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Edition 240

July-August 2025

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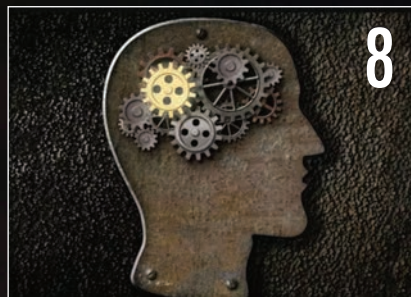
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2026 Aston Martin Vantage S

EDITORIAL

INSURERS SUPPRESS COLLISION REPAIR PROFITS



Ian Groat
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Over the past two decades, the collision repair industry and its supply chain have experienced significant intervention from insurance companies. These insurers seem to be focusing on capping repair costs year after year, often offering sub-inflationary labour rates for the 1 000 or so body shops tied to service level agreements (SLAs). This top-down approach has created a "divide and rule" strategy, where the real beneficiaries appear to be the executives at these insurance companies. These executives seem to profit handsomely, receiving large bonuses funded by insurers, all while publishing reports showcasing impressive profits. With nearly a 7% increase in policy premiums and a notable decrease in accident claims, it's no wonder that the massive advertising campaigns promoting accident repair policies are so well-funded, given their wide reach on TV and across the internet.

If you are in any doubt about who is laughing all the way to the bank, just take a look at the major insurers published results in recent times to see a major insurer, like Santam come out with an approximate increase in revenue of R3.5 billion and an estimated further R1.8 billion net profit level on their risk reward with an increase of 203% overall in their results where they did not show the exact profit on the motor book unlike previous disclosure results from Santam. This, even though their management published costs rose up from 35% to approximately 50% of total income.

Rumours are rife that some major insurers have paid out some astronomical annual bonus payments on excess of R2.3 million to company staff executives in salary rewards while smaller companies like Discovery also posted a huge underwriting profit and turnover increase on their motor book, with a 100% increase in profitability on that cover. The story goes on and on with smaller insurers like PPS also showing an increase to R420 million in their listed results.

Old Mutual have also enjoyed a gross premium and net underwriting margin up from 2019 of R14 699 up to R21 930 million results in 2024 while OutSure also gave the pleasant surprise to their shareholders of a 20,3% rise in normalised earnings of R353 million in recently published results, in our approximate estimation.

In view of these massive profit increases of insurers one has to look at the dark side of marginalised profits being seen in the complex area of crash repairs which have been affected by the top-

down micro-management practises now being employed from our process partners in insurance year on year over the last decade and more.

Just take this year's contractual service level agreed at a 5% increase cost on average labour rate awards which falls woefully short of real world increases. Other questionable trade practices where insurers offer resolved claims cash in lieu settlements to the insured driver involved in a damaged vehicle repair where all too often these settlements are 30% under market value on the vehicle.

Other common practices being employed are in-house. Those on claims across the motor industry trends have seen employed to repudiate a claim that those who will be paid out. It's a kind of sharp practice that will in many ways fail their obligation to keep the customer satisfied in the event of an accident taking place and could be construed in some ways of acting in bad faith with the policy holder in question. In many cases their actuarial teams work out who will place a legal challenge against them on a poor claim outcome.

This sad trend is in the short term set to continue for body repairers as the current levels of South African inactivity or inability to get up and demand the correct payment terms for their skill levels and expertise on sale is almost non-existent. So, clearly you can't help an industry which is more worried about insurance work exclusion levels than that of profitability. It looks to be under threat in a big way for its own long-term survival being combined in a new world order of the throw away car and all its electronic complexity which combined to make new vehicles unrepairable in futuristic terms in the long run.

In a final note you just have to wonder why the Department of Trade and Industry have made no enquiries on short term motor insurance dominance in this trade segment of the economy to rectify some basic free market principles which have been sent to the trash bin by insurance companies in applied dominance principles in recent years.

New U.S. state laws letting consumers appoint independent loss adjusters could improve write-off pay-outs, often undervalued by up to 40%. This empowers fairer compensation after accidents. Sadly, South African consumers can't expect similar reforms anytime soon, with slow-moving action from consumer protection agencies and the Department of Trade.

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ROGER McCLEERY'S 90TH BIRTHDAY BASH

When it comes to South African motorsport, few voices have echoed louder or longer than that of Roger McCleery. So, when he reached the remarkable milestone of his 90th birthday, it was only fitting that those who know and love him came together to celebrate in style — and with a surprise he never saw coming.

The event, held at St. Stithians, was masterfully arranged by his children - Kathy and Grant. Kathy flew in all the way from southern Ireland to mark the occasion. What Roger believed would be a quiet get-together turned into a heartfelt gathering of family, longtime friends, industry peers, and an impressive roster of motorsport legends — all there to honour a man whose contributions to the sport have spanned decades.

Roger, fondly known as the “voice of motorsport,” has left an indelible mark on the industry through his unwavering passion and tireless dedication. For over 40 years, he's been a beloved contributor to *Automotive Refinisher* and continues to bring his infectious enthusiasm to the airwaves with his weekly radio show, *On the Road Again*, still going strong on 1480 AM.



The afternoon was filled with laughter, memories, and tributes — a fitting celebration for a man who has done so much for South African motorsport. As guests raised their glasses, one thing was clear: Roger McCleery is more than a broadcaster or journalist — he's a living legend. And on this unforgettable afternoon, everyone present felt the privilege of being part of his extraordinary journey.

Cheers to 90 years, Roger — and here's to many more laps around the track.



SA RUGBY AND HYUNDAI JOIN FORCES WITH SPRINGBOKS

SA Rugby and Hyundai Automotive South Africa have expanded their partnership to include the entire Springbok family — Springboks, Springbok Women, and both men's and women's Springbok Sevens teams. Initially named the official vehicle partner for junior national teams in April, Hyundai has now extended its support across all levels of SA Rugby under the banner: United by Rugby. Driven by Hyundai.

SA Rugby CEO Rian Oberholzer praised Hyundai's alignment with the organisation's values and its commitment to meeting transport needs for players, staff, and equipment. Hyundai South Africa CEO Stanley Anderson highlighted the shared values of strength, excellence, and innovation, calling it an honour to partner with the four-time world champions.

The partnership includes access to Hyundai's award-winning vehicle fleet and kicks off with joint stadium activations during the Castle Lager Incoming Series and Rugby Championship. This collaboration symbolises the unity, reliability, and winning spirit shared by both brands.

The collaboration kicks-off with joint stadium activations during the Castle Lager Incoming Series and the Castle Lager Rugby Championship, where fans will get to experience the synergy between world-class rugby and automotive excellence.

The Springboks represent more than just rugby — they are known for their strong team spirit and collective effort, which has been crucial to their global success.



GOOD YEAR FACTORY CLOSURE

After 78 years of manufacturing tyres in Kariega, Nelson Mandela Bay, the Goodyear factory will close. Restructuring that includes the closure of the company's manufacturing arm in South Africa will take place — Section 189A retrenchment notices have been served.

The jobs of 900 workers are at risk and thousands of jobs from secondary industries are being threatened as Goodyear announced this week that it was closing its factory in Nelson Mandela Bay.

The factory, in Kariega (formerly Uitenhage), was opened in 1947. About 900 employees will lose their jobs, but fears are that this will have a larger secondary impact as other industries, such as catering, security and corporate social investment projects will be affected by the decision.



AUTOMECHANIKA AFRICA ROADSHOW

Following the highly successful Automechanika roadshows in Gaborone, Botswana and Nairobi, Kenya, the Information Sessions once again brought together key figures from the automotive and logistics sectors to collaborate and share crucial business insights.

The recent Automechanika Buyers and Visitors Sub-Saharan Africa (SSA) Roadshows in Zimbabwe and Zambia, under the theme “Forging the African Connection”, have set the stage for what promises to be the most important gathering for the region's automotive professionals later this year.

As the Roadshow's theme suggests, it is time to forge the African connection. If you are a manufacturer, distributor, service provider or policymaker, Automechanika Johannesburg 2025 is the event where you can influence the future of the industry.

CRA UPDATE

GEARING UP FOR THE BEST CRA CONFERENCE YET AT AUTOMECHANIKA JHB

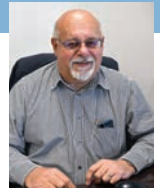
Last month, I had the privilege of attending the dynamic Automechanika Birmingham show — an event that brought together over 15 000 professionals from across the automotive aftermarket, including technical sales engineers, spray painters, and collision repair specialists. The exhibition halls buzzed with activity as attendees explored the latest advancements reshaping our industry.

What truly stood out for me was the sheer depth and quality of training sessions on offer. From ADAS calibration and smart repair techniques to insurance quoting systems and the growing role of used parts in modern repair strategies, the programme was packed with forward-thinking content. These topics are not only shaping the global collision repair landscape — they're increasingly relevant to South Africa's body shop sector as well.

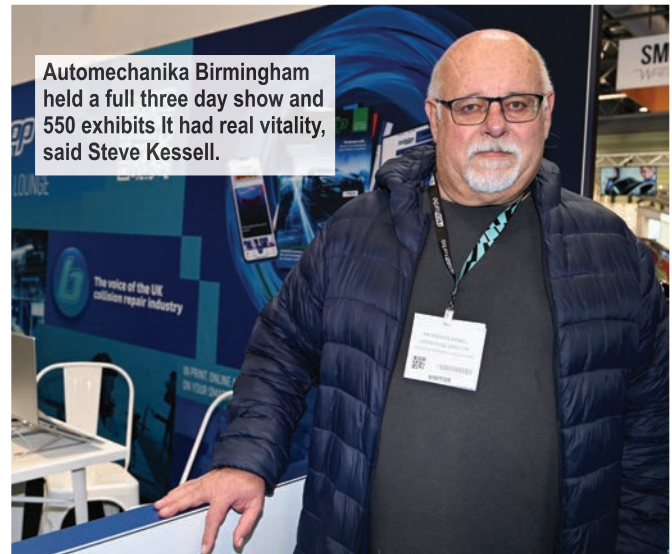
Over the course of three action-packed days, I had the chance to meet with renowned industry futurist Andrew Marsh, with whom I discussed key themes we plan to address at the upcoming CRA Conference, set to take place during Automechanika Johannesburg this October. Andrew stressed the critical need for organisations like CRA to lead the charge in knowledge-sharing, especially as information around emerging vehicle technologies — such as drive-by-wire systems — is often fragmented or poorly communicated. He emphasised that with parts shortages and supply chain delays becoming all too common, the industry must find new ways to adapt, innovate, and protect its reputation.

