecken – Kirfel from Germany visits Era Polymers

Era Polymers is the sole representative of Fecken – Kirfel in Australia and New Zealand and we were lucky enough to have a visit from Thomas Weber, Fecken – Kirfel's Area Sales Manager in March. Thomas visited customers in Sydney, Melbourne and New Zealand the Era Representatives accompanying Thomas on these visits were Tom Butt (Era Equipment Specialist) and James Dumitriu (Technical Sales – VIC) in Melbourne and Craig Bishop (Technical Sales – NZ) in New Zealand.

Fecken – Kirfel manufacture cutting machines for processing PU flexible foam, PE foam, rigid foam, rubber, neoprene, expanded rubber cork, fleece, honeycombed materials and many more. They are the technological and quality leader in this sector and their machines set the worldwide benchmark for cutting precision and reliability.

The cutting machine types include

- horizontal and vertical splitting machines
- profiling machines (convoluter)
- contour cutting
- peeling machines
-and more.

Interested in finding out more, please contact our Equipment Specialist at Era Polymers Tom Butt at: Email: tom@erapol.com.au or visit our website www.erapol.com.au



Thomas Weber. Photo courtesy of Fecken Kirfel

FECKEN



KIRFEL



NEED A JOINT SEALANT FOR CONCRETE?



MGP168 is the answer!

MGP168 is a 2 part hybrid polyurea Elastomeric Joint Filler manufactured by Era Polymers.

Mainly used as a joint sealant in warehouses, factories and selected outside areas on industrial estates. It is also suitable for spalled joint repair, random joint filling and patching.

MGP168 is a 1:1 parts by volume mixed elastomer, grey in colour, with a low viscosity for easy mixing, it is also insensitive to moisture.

MGP168 can be applied in a number of ways through cartridges, mixed by hand or through a plural component machine, depending on your preference.

It adheres well to prepared concrete is fast curing so can be shaved shortly after gelling making for a swift application.

So if you need a joint sealant that is easy to install and has a rapid cure, think MGP168.



For further information visit www.erapol.com.au or email erapol@erapol.com.au

CONGRATULATIONS! ERA BABY NEWS



Irena & Eric welcome a beautiful
BABY GIRL: BIANCA YOGISAPUTRA
Time: 7:18 am
Weight: 3.020 KG
Length: 48 cm
DATE: TUES, 14TH FEBRUARY 2017
ON VALENTINE'S DAY!!



**CONGRATULATIONS!
NIKI Q - IT'S BEEN 10YRS!**



**CONGRATULATIONS!
JEFF RYAN - IT'S BEEN 10YRS!**



**HAPPY BIRTHDAY MARCEL TONDO
APPLIED POLYMERS**



**HAPPY BIRTHDAY
ROSEMARY FERGUSON APPLIED POLYMERS**



PU TECH INDIA 2017

PU Tech India, 6th – 8th March 2017, New Delhi, India



For the 5th time Era Polymers Pty Ltd, exhibited at the PU Tech Exhibition in India alongside our Local Indian Agent Chemex Chemicals from Mumbai.

As in previous years this event was held in Greater Noida, New Delhi, India from the 6th – 8th March 2017.

Era Polymers Managing Director, George Papamanuel and International Sales Manager Tony Hatzikiriakos participated in the exhibition alongside our local agents, Vijay Thakker, Manoj Katira and Hemanshu Thakker from Chemex Chemicals.

PU Tech India attracted an impressive number of new visitors together with potential and existing customers making it a successful show over the 3 days.

Era Polymers showcased its extensive range of existing and new products, manufacturing capabilities and services as supplied into the growing Polyurethane Industry.

Couldn't make the show and want to know more please visit our website www.erapol.com.au or Email us at erapol@erapol.com.au

Alternatively, if you are based in India, contact our local agent Chemex Chemicals - Email: sales@chemexchemicals.com or visit their website www.chemexchemicals.com



Left to Right: Mr. Tony Hatzikiriakos (Era Polymers), Mr. Vijay Thakker (Chemex Chemicals), Mr. George Papamanuel (Era Polymers), Mr. Manoj Katira (Chemex Chemicals) and Mr. Hemanshu Thakker (Chemex)



TONY HATZIKIRIAKOS - 25 YEAR MILESTONE!

