



Lessons From Life #26 Watermelons

Sometime around the middle of last year, Vadim, our Ukrainian agent, his father Boris, and I, were driving from Odessa to Kherson district. As always, the first few days of an overseas trip, plays havoc on my body clock (It's funny that Alex, doesn't AS YET suffer jet lag - just wait your turn, son, just wait!).

So, we're driving along at 100 kays PLUS, on the worst roads imaginable. Boris figures that he's Michael Schumacher... So he's punishing the Mitsubishi and me. My mind is trying to shut down, but my head is bobbing around in sync with the pot holes. So what to do? Look at the country side. It's flat, monotonous and monochrome. Then, I spot a truck, left over from the Great War, with a couple of ruddy faced, burly farmers unloading watermelons by the side of the road... Giant watermelons. They're stacking them, in the neatest, tallest, pyramids possible. My half asleep mind, plays tricks... What are the Masons doing in Kherson? Why unload ALL these watermelons, into perfect pyramids? Why not just sell them from the back of the truck? And what do they do with the unsold watermelons, at the end of the day...load them back on?

Then we passed another truck, and another and another. So I asked Vadim... "Why, what... ALL these watermelons."

"Don't you know, Kherson is famous for watermelons. In fact, it is the Watermelon capital of the world! People come here from around the world to eat watermelons. You have never heard of the famous Kherson Watermelon diet?"

Nah!

"Well, if your plumbing isn't working too well, you come here for the SEVEN day watermelon diet. NOTHING but watermelons, for breakfast, lunch and dinner!

"Wow, I mean... wow. I could do that."

Then I had a sinking feeling. My parents always said to me, when you visit somebody, you should take them something... A small gift. Some baklava. A pen, a key ring, a mouse pad (even though mouse pads, Alex says, are going the way of CD's and even DVD's!) Something... BUT, I've got nothing to give our hosts... So I made Boris pull over at the next truck to buy the biggest, juiciest Watermelon possible. We did. For a few coins... Our guests loved it. I loved it. The watermelon was ripe, and hard and sweet and juicy, and full of black SEEDS.

The seeds reminded me, of our pilgrimage to Samos last year. We took Alex, Fran, George, Tina and Evie to Samos to celebrate my 60th. (Niki, Shannon and their brood, unfortunately couldn't come. Niki was waiting for Joanna to arrive). I had the best 11 days of my life, showing off my island to my Children and Grandchildren. It was summer. Samos sparkled. It was hot and dry. The watermelons were in season.

Continued on Page 2

An insight into the people of Era...

If you've read our newsletters over the last few years... You will get a flavour of who we are... We ARE a company of ... PEOPLE ... GOOD PEOPLE.

Are we successful, at what we do? I think so.

How do YOU measure success? I measure it, by employing good people and giving them the means and the opportunity to shine ... And shine, they do.

So, we're about 80 + people strong.

Brian Hudson once told me, "George, if you keep on growing and employing people, there will come a time one day, when you won't know everybody's name."

"I'm just about there Brian BUT, not yet". Having said that, it certainly helps when I infrequently visit the factories, to have the guys there with their uniforms on AND their names embroidered on their shirts. The problem is that sometimes, "Phil" swaps shirts with "Chris"!

Some of you interact with SOME of our employees some of the time. But wait, we have MORE good people.

Let me list for you, for example, who we have employed in the last TWELVE MONTHS, to show you what's happening behind the scenes...

Era Staff

- Parvis Adelpour
- Romy Cavallaro
- Emilie Degoue
- Nicolas Dolmaire
- John Eve
- Charine Halim
- Craig Kennedy
- Alvin Lawuharja
- Shahar Ronen
- Yumi Sento

Samos Staff

- John Barber
- Alistair Bezuidenhoud
- Aaron Dennis
- Craig Dunn
- Sharon Falke
- Valter Ferreira
- Joe Goodwin
- Dean Lambeth
- Robert Souter
- Troy Terry
- Michael Turnbull

Era NZ Staff

- Paul Blakeley
- Erin Manisty-Barnes
- Mel Sadler
- Keith Town

See, a whole bunch of new people doing their stuff together with the old hands.

And the beat goes on...

At this rate, I'll be writing about "Meet the Era and Samos Team", for years!