Automechanika Birmingham was also a valuable lens through which to view shared global challenges. The shortage of skilled repair technicians, for example, is just as pressing in the UK as it is in South Africa. But what impressed me the most was how the event tackled this issue head-on by showcasing cutting-edge tools, repair techniques, and comprehensive training resources — demonstrating a strong commitment to industry development.

Another eye-opener was the increasing presence and professionalism of Asian suppliers, particularly from China, whose hard parts and component offerings have reached impressive levels



Steve Kessell
www.crasa.org.za



of quality and reliability. With over 550 exhibitors and 186 hours of expert-led sessions, not to mention around 50 new product launches, the scale and scope of the show were nothing short of extraordinary.

While I couldn't attend every session, the event also served as a fantastic networking platform — connecting repair professionals with key players across the value chain.

With all this inspiration and insight in hand, we're confident that the CRA, in partnership with *Auto Refinisher Magazine*, will deliver a world-class repair conference at this year's Automechanika Johannesburg. Be sure to save the date — 30 October — when our networking hub will be in full swing. This is one event you won't want to miss! Contact Lisa-Marie for more information on: lisa-marie@crasa.org.za

CLARIFICATION

VEHICLE DAMAGE QUANTIFICATION CERTIFICATION VERSUS QUALIFICATION

At present there is a lot of noise and confusion surrounding the Vehicle Damage Quantification (VDQ) qualification like other institutes who offer professional certification in a similar matter. A qualification — like a matric certificate or degree — is a goal achieved that you don't need to redo if you have already accomplished it. A certification is proof of professional development done to stay up-to-date with your accolade that you will need to stay current within your chosen profession.

With the rapidly advancing vehicle technologies, the industry has acknowledged that holding a qualification alone is not longer enough. Today, what truly defines a professional is not just qualification — but an ongoing commitment to professional

development, learning and adherence to governance standards set by a recognised professional body.

The VDQ Qualification, registered with the Quality Council for Trades and Occupations (QCTO), confirms the baseline competence of practitioners. Ongoing CPD (Continuous Professional Development) is the key to staying relevant and competent in a fast-changing automotive landscape.

The CRA work closely to maintain a cohesive approach to ensure that estimators in the MBR industry are technically informed and that the industry as a whole and are working towards the same end goal of correct and fair assessment when it comes to vehicle repair.

A caution to members of the collision



repair industry is to be aware of the difference between qualification and certification, as you want the best for the longevity of your business, and the market as a whole.

When dealing with your vehicle's repair, don't hesitate to ask your assessor about their qualifications and whether they are a 'Certified Professional' for your peace-of-mind and guaranteed satisfaction.

A 'Certified Professional' assessor is someone who has not only achieved the foundational qualification but has also committed to accredited professional ethics.

For more information about joining this community of certified professionals, contact: info@vdqgbsa.co.za or visit the website www.vdqgbsa.co.za.



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SHARED ACCOUNTABILITY: MENTAL HEALTH IN THE MBR INDUSTRY



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f Swift Auto Body Repair

Mental health is not a topic we often tackle in the motor body repair (MBR) industry. It's complex, uncomfortable, and often seen as "not our job." But if you've spent time in a busy workshop, you know that this conversation is long overdue.

The average motor body repair workshop is a high-pressure zone. Tight job cards, difficult clients, sometimes low repair volumes, insurers breathing down your neck, costly re-do's – and yes, the occasional hungover staff member on a Monday morning. Add in cashflow challenges, performance issues, and a national backdrop of a struggling economy, poverty, crime, and under-served communities – and you've got a workplace that's under more emotional strain than we would like to admit.

If you take a drive through most townships where many of our workers live: uncollected rubbish, broken sewerage pipes, drug hotspots, and families struggling with violence or addiction. It's no surprise that stress, trauma, and burnout are walking through our gates each morning wearing overalls.

When a stressed-out foreman lashes out at an overwhelmed apprentice, it's easy to label it as poor management. But more often than not, it's a symptom of deeper emotional stressors – across all levels of the business. Post COVID-19, mental health and wellness became a buzzword in the workplace. People began speaking openly about anxiety, depression, and burnout. And that's a good thing. But now we're left with the bigger question: whose job is it to manage this?

What the law says

South African legislation is quite clear on the subject:

Section 8 of the Occupational Health and Safety Act (OHSA) requires that employers provide a work environment that is safe and healthy – which includes psychological safety.

The Labour Relations Act (LRA) supports fair treatment and dispute resolution – key to preventing toxic environments.

Section 24 of the Constitution guarantees everyone the right to a workplace that's not harmful to health or well-being.

These are not just altruistic aspirations but enforceable rights. And ignoring them can have legal consequences for businesses.

Is your organisation toxic?

Perhaps a good starting point for employers is to honestly assess what constitutes an unduly stressful or toxic workplace environment.

In the Motor Body Repair industry, toxicity may not always manifest through shouting matches or open conflict. Many times, it is subtle, systemic, and slow-burning.

Common warning signs may include:

- Unrealistic production targets
- Lack of recognition or constructive feedback
- Gossip, cliques, and divisive team dynamics
- Poor leadership, micromanagement, or unclear direction
- A culture of silence where staff are afraid to speak up
- Chronic absenteeism or substance abuse quietly ignored.

These issues, left unaddressed, can chip away at the organisation's morale and performance over time.

According to the South African Depression and Anxiety Group (SADAG), 1 in 4 South African employees has been diagnosed with depression, and 60% report that it negatively affects their ability to

perform at work. In hands-on, high-pressure environments like ours, these figures are likely to be even higher – just less frequently reported. (SADAG, 2022)

Finding the balance: When mental health support shouldn't be misused

While awareness around mental wellness is thankfully growing, there's an uncomfortable truth we need to confront: mental health can sometimes be misused as a cover for poor performance. Chronic absenteeism, ongoing negligence, or repeated refusal to take responsibility should not be casually dismissed under the umbrella of "mental health."

As HR consultant Zanele Ntshangase told *BusinessLive*: "Mental health should be supported, not exploited. The trick is to create structures that are both empathetic and firm."

Support systems are essential – but so is accountability. Employees have a duty to communicate, seek help when needed, and show up consistently. Likewise, employers must keep clear records, apply progressive discipline when necessary, and request medical evaluations if mental health challenges are affecting job performance.

There's a clear line between being compassionate and being taken advantage of. A healthy workplace culture knows the difference – and acts accordingly.

Simple, practical interventions employers can start with:

Supporting mental health in the workshop doesn't mean turning managers into therapists or spending thousands of rands. Even small, low-cost interventions can make a meaningful difference. Here's where employers can begin:

- Draft a mental wellness policy that outlines both the support offered and the behavioural expectations from staff.
- Partner with affordable Employee Assistance Programmes (EAPs) or NGOs like the South African Depression and Anxiety Group (SADAG) for counselling referrals. (Contact SADAG at 0800 456 789 or visit www.sadag.org)
- Train supervisors to recognise early warning signs such as sudden aggression, withdrawal, fatigue, or mood swings.
- Encourage open-door communication – staff should feel safe raising concerns without fear of judgement or retaliation.
- Show appreciation. A simple "thank you" after a tricky respray or a tough day goes further than you think in boosting morale.
- Clarify roles and responsibilities. Vague expectations and inconsistent feedback increase anxiety. Clear communication reduces confusion and tension.

Final thoughts: we maintain our tools – why not our people?

Think about how we treat our equipment. Compressors are serviced. Booths are cleaned. Tools are calibrated to perfection. But the people using those tools are often running on empty.

The truth is, people aren't machines. They feel. They fatigue. They fall apart. But unlike machines, they can reflect, adjust, and rebuild – if the environment allows it.

The best MBR employers are those who can hold two truths at once: that mental wellness matters, and that every team member must contribute meaningfully.



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The 2025 IBIS Global Summit wrapped up in Istanbul recently after delivering three days of high-level conference content and networking to mark another landmark moment for the international collision repair community.

Held at the swish Swissotel, The Bosphorus Istanbul, in Turkey, IBIS Worldwide hosted senior executives and business owners from the worlds' of body repair, software and technology, insurance, vehicle manufacturing, and the supply chain, who came from as far afield as Asia, Africa, the Americas and Oceania, as well as Europe.

No fewer than 29 countries were represented on stage and in the audience, which had gathered to do business and share in the wonderful IBIS Global Summit experience.

IBIS conference director Robert Snook said: "It is impossible to describe the feeling when you see many months of teamwork and collaboration with the venue, partners, ambassadors and speakers culminate in such an inspiring, immersive and truly global IBIS experience for our guests.

"From the moment they checked in to the Swissotel, when the welcome reception arrival literally took their breath away, through every insightful speaker or session, in their personal Moments That Mattered and at the gorgeous Sultan Park International dinner, the 2025 Global Summit was an IBIS classic that will live long in the memory, and be spoken of by the smiling faces of those who were present, for years to come.

"The IBIS team delivered something truly special, an experience that returned to the core DNA of IBIS and reminded everyone of the unique IBIS value differential and the compelling reasons to attend next time," he added.

The 2025 event opened with a rooftop welcome drinks reception and dinner, in collaboration with Axalta, which offered spectacular views across the Istanbul skyline and the beautiful Bosphorus Strait. This vibrant setting proved to be the perfect icebreaker, offering delegates the opportunity to reconnect and build new relationships while enjoying world-class hospitality, exquisite cuisine, and five-star service throughout their stay.

Centred around the 2025 IBIS theme – "Shaping the Future: Leadership Through Collaboration" – the IBIS Global Summit advanced IBIS Worldwide's legacy of strategic collaboration, innovation and networking, and building relationships within the industry.

Delegates enjoyed a range of presentations and expert panels across the two days of the conference itself, which provided attendees with insights into the most pressing challenges and transformative ideas with topics such as AI integration, global politics and the economic fallout, insurability, reparability, technology, and sustainability.

One highlight was a talk by the renowned broadcaster, marine biologist and former Royal Marine Commando officer Monty Halls, who spoke about leadership and how to develop elite performance by pushing boundaries and embracing failure. He captured the attention of the whole room, drawing on his personal experiences of leading teams in extreme environments, while highlighting the importance of structure and trust within organisations.