Subject: Re: A VERY SPECIAL DAY FOR A VERY SPECIAL PERSON

On 6 Mar 2017 at 19:50:54 GMT+5:30, George Papamanuel <george@erapol.com.au> wrote:
Great heading for an email, right?!

The problem is my Blackberry goes wonky about this time of the year. So, on such auspicious occasions I should ask Terry, BUT it's 1 am in the morning back home (I'm in the Mother Country) ... and even if he was awake... he still couldn't give me the accuracy that I need ! There is only one guy in our company who remembers all milestone events... and that person is TONY.

So, I think that it's his 25th Era birthday this, just past, Monday, eh Tony ?! So, Tony needs to set the record straight for all of us. More importantly Tony,(and Terry and even Lyndell) where all there at the very beginning... when we were a 6 person company.

The company has come a long ,long way since then. More importantly so too, have the original team. As I keep on saying... a company is only as good as the people that it employs. **And Tony is one such person, that has vastly contributed to our success.**

3 days of Veg. Coming up . Thank you Tony. Best Wishes, George Papamanuel



APTANE®

The world's ongoing search for new energy supplies has resulted in strong growth in the number of LNG processing plants operating and in-planning worldwide.

Applied Polymers specialises in tailor made polyurethane systems, most notably high performance rigid insulation systems. Alliances developed with global organisations over many years, has ensured that **Applied Polymers** is at the leading edge of processing, application and raw material technology.

Applied Polymers is a division of **Era Polymers**, a global leader in polyurethanes systems research and development and is Australia's largest polyurethane systems house, currently exporting to over 76 countries worldwide.

The collective polyurethane expertise, together with extensive product development and testing capabilities has reinforced **Applied Polymers** credentials as a global supplier of high performance polyurethane insulation systems.

LEADERS IN CRYOGENIC & PIPELINE INSULATION

IN-HOUSE TESTING CAPABILITY INCLUDES THE FOLLOWING:

- **Cryogenic & Ambient Temperature**
 - Thermal conductivity testing
 - Tensile strength testing
 - Compressive strength testing
 - Tensile modulus testing
 - Coefficient of thermal expansion testing
- Flammability testing
- Closed cell content
- Core density
- Water absorption
- Water vapour transmission
- CTSR

Gastech
Conference & Exhibition

4-7 APRIL 2017
Makuhari Messe Chiba,
Tokyo, Japan

**Exhibited at Stand:
#19-040**



APPLIED POLYMERS

Applied Polymers

www.appliedpolymers.com.au

a Division of Era Polymers Pty Ltd
T: (+612) 9666 3788 | F: (+612) 9666 4805



APTANE® at GASTECH JAPAN 2017:

Hosted by:

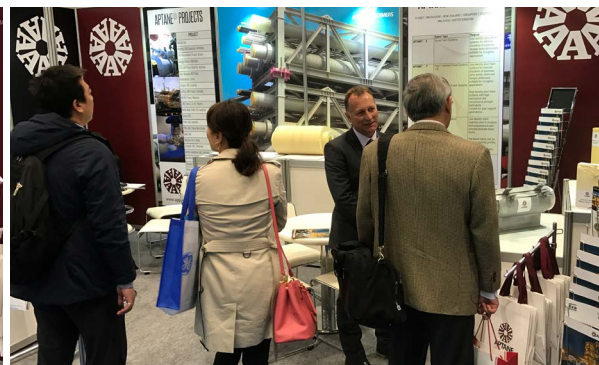
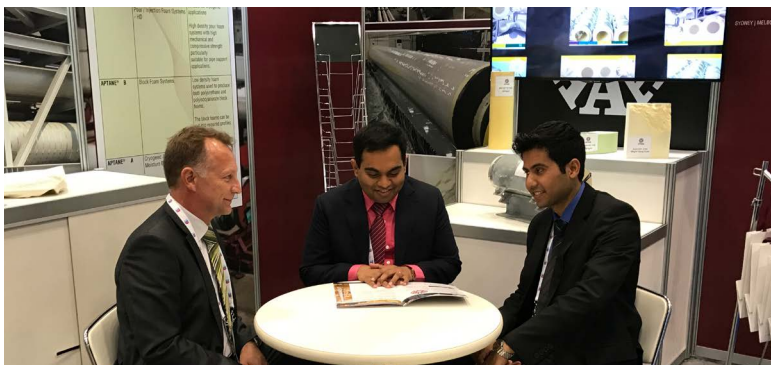
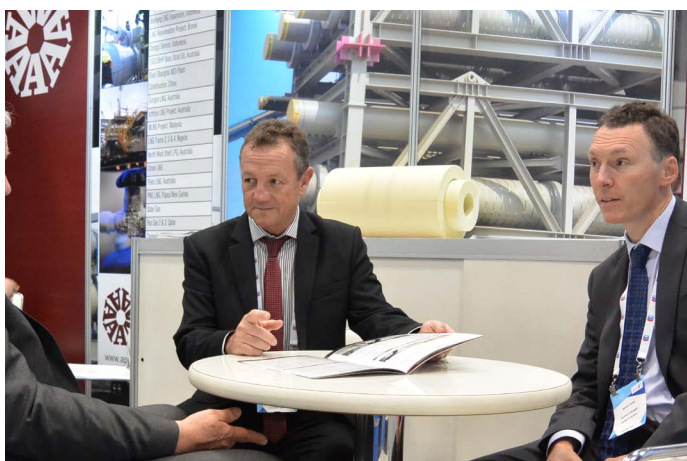


Applied Polymers, a division of Era Polymers Pty Ltd, was proud to participate as an exhibitor at the Gastech Japan 2017 held at Makuhari Messe for four days from Tuesday, April 4 to Friday, April 7, 2017.

This year's Gastech was the first to be held in Japan. The world's major natural gas companies participate in this international event, including state-owned oil and gas companies, the oil majors, power and gas companies that buy LNG, engineering

companies, equipment suppliers and other enterprises.

This was the first time that an edition of a Gastech event was hosted by more than one energy company, the host consortium collectively known as the Japanese Gastech Consortium (JPGC).



In attendance: Mr. John Eve (General Manager, Era Polymers Pty Ltd), Mr. Marcel Tondo (Technical Service - Foams Specialist, Applied Polymers) and Mr. Rob McLean (Sales Manager, Foams, Era Polymers Pty Ltd)

Gastech is the world's largest international natural gas and LNG exhibition. A 54,000 m² exhibition floor showcased 600 exhibitors, divided into specialty zones. Maintaining the conversion from the gas phase to the liquid phase requires high performance insulation materials such as the high performance APTANE® rigid polyurethane foam systems produced by Applied Polymers. Applied Polymers APTANE® branded polyurethane foam systems have been specified for use in some of the largest Australian, South-East Asian, Middle Eastern and African LNG projects. The products

high performance properties are able to meet the strict specification criteria required by the Oil & Gas industry. Applied Polymers APTANE® branded polyurethane foam systems have been specified for use in some of the largest Australian, South-East Asian, Middle Eastern and African LNG projects. The products high performance properties are able to meet the strict specification criteria required by the Oil & Gas industry.



Era Polymers (Africa) Pty Ltd



(Continued from Page 1)

Diverse Urethanes has a very similar business ethos to Era Polymers, their product portfolio includes polyurethane elastomers, rigid and flexible polyurethane foam systems and polyurethane construction chemicals, therefore an excellent inclusion into the Era Polymers global family.