ISO 9001 and NATA Accreditation Audits

ISO 9001

Era Polymers successfully completed the annual surveillance audit of the Quality Management System (QMS) on the 4 - 5th of May 2011. The audit finding was for continued certification to **ISO9001:2008**. Since last year's audit, a new General Manager, John Eve, was appointed and the acquisition of New Zealand polyurethanes manufacturer - Pacific Urethanes New Zealand (in receivership) - has taken place. In this time, the QMS has further improved through the tracking of all measured objectives; subsequently it is proven to be effective in assisting our business to ensure the processes remain standardised and consistent. This contributes to Era Polymers meeting the requirements of **AS/NZS ISO9001:2008** focusing on continuous improvement and customer satisfaction.



NATA Accreditation - ISO / IEC 17025

On the 2nd of June 2011, Era Polymers' laboratory also successfully underwent its reassessment audit for the National Association of Testing Authorities Australia (NATA) accreditation for **ISO/IEC 17025**. The recommendation provided is for a continuation of NATA accreditation. Era Polymers' physical testing laboratory is a NATA accredited facility that is accredited for issuing NATA endorsed test reports for the fields of Mechanical Testing and Measurement and Science Technology. Currently, the laboratory has seven test methods to which NATA endorsed reports can be issued.





The first time we had one; George looked at it and said "Pappou, what are these BLACK things in the watermelon?" "Seeds George, seeds." "But, Pappou, why don't OUR watermelons have seeds?" Because George, Australia can afford the best watermelon scientists money can buy. Scientists first took the seeds out of bananas, then grapes and NOW watermelons! AND George, American scientists are even smarter, they've figured how to take seeds out of OLIVES." George was impressed.

The same story impressed my Kherson friends. They too couldn't believe that OUR watermelons don't have black seeds. So, next time I go back, I've already worked out what to take them... WHITE, soft watermelon seeds!

Back in the Mitsubishi, with our 6 kg watermelon squashed between my feet... My mind started to dose again and wonder back, to a time when we too, had black seeded watermelons. The place was Queanbeyan, near Canberra. Uncle Chris and Auntie Lefki had a restaurant/milk bar there.

They also, in 1961, had first cousin Maria. We went down for the Christening. As always when I was growing up, I never seemed to have anybody around me the same age when we went to family functions. So I learnt to dream, to make believe, to... entertain myself. That night, at the christening party, there was NOTHING to do (Shilo hadn't come)... EXCEPT, eat watermelons. Uncle Chris cut the watermelons and left enough fruit on the skin. Then he gave me a large spoon to scoop out the flesh. So I went for it, and went for it, and drowned myself in watermelon juices.

That night, mum and I slept on a mattress together, on the floor. Sometime, in the early morning, I heard mum scream. I woke up startled. Mum was saturated. So was I... ALL that watermelon juice had played havoc with my bladder. Everybody woke up. Everybody laughed.

At the age of 10, I crawled into an emotional hole and... died! (There was NO "touchy / feely... mustn't do the child damage", emotions back then.)

In our family, dad was THE story teller. Mum didn't enjoy life as much as dad. She endured it. She suffered its slings and arrows. Life was to be endured, rather than enjoyed.

In her darkest hours, she would always say "Have I told you that when I was in 5th class ("pempt dimotiko") my teacher told me, that I should have become a nun. I should have, you know?"

BUT, every now and again, she would perk up and when she wanted to laugh, she would say "Have I told you the story of when George wet me?!"

She would laugh and laugh, and the whole family would laugh with her, as she told the story. The more she told the story, the better it became.

And I would just withdraw, into my pimples and teenage insecurity....

BUT, I always remembered the Lessons.... NEVER, eat watermelon with a spoon.

"Global Reach, Family Values"

Era's Distributors – Introducing Arinos Quimica and Spectrum Technologies



Arinos Quimica – Brazil

www.arinos.com.br

Arinos Quimica has been Era Polymers' distributor in Brazil for approximately three years. During this time, Arinos Quimica, a large established Foam Systems House directed by Mr. Mateos Diaz in Sao Paulo, has formed a great friendship and alliance with Era Polymers.

Since then, the team at Arinos (headed by Henrique and Marcelo) have captured a significant part of the Brazilian polyurethane elastomer market.

Their hard work and dedication have contributed to the ongoing success of Era Polymers in Latin America...Very well done and congratulations to all the team at Arinos.