This and other presentations on the IBIS Global Summit stage encouraged open conversations in the networking breaks along with some bold thinking which reinforced the conference's core message of progress.

Another key highlight, introduced for the first time at this year's IBIS Global Summit,

was the "Moments that Mattered" feature – a summary session in which audience members joined summit moderators Snook and Dave Smith on stage to discuss their own key takeaways and valuable moments from the speakers and panels. This helped to bring clarity on the trends, strategies, innovations and ideas for delegates to take away and apply in their own businesses.

Attendees praised the event for its rich content and high-value networking opportunities. Jason Trewin from I-CAR Australia said: "What a fantastic opportunity to be here and to be involved in such an amazing event, to collaborate with like-minded individuals and to see where the industry is moving towards the future".

In between sessions, guests were encouraged to explore the Innovation Lounge where IBIS partners showcased the latest in collision repair technology, training platforms and sustainability efforts, turning vision into action.

As the summit drew to a close for another year, IBIS reaffirmed its commitment to supporting the global bodyshop and repair community through its international outreach, practical solutions and innovation dialogue. The organisation continues to build on its legacy of bringing passionate people together to drive meaningful change, both regionally and globally.

None of this would have been possible without the support of IBIS's valued partners and sponsors, whose ongoing collaboration enables the summit to flourish year after year. Platinum Partners: 3M, Axalta, Betag, Repairify; Gold Partners: AkzoNobel, BASF, Car-O-Liner, Entegral, Getac, I-CAR, PPG, RS Automotive, SATA, Thatcham Research; Silver Partners: Advantage Parts Solutions, CARSTAR, CSN Collision, DAT, DeVilbiss, Kapci Coatings and Plasmonic.



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Story and pics by Ian Groat



Body Repair & OEM

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EXUSS

Over 15 000 people visited during the three-day extravaganza in aftermarket activities and revealed to body repairers all the new technology.



Wheel alignment and ADAS camera fault elimination was well covered by specialist companies at the expo.



Nadia Germak (left) and Claudia Germak, Automechanika Marketing and Communications team, were on hand at the expo.



Virtual spraypainting on the Sagola stand was a big hit.



The after hours get together at the Bodyshop Buzz drew many enthusiastic show goers.

With a record of some 550 exhibitors at the Automechanika held in Birmingham UK this year's expo held a myriad of product innovation, skills upgrading and technical talks. The huge packed halls were constantly entertained as the many technicians, auto body and mechanical engineers came out to see all that is both new on car repair and aftermarket technology that needs to keep pace with the vehicle ADAS revolution.

The 15 000 attendees were not disappointed in the three-day extravaganza where no less than 180 hours plus of specialist speakers covered vehicle detailing, new diagnostic systems for fast vehicle repair, plus an excess of some 50 or so new product launches with proof positive that just about all the things associated with collision repair are in a constantly changing mode right now.

With multiple levels of networking and social activities visible for all to see with major players like 3M, Indasa, AllData, Hella, Norton Abrasives, Prevost, Thatcham Research, Walcom and Sagola equipment powered up the dedicated body shop network lounges. Packed to the hilt with franchise groups and fast fitment centres, the live demonstration areas for the repair sector focused on small area repair innovation where detailers and refinish experts and professional repairers could come to see and use new repair-focused equipment.

The sheer size of the supply chain showed the usual ever expanding Asian manufacturers of parts, gaskets, etc., becoming world leaders in the business of automotive retail across the aftermarket parts supply

business worldwide. While motivation and resource training hubs drew large audiences in the many talks that abounded across the show from the likes of Solera and Thatcham Training where 3M showed new clean sanding and seam replication systems and range of Cubitron II discs now available in superfine grits. The abrasive innovation class product leaders like Norton Abrasives showed their customisable work stations designed to enhance body shop efficiency.

Snap-On launched an all-new wheel alignment V2180 package with honed rotating hubs.

Indasa were not to be outdone and showed line demonstrations of their new development of ceramic abrasive line for world markets.

The impressive Sagola spray gun stand offered the latest in line displays of virtual spray-painting technology.

The sheer size of the body shop repair line spectator schedule was massive. It combined a full line-up of experts from every sector for the full three-day expo that covered many specialist insurance speakers on the decline of major accident repair hits, the increase in small area repair dynamics, plus engaging in social media marketing. The complex repair process to eliminate corrosion pitfalls and get to OEM requirements to comply with demands in warranty procedures that all came under the spotlight.

All in all, this back-to-school emphasis proved very popular in the many sessions that were available at the Automechanika Birmingham UK in education and skills development. No one was left out.



Indasa held live demo's of their new fine abrasive technology for small area repairs.



Steve Kessell from the CRA was on a fact-finding mission.



ProXL are a growing force in UK refinish and are huge in high technology aerosol application.



Neil Butterworth is coming to South Africa for the Automechanika Show later this year to showcase the latest disposable cup system for Daze.



New tape technology was on show at the expo with less residual tape marks.



Many innovative exhibits kept the 15 000 attendees happy.



Saint-Gobain Norton have developed an all new mobile work station to increase body shop efficiency.



Andrew Marsh, Technical Advisor from Autobody Bible was seen networking and fact finding.



Smart Re-Flex Pro portable spraybooth put on many live demo's over the three days.



Richard Glover won the Automechanika National Painter Championship.

WHAT'S HOT?

LIGHTNING FAST PRECISION WITH DEBEER'S REVOLUTIONARY 1-380 1K UV PRIMER

DeBeer Refinish, a trusted global leader in automotive repair solutions, has launched the latest in its established refinish portfolio, the 1-380 1K UV Primer. Designed with pioneering UV curing technology, the 1-380 1K UV Primer is set to transform the repair process by enhancing efficiency, improving results, and meeting the evolving needs of body shops across the globe.

DeBeer's ongoing commitment to premium quality ensures that body shops are equipped with tools that deliver quality repairs in record time. The 1-380 1K UV Primer is a single-component solution that will simplify workflows and accelerate repair cycles. With its versatile application and high-performance features, it's the ultimate primer for modern automotive repair needs.

Key features of the 1-380 1K UV Primer

Filling and levelling excellence: Provides smooth and consistent fill with superior filling properties, ensuring flawless finishes every time. **Super-fast curing:** Cures in just 90 seconds without requiring additional wiping. **Ready to sand in five minutes,** significantly reducing repair times.

Ready-to-use formula: Eliminates the need for complex mixing processes, simplifying workflows and improving productivity.

Multi-substrate compatibility: Compatible

with most automotive plastics, e-coat, steel, and galvanised steel, making it an essential tool for diverse repair needs.

"We're delighted to introduce the new 1-380 1K UV Primer to the market. At DeBeer we are continually evolving and improving our product range, keeping the challenges of the industry in mind.

This upgrade delivers a primer that is easier to use and will boost efficiency and productivity – something that is really important to body shops. We're already getting some great feedback, which is fantastic," said Neil Abrahams, Territory Sales Manager – South Africa, Sherwin-Williams Automotive Finishes.



Reaction from users has been overwhelmingly positive, with one body shop commenting: "When you're offering premium repairs, accuracy and efficiency is key. DeBeer's recent UV primer upgrade is already making a difference to us - the speed helps us reduce key-to-key times, and we have the peace of mind that we're still getting perfect results. We can't ask for more than that!"

The 1-380 1K UV Primer is available in one quart packaging. The product is now available for body shops seeking to elevate their repair capabilities and meet growing customer demands with speed and precision.

RAPID SPEED

FAST, UNCOMPROMISED DRYING

DeBeer Refinish's 8-814 Fast Performance Clear is the latest product to be introduced to DeBeer's extensive range of clears. Formulated using the latest technology, the new clear dries in just 10 minutes at 60°C, delivering a high gloss finish.

Unlike other fast-drying clears, which are limited to small, fast repairs, this new clear by DeBeer can be used for spot repairs to medium-sized repairs – up to five panels, the complete front end or side. The wide application window allows body shops to increase spray booth throughput, helping to improve the repair process while significantly reducing energy consumption and saving time, resources and materials.

The new clear also offers flexible drying to suit body shop scheduling, it can be air-dried for a more energy-efficient option, with a dry to handle time of just 60 minutes or low baked in half the time.

The new clear offers multiple benefits that drive body shop performance. It can be applied in one visit. It comes with a dedicated hardener (8-810 Fast Performance Hardener) with a simple 2:1 mixing ratio; it's user friendly with good spray, flow and levelling. Robustness also ensures it excels in all environments and climates.

For more information on the Fast Performance Clear, please visit www.de-beer.com.



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LATEST UV CURING TECHNOLOGY.**



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FUTURE TECH

A PANEL REVOLUTION IN PLAIN SIGHT

It was in a meeting with BMW UK, the body repair specialist lead engineer from BMW Group and Matthew Avery, at Thatcham Research. It was one of those meetings where it might be said 'you have got to be...!', but definitely worth listening to every single word. BMW UK were listening to the information for the very first time as well.

Structural bonding had been around for a while, especially with aluminium intensive bodies. This BMW Group calmly explained these were steel bodies, welded in manufacture but selected repairs would be completed with bonding as well as mechanical fasteners. The BMW UK representative was very, very uncomfortable, and we all listened in slight shock.

What about? ... What about? Each question was answered with 'this is the mandated solution and non-adherence would mean voiding the body corrosion warranty. More 'what about?' followed. Eventually we saw the logic (cold repair; less energy, faster turnaround), saw it was not applied universally (chassis leg sections, some other structural panels and some non-structural panels) and ordered the new materials in.

Thatcham Research followed the procedures, discussed some of the points with BMW Group, and with some reservation, backed the idea. Fast forward to 2025 and there are still repairers who don't like it, don't want to do it and add loads of 'what about?' However, not one manufacturer has produced a steel alloy body shell with bonded and riveted steel alloy sub-assemblies for repair. A step too far?

Late 2024

Compared to nearly 18 years before, we now know a vehicle manufacturer has body architecture. That covers the main electric system function/layout, types of fuel systems, types of power units, two- or four-wheel drive, and every kind of upper profile – coupé, convertible, sedan, estate, bakkie – you could imagine.

The body is 'just' another system, capable of being made in multiple steel alloys for higher volume / lower cost, or mixed steel with aluminium alloy parts for lower volume / higher price cars. Many manufacturers use this approach, which allows them to move relatively quickly between competing technologies as the price of the sub-assembly changes due to external influences (China stockpiling key materials, for instance). In this way most manufacturers cover many, many, models with a handful of these architectures.