Era Polymers is an Australian owned and operated business which has been manufacturing polyurethanes for over 30 years, currently supplying products to more than 76 countries worldwide. They have four state of the art manufacturing sites across Sydney and Auckland, supported by a team of industrial chemists located at a dedicated Administration and R&D Centre in Sydney. Ensuring that Era Polymers will remain a key supplier to the global market for Polyurethane materials into the future.

Era Polymers partnership with Diverse Urethanes, creating Era Polymers (Africa) Pty Ltd has considerably strengthened their position in the polyurethane business in Africa. Alf De Vincentiis (Diverse Urethanes) and his dedicated team will run Era Polymers (Africa) Pty Ltd based in Johannesburg, South Africa.

Era Polymers (Africa) will continue to provide high quality global products, some of which will now be produced in South Africa, the company will also have increased access to global R&D resources, which will be supported with dedicated local service.



Mr. Alf de Vincentiis & Mrs. Liz de Vincentiis, Era Polymers (Africa) Pty Ltd visit Australia



Left to Right: Mr. Alf de Vincentiis (South Africa), Mr. John Eve (Australia) Mr. Gerhard Cronje (South Africa), Mrs. Liz de Vincentiis (South Africa) and Mr. Martin Morrissey (Australia)

From the production site in Johannesburg, Era Polymers (Africa) are also perfectly located to supply the Aptane® range of high performance insulation products for the African LNG Processing Industry.

For all your polyurethane needs in Africa please contact:

Alf de Vincentiis and his team on +27 (0) 11 608 2584 or visit our website www.era-pol.co.za for more information.

A LOT CAN HAPPEN IN 45 YEARS...IT DID...AND IT STILL IS! Happy 45 Career Years George!



45 years ago, today, I began my first full time job, after finishing Uni.. My position was ; Development Chemist Polyurethanes for a company called Beith Chemical Materials, which morphed into, Escon Chemicals. Then a stint working with Uniroyal .. In a sales role ... and then here !

**Era Polymers Pty Ltd
SYDNEY - HEAD OFFICE**
2-4 Green Street
Banksmeadow NSW 2019
AUSTRALIA

Tel: +612 9666 3788
Fax: +612 9666 4805
Email Us:
era-pol@era-pol.com.au

**Applied Polymers
MELBOURNE**
181-187 Ordish Road
Dandenong VIC 3175
AUSTRALIA

Tel: +613 9584 3966
Fax: +613 9583 9979
Email Us:
enquiries@appliedpolymers.com.au

**Era Polymers NZ Ltd
AUCKLAND**
57 Rangitikei Road, Takanini
Auckland 2105
NEW ZEALAND

Tel: +64 9269 0710
Fax: +64 9269 4140
Email Us:
era-pol@era-pol.co.nz

**Era Polymers Pte Ltd
SINGAPORE**
16 Raffles Quay
#33-03 Hong Leong Building
Singapore 048581

Tel: +65 6582 8103
Fax: +65 6584 8100
Email Us:
era-pol@era-pol.com.au

**Era Polymers (Africa) Pty Ltd
SOUTH AFRICA**
2A High Street
Modderfontein, Gauteng,
South Africa

Tel: +011 608 2584
Fax: +011 608 2593
Email Us:
info@era-pol.co.za

Good Sport? Eracoat makes for GREAT SPORTS...floor

Era Polymers **Eracoat WB1K Gloss** was recently used indoors on an existing rubber floor. The floor had been laid many years ago and had started to lose its gloss and was showing some signs of ageing. The customer wanted something to rejuvenate the floor.

We recommended our **Eracoat WB1K** available in Gloss, Satin and Matt, they chose the Gloss and were extremely happy with the results it was both easy to apply and restored the floor to its former glory.

Eracoat WB1K is a single pack (1K), waterborne polyurethane coating for internal use, developed for application onto a wide variety of porous substrates including but not exclusive too concrete, masonry, pavers and rubber flooring.