Spectrum Technologies – India



As our Polyurethane business started to grow in India, it became apparent and necessary to find a suitable distributor that knew this business and more importantly, the technical aspects of cast Polyurethane Elastomers.

It was the beginning of January 2004, when I received a fax from a gentleman called Mr. Rao Madhusudhan Malluri with his company letterhead - Spectrum Technologies Pty Ltd Hyderabad.

He introduced himself as having a number of years of polyurethane experience together with a strong aptitude in both Mechanical Engineering and Mould Design. After about six or so more faxes and some telephone dialogue, he placed his first order for one pallet of chemicals early in 2004.

Within a few more months a second, third and fourth order followed for more PU chemical, together with his customer list. It was around April of that year when I decided it was time to visit. I was on the plane to Mumbai to meet with Madhusudhan; remembering that I had not been back to India since about the year 2000! He was waiting to greet me at the airport with our Elastomer Brochure so that I could recognise him and the deal was done.

Today Spectrum Technologies distributes our entire range of Polyurethane Cast Elastomer systems and ancillary products all over the entire Indian Subcontinent. Madhusudhan has developed an enviable reputation with all customers ensuring a high level of technical expertise and advice with on time delivery of our products.

Thank You Madhusudhan, we at Era Polymers appreciate your efforts and will continue to work together to ensure the growth of the business in India.

Tony Hatzikiriakos

MACHINE NEWS

DG 132 / DG 133

The **DG 132 / DG 133** is the latest machine from Polytec EMC and is now available from Era Polymers.

This 2- or 3- Component Dosing, Mixing and Casting machine, is the perfect solution for small to midsize production capacities. This flexible production machine can be characterised by its colour dosing & vacuum unit and has a standardised machine configuration for all 2- or 3- component reactive systems like TDI/MDI/Mboca. Completely heated component lines, allow for temperatures up to 150°C. The machine also includes an optional 3rd component module which can be easily connected. With an output of 100 - 6000g/min and a tank size of 34 - 100L, the **DG 132 / DG 133** provides efficiency and quality over others.

For further information, please contact our Machine Specialist, Hugh Fraser on **+61 (0) 2 9666 3788** or hugh@erapol.com.au



Klingstone

the permanent bunker solution

An easy to apply, single component polyurethane, that will keep your golf bunkers free from contamination and looking good for many years.

Once cured, **Klingstone**® permanently binds and stabilises the soil/sand in the bunker, by essentially gluing the particles together.

Klingstone® can be used for bunkers under construction and renovation.

1. Construct new bunker or remove old sand from existing bunker.
2. Cut, shape and smooth the bunker as desired.
3. Spread 10 - 20mm of fresh sand in bunker without covering drains.
4. Spray apply **Klingstone**® with simple water pump, garden hose and spray nozzle.
5. Allow **Klingstone**® to cure for 24 hours.
6. Add new sand to bunker and rake smooth.



For further information on **Klingstone**® please contact Jeffery Ryan on +61 (0) 2 9666 3788 or jeffery@erapol.com.au

See at http://youtu.be/H06s_XK1hic

Introducing Erabond Concrete

Two component water-borne epoxy products have been a standard concrete priming technology for many years. Although effective, time taken for the primer to dry before application of the top coat has long been an issue with time to dry film being in the order of 8 hours @ 25°C. Spray coating applicators would ideally like a primer that can be applied to prepared concrete that will dry quickly so that the top coat can be applied in the same day thus saving considerable time and money.

Fast drying product also reduces the time the primed surface is exposed, thus reducing the risk of contamination settling on the surface.

Era Polymers have formulated a new polyurethane based product called **Erabond Concrete** which has the following advantages over traditional water based epoxy technology:

1. *Single component* - no need to mix two components together at the correct mixing ratio.
2. *Fast drying* - typically 1.5 - 2 hours at 25°C.
3. *Low viscosity* - aids penetration of the concrete.
4. *Excellent bond strength* to the concrete and spray elastomer (polyurethane/polyurea) top coats.
5. *Dries to hard film* - resists outgassing from the concrete which mitigates against blister formation in the top coat.
6. *Economical* - attractive unit pricing coupled with coverage rate of circa 7m²/Kg.

Handy tip - for filling small surface defects in the concrete slab, **Erabond Concrete** can be mixed with sand and then trowelled in place prior to overcoating with spray elastomer.