Tesla may not be relevant to South Africa, but the latest Model 3 facelift, called Project Highland, is much, much more than a new interior, bumpers and external lights.

Introduced in 2017, Tesla Model 3 was a big departure from Models S and Model X, both of which had aluminium alloy intensive bodies. To reach greater volume at lower cost, Model 3 used a steel alloy bodysell with aluminium alloy used for the doors, front lid, rear parcel shelf, the bumper beam crush elements and the sill reinforcement crush element (yes, 2 reinforcements). Mild steel alloy was used for the front wings and outer body side.

The repair process was fairly complex but well documented. Then came large scale pressure die castings, or as Tesla call them, Megacastings. Lots of manufacturers followed suit, using the 'Megacastings' mainly for the boot floor and rear chassis leg section over the rear powertrain. Tesla went a step further, introducing 'Megacastings' for the re-engineered Model S and X, as well as Model Y with a 'structural' battery pack build in Austin, Texas.

The original Tesla Model 3 front structure repair procedure called for a mix of welding as well as rivet/bonding, covering several individual panels. This permitted three possible section points.

Tesla Model 3 Project Highland promised the introduction of a front 'Megacasting' – but no.

Tesla Model 3 'Project Highland' has a steel alloy front chassis leg sub which interfaces with the front firewall. A steel alloy structure welded in manufacturing, but bonded and riveted in repair. There are two large sub-assembly options and only use rivet / bonding:

1. Front chassis leg
2. Front chassis leg and strut tower.

The sub-assembly makes a major repair easier, but only a very short chassis leg section close to the front bumper beam crush element is otherwise available.

The result? The 2024 Model 3 repair is not the same as a pre-2024 Model 3. Tesla provide ample information on this, and so repairers need to ensure they have the correct researched information before starting the job.

In one model year facelift Tesla revised the body repair processes on the following structural parts; Front chassis leg Front upper longitudinal outer:

- Front upper longitudinal inner
- A new front chassis leg to front upper longitudinal brace, which helps with small frontal offset impacts.
- Rear chassis leg section – upper; reinforcement and lower.

So, we need to be careful not to make assumptions because the car looks like previous versions.

The wider point

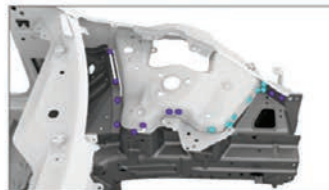
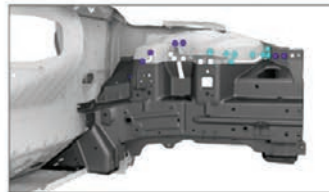
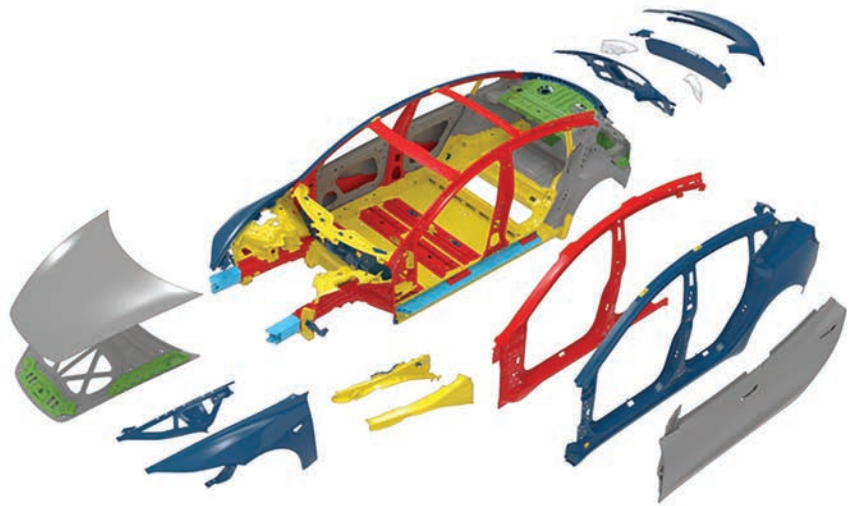
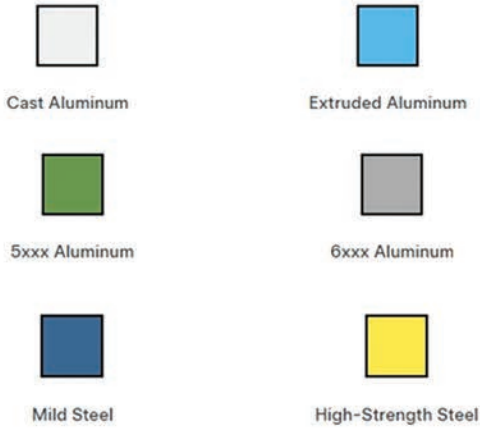
The process gives Tesla the ability to introduce a sub assembly made from different materials, such as aluminium alloy, as the component cost, investment and production volumes allow. By proving the major interface of the front chassis leg to front bulkhead joint on a major high-volume product such as Model 3, Tesla can apply changes with increased confidence.

The collision repairers need to be aware such 'switches' could take place.

We can be sure every single manufacturer from Shanghai to Detroit will have noticed this. Bit by bit the concept of removable 'corners' edges closer to reality, although more than 30 years after the idea was first promoted by... BMW.



Andrew Marsh
hello@autobible.com



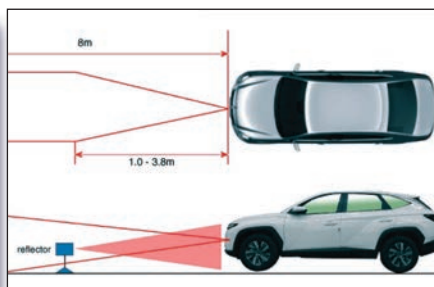
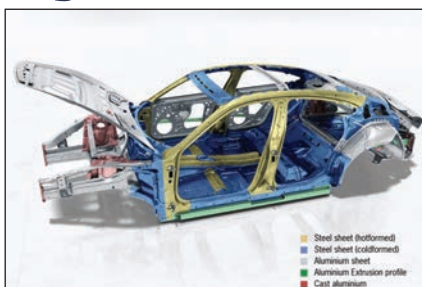
Prepare for installation

NOTE
A red X indicates a location where a factory-installed fastener is not being replaced.

- or High Strength Structural Rivets, 6.5 mm
- or Structural Bulb Rivets, 6.5 mm
• A = 7 mm.
- or Countersunk Rivets, 4.8 mm Short
- or Countersunk Rivets, 4.8 mm Long
- or Structural Countersunk Rivets, 6.5 mm
- or Bolts
- Nut

Vehicle repair methods driven by reliable data

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In automotive refinishing, choosing a budget-friendly solution shouldn't mean sacrificing quality. That's where baslac comes in—delivering professional-grade results at a price that makes sense. In a fast-paced industry where time is money and quality are non-negotiable, baslac stands out by blending innovation, performance, and cost-efficiency into one streamlined product system.

Why baslac Is the Smart Choice

Backed by BASF, a global leader in chemical manufacturing, baslac offers a comprehensive and easy-to-use range of refinishing products. Whether it's a minor touch-up or a full body respray, baslac delivers consistent, high-quality results across all repair sizes and surfaces. From primers to clearcoats, each product is engineered with advanced technology for precision, ease of use, and long-lasting performance.

High-Quality Colour Matching—Made Simple

Colour accuracy is crucial, and baslac's e-finder Star puts powerful colour matching technology right in the hands of refinishers. This digital tool helps technicians quickly identify the right shade, streamlining the painting process and reducing costly errors. The result? Faster turnaround times and better margins—without sacrificing quality.

Designed for Efficiency

baslac's modern refinishing system is built for today's demands. Whether you're working on steel, aluminium, or composites, baslac products adapt to different materials and methods—ensuring strong adhesion, durability, and a flawless finish. With simplified application processes and fewer products needed to cover more ground, baslac enhances efficiency from start to finish.

Complete Product Line, Tailored for Real-World Repairs

From undercoats to topcoats, baslac offers a complete, integrated system. Its solvent-borne basecoat line delivers brilliant results across solid, metallic, and pearl finishes. The Primers provide the perfect base layer, ensuring compatibility with any topcoat while minimizing inventory needs for busy bodyshops.

Efficient Coverage, Impressive Results

baslac Basecoats are known for their excellent coverage and hiding power, reducing material use and speeding up application. They're formulated for ease and speed—without compromising colour depth or visual appeal.

Finishing That Sets the Standard

The baslac Clearcoat range is designed for maximum visual impact and long-lasting durability. Whether you're working on quick spot repairs or full-body resprays, these clearcoats offer high gloss, strong levelling, and reliable protection—plus options for fast drying or ambient curing to save on energy and booth time.

Reliable Topcoats for Every Job

The 2K Topcoat from baslac offers high solid content and superior coverage, making it a trusted option for jobs of all sizes. Its formulation allows for smooth application in varying conditions, delivering a hard, polishable finish that exceeds expectations in both appearance and performance.

Leading the Future of Refinishing

baslac isn't just keeping up with industry trends—it's defining them. Through continuous innovation and the backing of BASF's research and development, baslac brings future-ready refinishing solutions to the present. It's not just about paint—it's about empowering bodyshops to perform at their best.

**Be faster.
Be more efficient.**



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WHAT'S HOT?

A NEW TRADE WAR IN THE MAKING?

by Andrew Marsh



In an unexpected blow to Britain's luxury automotive sector, the United States has imposed a 25% tariff on UK-manufactured vehicles (but who knows what it is at the time you read this!), sending shockwaves throughout the industry. While international politics often feel like background noise to repair shops, parts suppliers, and paint booth operators, this move is no distant diplomatic scuffle – it has immediate and tangible consequences for thousands across the UK's automotive value chain.

Let's unpack what's happening, why it matters to every corner of the car industry, and what repairers and workshop owners should watch for next.

Brands affected:

Jaguar Land Rover (JLR) – Has paused all U.S.-bound shipments, a clear signal of immediate disruption.

Aston Martin – Forecasts a £30 million hit to profits, just as the company has regained momentum.

Bentley, McLaren – High-margin, low-volume models suddenly face massive price hikes in their biggest export market.