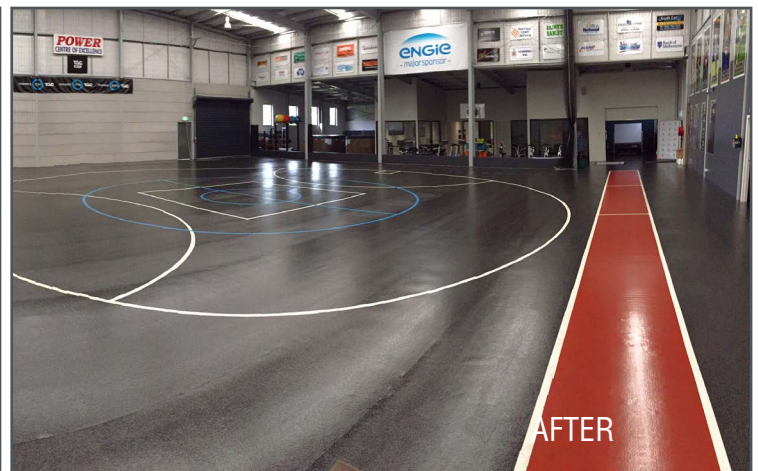
Eracoat WB1K is an ideal coating for entrances to shopping centres, walkways, ramps, sports floors and can be used in conjunction with **Eracoat WB1K Antislip** which was developed to reduce the risk of slipping particularly when the surface is wet.

Both **Eracoat WB1K** and **Eracoat WB1K Antislip** are:

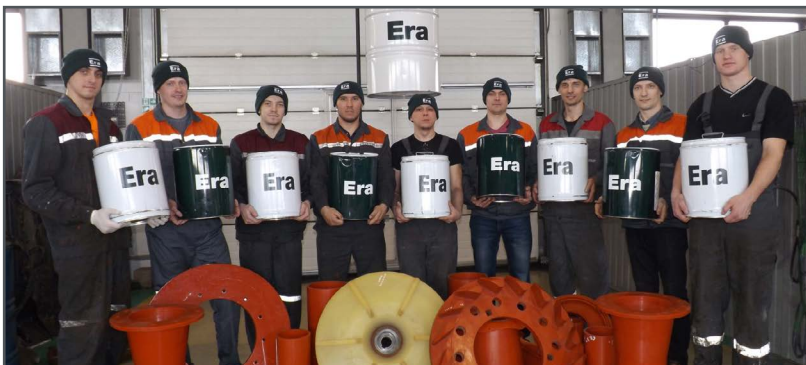
- Low VOC – Polyurethane Waterborne Technology
- Low Odour
- Fast Drying – To a tack free surface
- Easy to apply
- Easy to clean from application equipment

Due to the ease of application of **Eracoat WB1K** this system can be incorporated into regular cleaning regimes and used as maintenance product increasing the longevity of your flooring.

Want more information on our **Eracoat Products** contact Era Polymers on Tel: +61 (0) 2 9666 3788 or Email to: erapol@erapol.com.au