Product data, pricing and samples available upon request.

For further information on **Erabond Concrete**, please contact Head office on +61 (0) 2 9666 3788.

Eracoat High Build Sealer

On May 3rd, Era Polymers held a trade night at one of our Distributors, Embeltons in Melbourne, launching our new MDI range; **Eracoat High Build Sealer** and **Eracoat Rapid MDI Gloss**. Over 50 flooring contractors were in attendance along with the Australian Timber Flooring Association from Brisbane. For those who missed it, the night showcased the benefits of the new MDI coating range and gave a good insight into Era Polymers and its Floor Coating Division. The night also gave flooring contractors the ability to participate in the application of the coating.

Eracoat High Build Sealer is a unique, fast drying MDI polyurethane, containing 40% solids that dries within one hour for recoat. It has a low odour during application and once dried is odour free. This product allows the contractor and customers alike to walk on their floor within two hours of the coating been applied. This provides a real advantage over competitors and drastically reduces the working times of the contractor and the need for the home owner to be out of their houses for great lengths of time.

For further information on **Eracoat High Build Sealer** or to find out when the next trade night is on near you, please contact our Floor Coating Specialist, Craig Kennedy on 0412 183 375 or craig.kennedy@erapol.com.au



Craig Kennedy demonstrating the application of Eracoat High Build Sealer.

Meet the Era and Samos Team



Dominic Pearsall
QLD Sales Manager



Brian Dennis
Plant Operator

Dominic joined us in 2006. He is one of those employees that you just love to employ. Very professional, very good looking, and the most WICKED, infectious giggle, ever invented.

Whatever we throw at him, he swims e.g. New Zealand. NO problem for Dominic; Eileen's side kick, in the Old Mother country. SURE, why not. He does it all with aplomb, and THAT giggle. He can mix it with MD's and can mix, bucket and sticks, with the best of them, when the need arises.

A true and valued member of the Era family. Dominic is married to Jackie and has two children. One of these days I want to meet his children and see if they giggle, just like dad.

The beginning of 2004 saw Brian enter through the doors of Samos. With plenty of experience in this game, making Prepolymers seemed to come naturally to him.

Like many other employees of Era, Brian has a passion for Photography, so the hope of a Samos employee entering the 'world famous Era calendar' rests on his shoulders. Unfortunately, he missed out on this year's calendar, due to a Europe trip with his wife Christine, but has returned with some fantastic pictures.

The Dennis family is also growing with news of Brian becoming a grandfather for the second time, congratulations!



Congratulations goes out to Dave Weir who married long time girlfriend, Sarah, in Fiji on June 10, 2011.

The hunt for the long lost Engagement Ring

For 46 years, Brendan Kelly (our Warehouse Manager out at Samos) and his family have been on the hunt for his mother's engagement ring. At the very tender age of two, his sister got hold of the ring and it was never to be seen again, lost in the bulldust filled barn near the house... Well that was the case, until a few weeks ago.



Since that unfortunate day many years ago, every Kelly kid has dreamed about finding the missing ring. So collectively, the 15 members of the Kelly gang got together armed with two shovels, two picks, two

sifting baskets and one metal detector and approached the job with high hopes. After two days of digging, sorting, sifting and finding very little, things looked grim.

On the third day, just when things looked as if they might end in disappointment, Brendan searched through two baskets that had not been touched for an hour. To his great amazement, there in the dirt, lay the sought after ring! After 46 years of mystery, the engagement ring was finally returned to its rightful resting place and his mother's tears of joy will last in the memories of the Kelly family forever.



Baby News

Nicola and Chris French had a baby boy!

Daniel Matthew French

Born: 16th May 2011

Weight: 3.445kg

Length: 54cm



The maths trick that always works!

Take your age, say 26.

$$2 + 6 = 8$$

$$26 - 8 = 18$$

18 is divisible by 9.

If you do this for any age the answer will always be divisible by 9. Try it and see!

Who's new to the Era Team?

Receptionist:	Yumi Sento
Chemist:	Shahar Ronen
Administration:	Charine Halim

For more information on any of the products featured in this Newsletter please contact Era Polymers on +61 (0) 2 9666 3788 where one of our representatives will be able to assist you. Alternatively email erapol@erapol.com.au

Strategic Alliances