These aren't fringe players – they are core pillars of UK auto manufacturing, design, and brand value. For some of these brands, the US accounted for up to 25% of global sales.

Jobs and output at risk

The British automotive sector directly employs over 180 000 people, with tens of thousands more in downstream roles—from component manufacturing to dealership servicing. According to *The Guardian* and *Financial Times* estimates, over 25 000 jobs could be at risk if US-bound exports dry up.

"Layoffs are weeks away unless trade barriers are resolved," warned one industry executive.

This isn't just about factories in Solihull or Crewe. Think wider: software engineers in Coventry, paint supply companies in Sheffield, and logistics firms across the Midlands. Every supply chain cog feels the tremor.

Why now? Understanding the U.S. motive

The tariff is being framed as part of

broader US efforts to rebalance trade flows and protect domestic industry – but some suspect it's also geopolitical. In post-Brexit reality, the UK has struggled to ink a new trade agreement with Washington, while the EU managed a partial reprieve. Now, UK-made vehicles face the same import penalty as those from high-volume nations like China.

Whether this is a negotiation tactic or a long-term posture remains unclear.

Repairers: here's why you should care

Auto body shops and service centres might wonder how this will affect us if we don't export cars.

1. Parts Supply Chain Disruption:

Luxury marques rely heavily on integrated global sourcing. If carmakers scale down US-bound production, OEM parts allocations may shift, especially for export-model components. Expect delays or pricing changes on:

- Specialised alloys
- Carbon fibre panels
- Engine modules and hybrid system parts

2. Used Market Fluctuations:

With US sales constrained, more UK inventory might be redirected to local and EU markets, depressing residual values. That affects:

- Body shops offering courtesy cars
- Dealership-affiliated repair centres with resale commitments
- Insurer assessments based on total-loss valuations

3. Diagnostics & ADAS Calibration:

New model launches could be delayed, or software updates might be region-specific, depending on rollout priorities. Shops offering diagnostics or ADAS services should keep an eye on:

- Late-arriving updates for UK models
- Tech support bottlenecks
- Calibration tools compatibility for dual-market variants.

What comes next?

The IMF recently downgraded the UK's 2025 growth forecast to 1.1%, citing trade headwinds like this tariff situation. While

the government attempts to salvage a deal, industry insiders expect more pain before relief.

"The sector can't wait 18 months for the next round of trade negotiations," says one *Financial Times* analyst. "It needs lifelines now."

AutoBody Bible's take? It's time for strategic adaptation.

How the UK automotive sector can respond?

Diversify export markets. Carmakers must look beyond the US – emerging wealth in the Gulf, Southeast Asia, and Africa may offer lower regulatory hurdles and faster deal cycles.

Reinforce domestic value chains. With export instability, servicing the UK's internal fleet has become more critical than ever.

That means:

- Investments in technician training
- Scaling parts, remanufacturing, and reconditioning
- Strengthening ties between OEMs and aftermarket players.

Advocate for repair inclusion in policy

UK policymakers may pivot to industrial incentives or tech R&D grants if tariffs continue. Body shops and repair firms should ensure their role in the ecosystem is recognised in lobbying efforts.

Bottom line, a challenge but also a call to innovate.

US tariffs on UK-made vehicles represent more than a diplomatic dispute – they're a real-world disruptor of production schedules, parts logistics, and workshop workflows.

However, as history has shown, the UK automotive sector has resilience and creativity in its DNA. From WWII-era factory pivots to post-Brexit supply chain re-engineering, British carmakers and repairers alike have always adapted. This moment is no different, but it demands awareness, agility, and a unified industry voice.

AutoBody Bible will continue to track this issue as it unfolds, keeping an eye on how it affects not just boardroom forecasts but also your shop floor.

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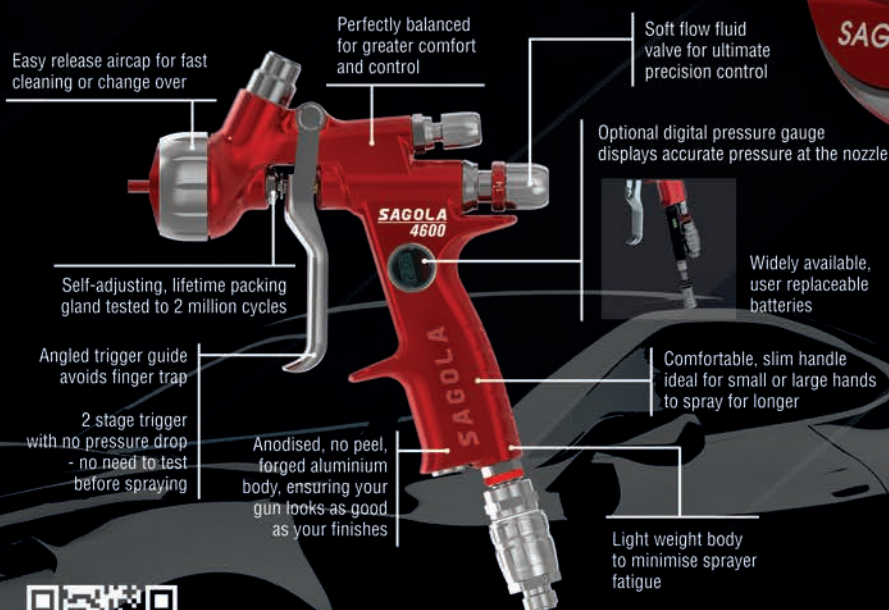
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WHAT'S HOT?

POHL'S PANELBEATERS AND PPG PAINT

From left to right: Marjorie and Beon Stander, Owners, Bennie Venter, Workshop Manager and Pieter Briel, Balco Branch Manager.

Pohl's Panelbeaters (Pty) Ltd is situated in Nelspruit, Mpumalanga and first opened its doors in 1946. They started out as a Fiat and Jeep agency, transformed into a mechanical workshop and is currently trading as an Automotive Body Repairer. One thing which has remained consistent, is their passion for cars and their commitment to perfection. They have been serving the local community for almost 80 years.

Owned and managed by the third generation of owners since 1998, they have been going from strength to strength, achieving multiple awards over the years, which also includes "Best Panelbeater" in the Best of Mbombela Awards in 2014 and 2019.

The owner is directly involved in the running of the business, ensuring perfection, customer satisfaction, quality workmanship and placing focus on staff development and empowerment to perform at their full potential.

Pohl's Panelbeaters only use top of the range technology, and the workshop is equipped with the latest automotive equipment and tools. When it comes to painting vehicles, they also only use the best – PPG Envirobase® High Performance paint.

PPG goes beyond paint. Their revolutionary industry-leading connectivity platform has been exclusively designed to completely

transform a customer experience – Pohl's is fully aligned with this offer and technology – streamlining their business processes and improving overall efficiency.

The PPG MoonWalk® automated paint mixing solution is a valuable addition to their operations. This high-precision system replaces the manual mixing process which reduces the amount of wasted product and helps to maintain a cleaner work environment for technicians.

Colour matching is made easy by using digital hardware and software tools from PPG refinish. From hand-held spectrophotometers that capture every surface colour and texture, to online applications, the PPG LINQ™ digital ecosystem offers all the tools for optimised repair operations.

As a major structural repairer graded by SAMBRA, Pohl's Panelbeaters is a preferred service provider for most of the insurance companies. They work on all types of vehicles for all manufacturers, whether in or out of warranty repairs are required, striving to excel in every aspect of what they do.

PPG and Balco Auto Coatings in Nelspruit are proud to be business partners to Pohl's Panelbeaters and wish them continued success for generations to come.



The team are seen standing in front of the Moonwalk® mixing room.



Pohl's Panelbeaters have been serving their local community for almost 80 years.



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LINQ™

CYMOT NAMIBIA

CYMOT CX 2025 EXPO: CONNECT & EXPLORE

CYMOT, one of Namibia's most respected retailers and wholesalers, launched a bold new chapter in its history with its first-ever CYMOT CX Expo, held on 18 and 19 July at its new concept store, CYMOT Hilltop branch, in Windhoek.

For CYMOT, this was a radically reimagined concept, born out of a rich 30-year history of hosting the CYMOT Trade Show, and driven by its passion to innovate and lead the way towards its 100th anniversary in 2048. The newly introduced CX theme 'Connect & Xplore' encouraged stakeholders to collaborate, form meaningful connections, and gain fresh and valuable insights into customer engagement. It reflects CYMOT's commitment to consistently delivering high-quality products and services, and ultimately, its goal is to be the leader in all the markets it operates in.

The new Hilltop Store

While the new Hilltop store certainly turned heads with its modern design and elevated customer experience, the true innovation lay in the format and purpose of the CYMOT CX. This was no ordinary trade show, but a radically new experience for its customers, with both indoor and outdoor retail spaces where suppliers made creative use of the branch's shelving and retail layout, bringing their products to life in the very environment where customers shop.

For the first time, the event was open to the public, allowing suppliers to connect directly with and sell to customers. This new format brought the CX vision of 'Connect & Xplore' to life, enabling suppliers and customers to connect in more immediate, meaningful ways. Invited guests and VIPs still received the hospitality they've come to expect, but this also created new opportunities for visibility, feedback, and real-time market engagement.

A celebration to remember

To commemorate this significant milestone, CYMOT hosted over 70 key suppliers and business partners, with appearances

by founder Claus Theissen and his son Axel, the current Chairman of the CYMOT Group. Their continued presence and involvement reflect the enduring family values that define the company.

CEO, Ralph Ellinger, emphasised the importance of seizing the moment: "Hilltop is only new once. We knew this was the time to break the mould and create something remarkable with our suppliers." Suppliers rose to the occasion, connecting directly with customers and embracing the challenge to deliver exceptional experiences.

Notable highlights of the Expo included a rooftop welcome party on Thursday evening at the Medscheme building, located across the road from the Hilltop branch, the two-day, first-of-its-kind expo, followed by supplier recognition awards on Saturday evening, and an unforgettable celebration at the Golf Clubhouse at the Windhoek Country Club that lasted into the early hours of the morning.

CYMOT CX reinforced the strong partnerships that fuel CYMOT's success and showcased the company's deep appreciation for its staff, customers and suppliers.

Looking Ahead

CYMOT CX was not just a celebration of its new store, but also a reflection of CYMOT's willingness to deliver exceptional and exciting experiences. Their product range is vast, including Camping & Outdoor, Automotive, Tools & Equipment, Personal Protective Equipment and Automotive Refinishing products, serving over 3 500 customers daily.