KAZAKHSTAN - 2017

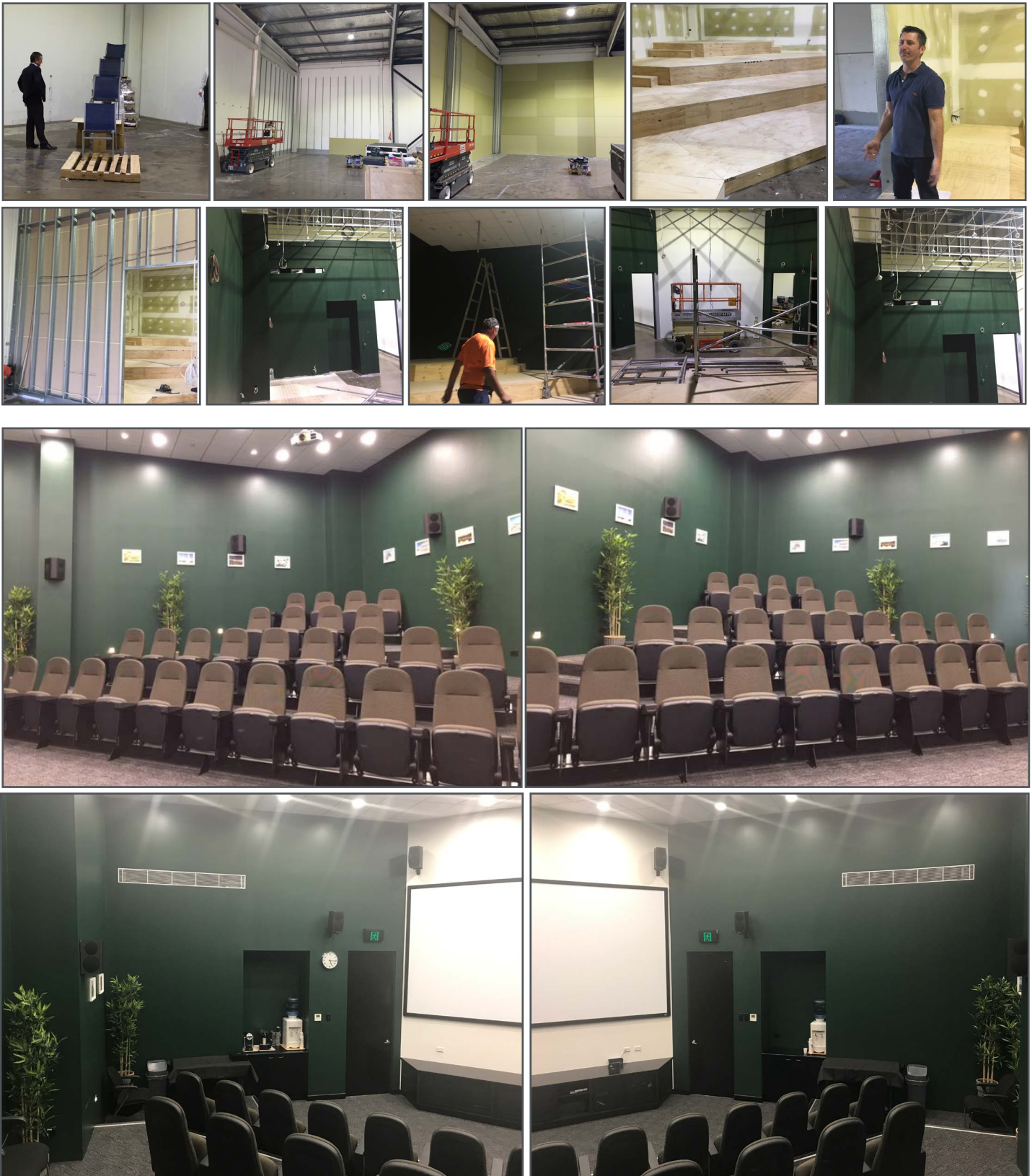


In a place, far, far away... there is a country called, KAZAKHSTAN. There, there is a magnificent polyurethane elastomer factory, producing magnificent polyurethane parts.

George Papamanuel

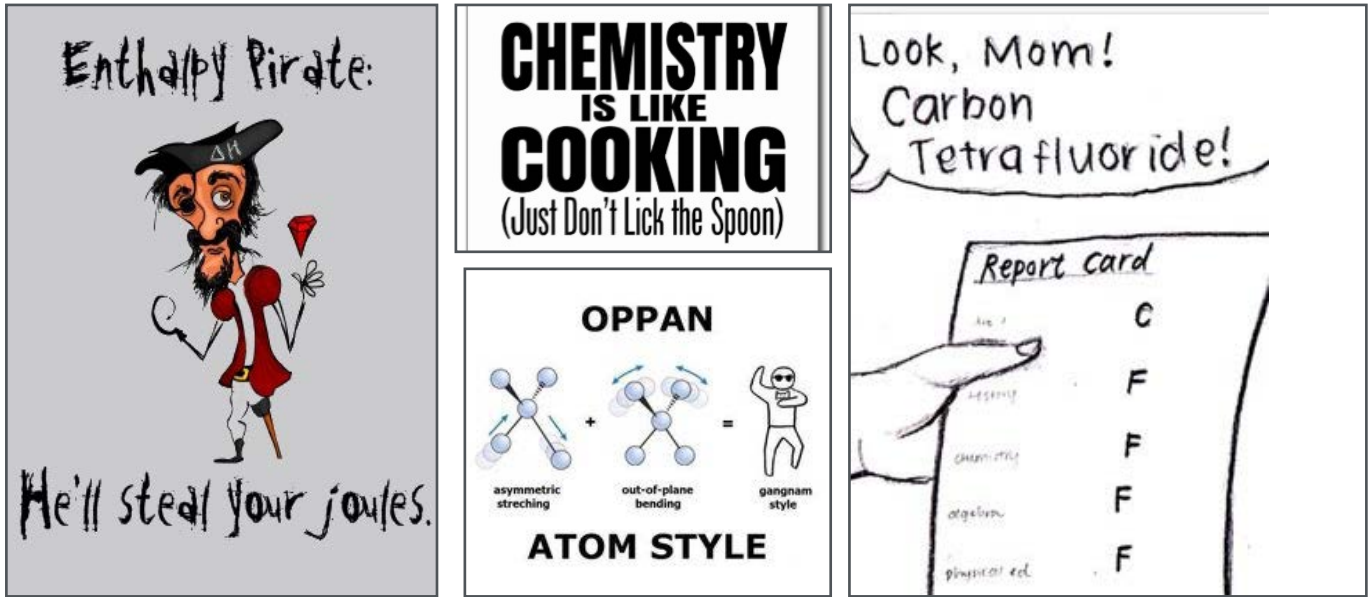
“Friends, Countrymen, and Students of Polyurethanes, Lend Me Your Ears!”

The new Training / Lecture Theatre has been 6 months in the making...Its finally finished. And even if we do say so... it well and truly, looks the part. In late May, we will be hosting customers and agents ,from Korea, Japan, China, Vietnam and India..., for a 4 day session. Our new Lecture Theatre should therefore get a good workout. This will be our first Training Session... more will follow.





THE LIGHTER SIDE



WHAT'S MOVING IN MACHINERY?

THE VORTEX MIXER

Save Time & Money while Reducing your Stress Levels

Try the Vortex VM2500

Vortex Mixers can Blend Materials from as little as 100g up to 10kg, Quickly, Evenly & Efficiently, with no Time Consuming Clean Up

Don't make your mind up until you have given it a go! Era Polymers have the VM2500 Vortex Mixer in both our Sydney and Melbourne locations for demonstration purposes. Give us a call and arrange a demonstration with one of our machine specialists and see for yourself just how efficient the Vortex VM2500 is.

Vortex Mixers are a suitable for a range of materials including:

- Epoxies
- Filled Polymers
- Polyurethanes

Era Polymers recently commissioned a Vortex VM2500 to a customer who needed to blend a urethane resin product with a 2 minute pot life; with the Vortex VM2500 they were able to blend in 25 seconds then have plenty of time to pour the mixed resin into their mould.

To find out more call Tom Butt (Equipment Specialist) on TEL: +61 (0) 2 9666 3788 and book your demonstration today.

For more information on Vortex Mixers* visit <http://media.erapol.com.au/wp-content/uploads/files/downloads/flyers/Vortex-Mixers.pdf>

*Era Polymers are the exclusive agents for the Vortex Range of Mixers in Australia & New Zealand.

Vortex are produced by Statemix in Canada.



THE Herald
ERA POLYMERS NEWS BULLETIN

Editors: Marketing Department
Victoria Zavras | Nicola French

Head Office Tel: (+61) 02 9666 3788

2-4 Green St
Banksmeadow NSW 2019
AUSTRALIA

www.erapol.com.au

Strategic Alliances