With over 540 employees and 24 outlets across Namibia, CYMOT continues to evolve with purpose, always keeping customer experience and innovation at the forefront.

As CYMOT moves forward, the CX will be remembered as the turning point in its journey, one where they 'Connect & Xplore' in bold, collaborative, and exceptional ways.





The all new CYMOT Hilltop store welcomed more than 180 exhibitors to the show.



The Barkocel team showcased the latest Raptor products.



Ralph Ellinger (left) and Axel Theissen continue to innovate and expand CYMOT's successful Namibian business.



Shield attended with a raft of new car care products.



Outdoor lifestyle forms a large part of CYMOT's structure of excellence.



With a vast range of products, CYMOT offers a one-stop customer experience.



The PPG technical team was on hand to see their loyal customers.



The exhibitors outside the Hilltop venue experienced a record number of visitors.



Torkcraft had a number of new tools and equipment on offer for the expo.

Deon Lennox racked up a great show with new tool ranges from Gedore Tools SA.



There were loads of competitions and prizes and special offers - was a treat for all attendees.



The informal evening after the CYMOT CX Expo was a time to relax and enjoy the accolades.



The PPG team effort in the automotive refinishing division saw them become Supplier of Year in 2025.



The DRiV team receiving the automotive 2025 Supplier award.



CYMOT warmly welcomed all the suppliers.



The enjoyment of a successful weekend was visible.

COMPANY PROFILE

WEBUYCARS: WHERE SECONDHAND CAR SALES IS NEXT LEVEL

A morning at the WeBuyCars (WBC) Dome in Northgate is enough to make you dizzy. The Northgate Dome was originally built to be a secondhand vehicle sales point, but that vision was 30 years too early. Finally this has come to pass. The venue is enormous and the numbers of vehicles on display and the stats, are mindboggling to say the least.

WBC have 17 vehicle supermarkets, with a further three branches opening soon. Overall, they sell approximately 16 000 vehicles a month – this equates to 190 000 units a year! Quite astounding numbers for a single company – which accounts for 12% of this market. The Dome sell around 2 300 units a month on its own and on the day we were there, there were 1 943 vehicles under the roof at any given time.

A used-car salesperson would normally be doing well selling five units a month at a dealer. However, at the Dome, it's an average of 27. It's car sales on steroids and more!

The premises can process 100 cars a day, and that's before lunchtime. With a new carwash designed for their site, the goal is 400 a day. The vehicle comes in and is washed. It is then put on a lift to clean it underneath so as to make it easier for a thorough inspection to be done.

Once it has been cleaned inside, the unit is driven into one of three uniquely designed circular photo booths. An internal camera is mounted onto the headrests, and an iPhone is placed outside the booth. As the booth rotates, interior and exterior images are captured delivering a 360° view of the unit inside and out. This enables every vehicle to be seen in the same way by buyers as there is total unison in the way each car appears in its digital profile.

The vehicle then enters the critical inspection phase. Dekra is an independent company on site that handles this part of the vehicle's journey. Each vehicle that WBC buys is already registered on the National Traffic

Information System (NaTIS) in one of the legislated vehicle categories:

New/Used (commonly referred to as Code 2)/Built-up (commonly referred to as Code 3).

During the condition inspection, should a vehicle be identified by a technician as having structural damage that may affect its ability to be made roadworthy, it is referred to a registered vehicle testing station for an examiner of vehicles to inspect it and provide a roadworthy test sheet with the findings. Should the examiner of vehicles indicate that it should not be made roadworthy, WBC will then deregister the vehicle.

Once the checklist has been completed and uploaded, the vehicle history is complete. Each car receives a QR code which can be scanned on the showroom floor with a mobile phone and all the information you need is at your fingertips.

WBC are unique in the fact that they offer secondhand vehicles across the market. You can purchase a car for under R50 000 up to and over R1 million.

Vehicles are divided into two categories; A = vehicles under 10 years old and B = for vehicles older than 10 years of age. There are three sub-categories to be found – platinum, where the vehicle has already undergone a

roadworthy test, gold, where the vehicle is guaranteed to get a roadworthy, but it hasn't been done yet, and green, which is where a vehicle will need work – and spares could well be needed before roadworthiness can be finally achieved.

The recent bad press that WBC had faced should be put into perspective. Complaints were received on 600 units out of the 190 000 units sold last year – that's 0.3% overall. As you're buying a mechanical product, things may well fail at some point, but that's a very low number considering all the moving parts in play.

WBC have a well-trained team of over 30 members in the customer care unit to resolve queries quickly and with as little friction as possible for the consumer.

WBC have also been involved with proposed legislation amendments to local National Road Traffic Regulations to cover grey areas regarding vehicle write-offs.

As a company they have a dynamic, passionate, and well-informed team who understand the business. Each person knows what their job is, how it fits into the bigger picture and how important each part of the journey is. WBC have somehow managed to keep that 'family feel' despite the pace and enormity of its business.

The WeBuyCar pods have introduced yet another convenient way of valuing your vehicle to sell.



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OEM UPDATE

STELLANTIS RESTRUCTURE IS WORKING WELL

Over the past two years Stellantis has reframed the group to suit the local SA marketplace. The brand's available under the Stellantis brand in South Africa are; Alfa, Abarth, Citroën, Fiat, Jeep, Opel and Peugeot – with LeapMotor; an all-electric option being added later this year.

Pravin Harinarayan, Aftersales Director Stellantis, explained how their brand and vehicle options no longer compete directly with one another. There is a renewed focus on their commercial division, Stellantis Pro One. A more affordable Citroën option sourced from India will also be highlighted alongside commercial to increase sales from 2-5 percent.

Stellantis dealers offer the multi-franchise options to clients, and it will be the same in the repair network, where body shops will be approved for all brands.

Localisation is key for Stellantis. Building on the back of their joint venture with the Industrial Development Corporation (IDC) where a new vehicle manufacturing plant in Coega, Eastern Cape, is due to come online in 2027. They are also concentrating on making local sourcing of parts key to help reduce costs across the board.



An active collaboration between Stellantis and Insurers is being sought for both in and out of warranty vehicles. Save-A-Car is highlighted across the board and a promise of a six hour turnaround time makes it a good option. Body shops and insurers will have the Save-A-Car option on their portals as Stellantis want to increase awareness around this choice.

On the body shop front, Stellantis have 68 approved body shops in their repair network at present, that they are looking to grow as their sales increase. A dealer will be allocated to a body shop where they will source their parts from, diagnostics will be carried out as well as a quality check once the vehicle is ready for delivery. This is the solution to keep costs down for the body shop as the equipment and licence agreement to run diagnostics across all the brands is varied and expensive. That said, it is available for any body shop who would like it.

There are two levels of body shop approvals – Premium and Standard. Premium repairers are for jobs needing specialised equipment and training for the job, while Standard is for general repair.

WHAT'S HOT?

ADAS AND BRAKE LINES

by Andrew Markel



Modern brake systems rely on precise pressure control from the hydraulic control unit. Corroded brake lines can fail under pressure, making proper repair critical. When a vehicle performs an advanced driver-assistance system (ADAS), automatic brake system (ABS), or stability control correction, the hydraulic control unit (HCU) generates pressure to apply the brakes at a corner of the vehicle. The pressure comes from two sources: an accumulator in the valve block or a high-pressure pump powered by an electric motor. This pressure builds quickly and can lock the wheels.

During an automatic emergency braking event, even if the driver doesn't hit the pedal, brake line pressure can exceed 3 000 psi. Any weakness in the system will be exposed.

Rock salt and de-icing brines corrode brake lines. Automakers use galvanisation, polymer coatings, and physical barriers, but these can't prevent corrosion from age or road debris.

A hydraulic brake system is only as strong as its weakest connection. Splicing corroded lines rarely works, and replacing just the leaking section often leads to a comeback. Best practice: replace the hard line from the wheel well with an undamaged section. On coated lines, locate where the coating remains intact.

Another factor is how modern cars are built. Brake lines are usually one piece, installed on the unibody and routed from the HCU or subframe to the caliper. Replacing them can require major disassembly. Pre-bent lines may be cost-prohibitive, but form-in-place tubing or sectional pre-bent tubing

can work without removing the subframe. Brake line placement is never random.

With ABS-equipped brakes, never assume a flare will seal. Sealing against 2 000 psi requires precise geometry. The male and female fitting surfaces differ by three to five degrees. Some flares are designed to crush and form a seal, but small tolerance issues can cause leaks. A misaligned cut and poorly clamped line might look fine, but can leak under compression.

When installing new brake lines on modern ABS vehicles, a scan tool is often needed to bleed the brakes. Air bubbles may form in the modulator if fluid is lost. A scan tool opens isolation and dump valves to purge the air.

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COMPANY PROFILE

DAZE TECHNOLOGY INTRODUCED

Daze Technology is a high-tech company that includes research and development as well as production in Qingdao, China. They export their products to more than 20 countries around the world and are well known for long and established relationships with their clients.

Their high quality and commitment to excellence is what makes them stand out. They look to make the end-user's life easier and more efficient in the body shop. With that in mind, they have tailor-made their product range for body shops that will help make this a reality.

They have a professional team of 200 and 10 years of experience. Under roof, the facility is 10 000m² in size, with four production lines working away to fill orders timeously.

Daze Technology recently launched into the South African market with the first of a line-up of products - their disposable paint cup system. The cups are in various sizes from 100ml, 200ml, 400ml, 600ml and 800ml. There is also a UV disposable cup available.

They are corrosion resistant when using paint and thinners. The black colour lid and liner are UV resistant and can be easily identified as different to the rest of the paint cup system.

The Daze disposable paint cup system is designed for HVLP and LVLP paint spray guns. The paint can be easily mixed into the internal liner by using the measurement lines on the cup.

Benefits of using disposable paint cups

There are massive savings in cleaning solvent when you use disposable paint cups. It is quick and easy to change colours when painting and there is no time wasted by the spraypainter looking for new clean cups. You simply replace the disposable cup inside. The outer cup displays easy to read mixing ratios. There is no need for paper paint strainers as all the lids have a built-in filter.

When using the disposable paint cups, a spraypainter can spray upside down in difficult to reach areas and get the same paint delivery. Paint can also be stored in the cup to use later. All in all, overall productivity increases, and savings are made on solvent using the disposable paint cup system.

For more information on the Daze disposable cup system, contact neil@dazechina.com or sophie@dazechina.com.



The Daze Technology factory in Qingdao, China has 10 years of experience and a committed team of 200 people.



From left to right; Sophie Chen, Neil Butterworth and Samuel Zhang. Neil is working closely with the Daze Technology team to introduce their range to the local market.



The four production lines at the factory are working hard to fulfill global orders timeously.



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WHAT'S HOT?

AUTOMOTIVE SURFACE PREPARATION AND PAINT APPLICATION IN THE YEAR OF ULTRA-THIN COATINGS

Colour is one of the first things that draw attention when looking at a car. Automotive painting has evolved from an art form into a precise science, especially with metallic or pearlescent finishes, which require exceptional accuracy.

Every automotive painter knows that even a minor flaw in surface preparation can result in visible colour mismatches or blending lines, compromising the entire finish. Modern paints are applied in ultra-thin layers and demand exceptional precision in both preparation and colour matching. With today's sonic coating technologies, where base coats can be as thin as 1-2 microns, there is virtually no room for error.

The importance of surface preparation – a key factor for metallic and pearlescent colours

The thickness of automotive paint coatings has been continually decreasing, and consequently, the thickness of the base colour layer is also thinner. For instance, after five years of intense research, Lexus developed sonic painting technology in 2012, where the base coat thickness for Sonic Titanium and Sonic Silver was just 12 microns. This was made possible by using sound waves. Thanks to this technique, aluminium particles were more closely packed and arranged more uniformly.

Over the years, technology evolved, and the base coat thickness was reduced to no more than four microns. Today, the paint layer is reduced to an unprecedented thickness of just one to two microns. A prime example of this is the Sonic Cooper colour from Lexus's palette.

Currently, automotive painters must constantly adapt to innovations from car manufacturers. If the surface preparation is irregular or features deep scratches due to poor-quality abrasives, the metallic flakes will not align properly, which will result in visible defects in the repair. If the surface is too smooth, adhesion problems may arise in the next stages of the repair process. This makes the process of sanding the surface an exacting task that requires careful balancing.

Blending paint requires:

- Fine, uniform sanding marks.
- No sanding through the clear coat in the shaded area.
- Perfect, invisible transitions between the old and new layers.
- Consequences of improper surface preparation

Sanding automotive paint surfaces must be precisely balanced – the surface should have a uniform scratch pattern that ensures both optimal alignment of the metallic flakes and proper adhesion for subsequent layers. Failing to do so can lead to visible defects:

Too aggressive sanding marks – the metallic pigments break on microfractures of the surface, resulting in blotches, streaks, and uneven colouring. Too smooth of a surface – adhesion issues, which can lead to peeling or delamination over time. Lack of uniformity – an uneven substrate causes irregular light reflection, which is especially noticeable in metallic and pearlescent shades.

Surface preparation: the foundation of a flawless finish

Surface preparation is the key to success; it remains the most critical step in the entire refinishing process. As automotive coating technologies evolve and become increasingly precise, each stage – from sanding to the application of primers and final paint – must be executed with absolute accuracy. The right abrasive solution ensures not only a high-quality finish but also boosts efficiency while minimising the risk of costly errors. A well-designed sanding product can meet the demanding expectations of professionals and play a vital role in delivering top-tier results.

What is a flexible foam abrasive pad?

A good advanced foam abrasive pad should come in a wide range of grit sizes, enabling precise surface preparation throughout most stages of the automotive painting process. It should be well-suited for final steps such as sanding after priming, before blending, and during the blending process itself.

Key features that set a good foam abrasive pad apart:

Versatility: Offers efficient dry sanding in eight different grits, ranging from 400 to 2000, making it suitable for a wide variety of applications.

Flexible Foam Backing: Soft foam backing easily conforms to curves and contours, ensuring consistent and even sanding.

Anti-Clogging Technology: A specialised hole configuration helps prevent clogging, keeping the workspace cleaner and more efficient.

Durability: Precision coating and engineered abrasive grains extend the pad's lifespan, even under demanding conditions.

User Comfort: Designed for ease of use, it enhances comfort and reduces fatigue during both manual and machine sanding.

Smooth Surface Preparation: Produces a fine, uniform scratch pattern that prepares the surface perfectly for subsequent stages like priming, painting, or polishing – while helping avoid visible defects after finishing.

Dual-Use Design: Suitable for both hand sanding and machine use, offering controlled and delicate abrasion to protect underlying coatings.

Whether applying pearlescent white, deep graphite, or metallic silver with extensive blending across large panels, every detail counts—from the structure of the scratches to the smoothness of the edges. A good foam abrasive pad should deliver high-level performance in precision-critical scenarios.

In an environment where opinions are plentiful and product claims are common, nothing replaces hands-on testing. That's why many suppliers encourage professionals to request an in-person trial, allowing users to judge a product's effectiveness in real-world conditions.

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UK NEWS



WHAT'S HOT?

ARIES TO REPLACE PAS 2060 AS NEW ENVIRONMENTAL STANDARD

by Alan Feldberg

Leading figures in the automotive industry have announced ARIES to replace PAS 2060 as the sector's environmental standard.

PAS 2060 will no longer be an internationally recognised standard from the end of 2025, with ARIES (Accident Repair Industry Environment Standard) being created to take over and provide a new carbon reduction framework for businesses of all sizes.

Contributing to the development of the new standard are experts from Accident Express, Admiral, Ageas, Akzo Nobel, AND-E, Allianz LV, Alton Cars, AutoFlow, AXA, Covea, Direct Line Group, ECA, esure, First Central, Ford, Hastings Direct, LKQ, Markerstudy Group, Morelli, Motability Operations, NBRA, NFU Mutual, Nissan, Steer, Stellantis, Vizion, Vizion Vehicle Solutions, Zurich.

The ARIES mission statement read: "Our mission is to collaborate to achieve a standards framework, where everyone can participate in the delivery of measurable carbon reduction, regardless of their company size and resources.

"Our sector, country, planet is on a journey of environmental reform, that is incredibly important. The working group will meet these challenges in the coming weeks and feel positive regarding the outcome. We will continue to update the industry as we move forward and share progress openly.

Chris McKie, chief executive officer, Vizion Network, added: "We are beginning a process in an attempt to standardise the automotive industries approach to carbon management. This is an immense project that the collaborating team have been working on for a total sector benefit.

"We have collectively brought this together to protect the sector and deliver an environmental standards mechanism fit for the future, something with significantly better balance, that is more effective, sustainable environmentally, but also sustainable from a commercial perspective, something structured and supported by all parties for the common good."

Developed to provide a support system for the smallest to the largest business and a common platform that can be shared and used by everyone, ARIES will be accessible and applicable to the entire sector.

McKie continued: "It is clearly a choice, and others may see a different path to carbon compliance, but the collective hope is that this will become the foundation to build on and help everyone whatever their path.

"The group of businesses have a genuine will to help and bring uniformity and consistency, and also predictability to the outcome so dates to achievement can become reliable and realistic. There will be more information to follow from the ARIES team after this initial notification, and I very much hope we can all work together on this message.

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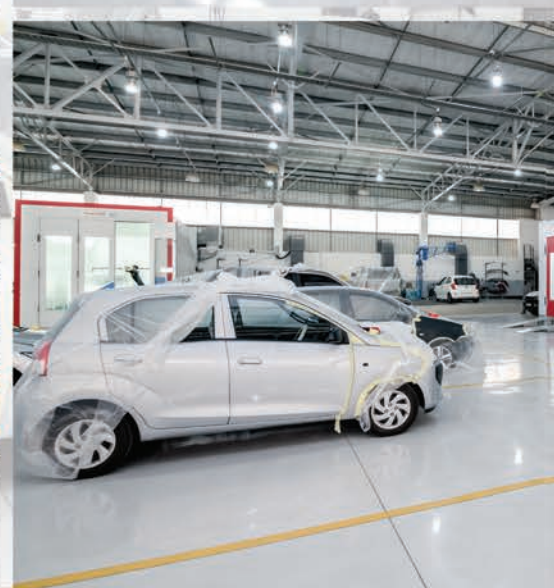


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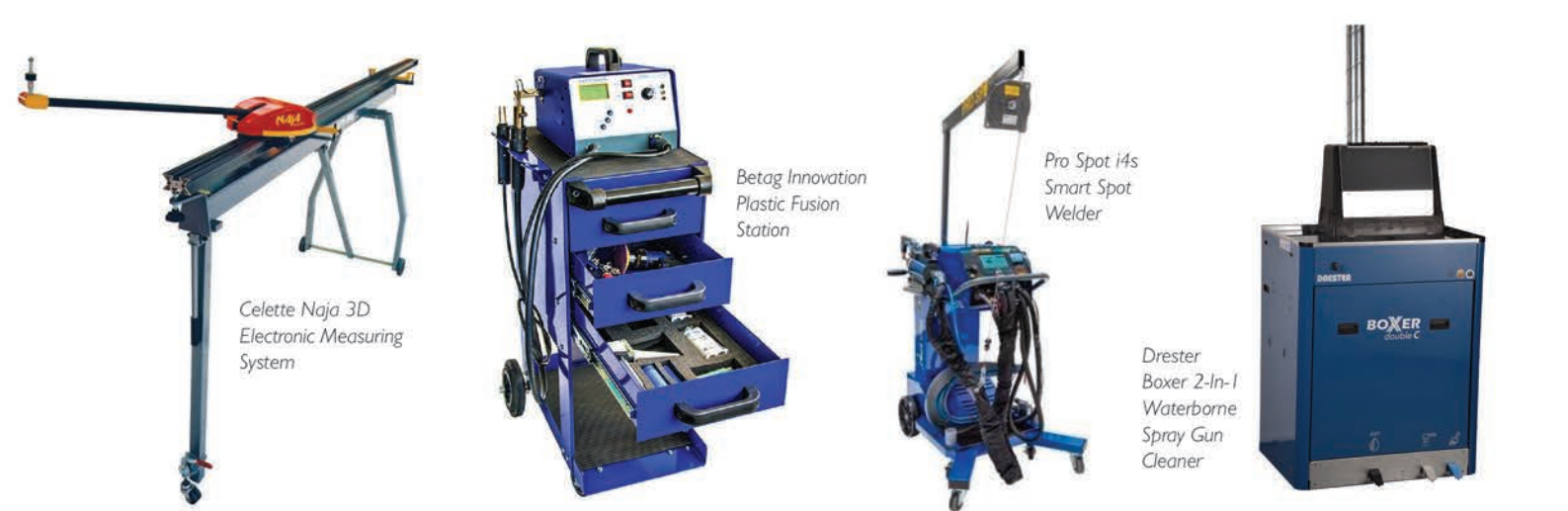
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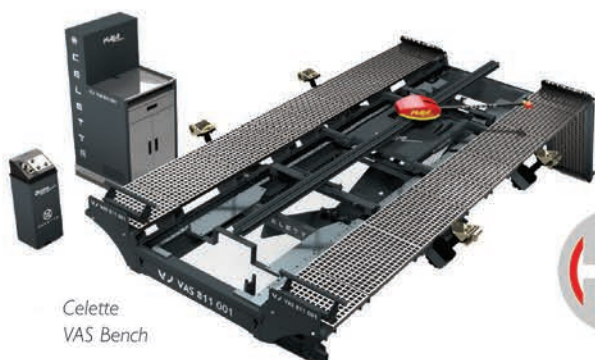
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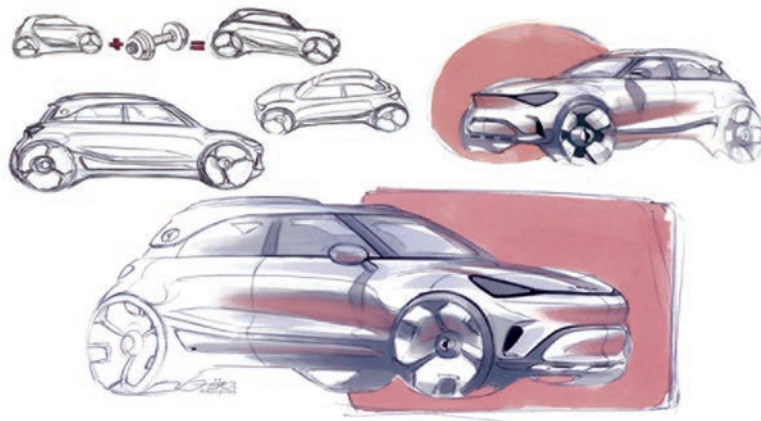
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WHAT'S HOT?

WHO REALLY GETS TO DESIGN A CAR?

by Andrew Marsh



There is quite a race developing to build electric powered vehicles that can 're-fuel' in the same time span as petrol- or diesel-powered vehicles. The public seem to be persuaded that consideration of lease or purchasing a new battery electric vehicle depends on how far it can go on one full charge, and how long it takes to replace the stored energy.

Watering the garden – feeding the BEV

Often during dryer spells a garden may need to be watered – so is it better to provide a deluge or a fine, steady spray? For plants the answer is a slower rate of delivery, allowing water to be retained in the soil instead of running off the surface and draining away. Similarly, to have a hose one metre in diameter would certainly deliver the water, but the domestic supply system is built around far smaller diameters.

Large-scale adoption of battery electric vehicles is for most people, new – the last time this happened, on a much, much smaller scale, was during the early years of the internal combustion engine in the early 1900s. This brings major problems:

Off street parking, with many recent developments featuring no parking or parking remote from the dwellings, makes provision of charging even harder.

Commercial recharge points – piloted in everything from adapted street lights to dedicated clusters – has on the whole proved to be reliable with many charge stations out of action for multiple reasons including inability to accept payments.

The local power supply may not have the capability to have multiple chargers added without system upgrades including associated groundworks.

In effect, many districts do not have the capability to provide commercial or private charge points. While newer residential developments have included significant capability, they link up to the surrounding – often inadequate – network.

'Frying tonight'

A battery stores energy rather well, but does not like to add or take away energy quickly. The process requires electrons to move

through the electrolyte from one pole to another, a process that takes time. The more this is speeded up, the greater the risk of deposit build-up on the anode and cathode. Once those deposits get close enough, the energy will arc between them.

Frequent 'rapid' charging, akin to using a one metre diameter pipe to water a small garden, does shorten the time to 'recharge' the battery but it should only be done a handful of times in the entire life of a vehicle, especially with Li-Ion batteries. If 'rapid' charging is used too frequently the ability of the battery to store energy will reduce, and ultimately could fail catastrophically. In the case Li-Ion this will endanger life.

Consider if, through no fault at all of the BEV, the vehicle does go up in smoke – where will you be? The thermal runaway, again, even if not caused by the battery, produces large volumes of highly toxic gases and hydrogen in a matter of seconds. We now know the classic car parking space alongside a house wall with no doors or windows does work – which does not help anyone with an apartment on the third floor, for example.

Synchronicity

On effect the automotive manufacturers have built BEVs that already are ahead of what commonly available chargers can deliver. Apart from the price differential of new BEVs compared to internal combustion engine powertrains, charging is a growing problem. It is a major block to BEV adoption in urban and inner-city locations.

It's almost as if the 'best in class' 22% energy density of a Li-Ion battery compared to a litre of petrol or diesel is really not the main issue, because the bigger issue is getting energy into the battery. So, the next time you see a manufacturer proclaiming significant recharging in a matter of minutes – ask if you have a space next to your dwelling with significant electrical supply on hand to utilise this stunning ability.

No? It's a bit like owning a Lamborghini but only ever driving on streets with 20 mph speed limits.

A bit pointless.

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The DV1 Clearcoat gun features the all-new DV1-C1 PLUS Clearcoat Air Cap, delivering superior high-efficiency performance for a flawless finish. This air cap distributes even, super-fine particles in a consistent, homogeneous pattern to lay the clear flat, allowing painters to easily wet up a surface while minimizing runs and sags on vertical panels. The all-new fluid tip design increases fluid flow while stabilizing air flow, minimizing material usage and providing significant paint savings.

With a new black matte finish, the DV1 Clearcoat boasts a better grip for easy handling, ensuring maximum comfort on the job, while providing more power for higher productivity.

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DUST-FREE

ULTRASTAT - THE FUTURE OF STATIC CONTROL IN SPRAY PAINTING

The new UltraStat gun is set to revolutionise the spray-painting process by drastically reducing the attraction of dust particles in areas where paint is drying. This issue often leads to costly rework in body shops due to defects in the finish.

The UltraStat gun comes with several innovative features designed for ease of use in the workshop. Its advanced static control unit is cordless, offering up to 10 hours of operation on a single charge. Additionally, it includes an inline air regulator that ensures optimal air pressure, meeting international electrical safety standards. The gun is manufactured to comply with the highest industry regulations and comes with a one-year warranty.

The UltraStat works by ionising air cushions, which neutralise solvent vapours

during panel resprays – functioning similarly to a spray gun. For best results, the gun should be held approximately 150mm to 450mm from the surface to achieve a flawless finish.

Neil Butterworth, Global Sales and Marketing Director for UltraStat, explains that by eliminating the static pull-on dust particles, the air cushion ensures a perfect result every time. This anti-static technology is already used in vehicle production lines globally, helping manufacturers eliminate dust and other imperfections that can affect paint quality.

The lightweight unit is supplied with its own dedicated charger and a convenient carry bag.

For more information on pricing and availability, contact Neil Butterworth via WhatsApp at +44 793 617 9561. Alternatively, you can reach Hennie Dique,



Working like a normal blow gun, the UltraStat creates an ionic air curtain that stops static dust attraction.

Sales at Autoboy's, at +27 (0)10 158 4335 or +27 (0)76 244 2400 for further inquiries about the UltraStat gun and static solutions.

WHAT'S HOT?

TOO MANY SHOPS OVERLOOKING THE TRUE COST OF PARTS RETURNS

by Mike Anderson

The traditional model in repair shops is straightforward: parts are bought wholesale, marked up, and the difference is logged as gross profit. However, this method oversimplifies the real financial impact of parts management. True profitability goes beyond gross profit and must consider operational costs and inefficiencies—especially those related to parts returns.

A key distinction is the difference between profit in Rand and margin in percentages. A high margin can be misleading if the Rand value doesn't significantly benefit the business. For example, a 50% margin on R1 000 brings R500 in profit, while a 45% margin on R1 200 generates R540—more profit despite a lower margin. This shows that both list price and discount must be factored in when assessing suppliers.

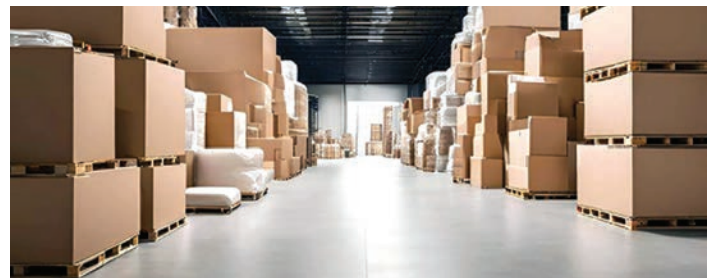
Beyond gross profit, shops face "below-the-line" costs—expenses that occur after the direct repair costs. One of the biggest and often ignored of these is the cost of parts returns, which impact:

1. **Vehicle Owners:** Delays from returns mean longer rental periods and lower satisfaction.

2. **Insurers:** Returns increase cycle time, lead to higher loss-of-use charges, and lower adjuster efficiency.

3. **Repair Shops:** Shops bear labour costs for handling returns, delivery fees, and reordering expenses.

Returns are rarely simple. Vendors often provide only 96% credit due to late, damaged, or poorly packaged parts. Each return costs about R1 266 in processing. Shops also pay R19 per return for delivery and R585 to reorder parts—needed in 43% of return cases.



Additionally, returns can cause production stoppages, costing up to R2 923 per incident (assuming a 50% chance of disruption).

These combined factors often reduce actual gross parts profit by 15%, and in poorly managed cases, by up to 50%. For instance, a shop ordering 1 000 parts at an average list price of R3 410 with a 40% discount might expect R1 36 437 in gross profit. But with a 25% return rate and the associated costs, profit drops by R562 081, leaving an actual margin of just 23.5%.

Return rates and delivery fees vary by vendor. Return rates typically range from 10% to 30%. A 30% return rate can slash profits by nearly half, while a 10% rate reduces it by only 15%. Thus, shops must assess the real value of discounts. A 1% decrease in return rate is equivalent to a 0.65% increase in discount. For example, a 40% discount with a 10% return rate is financially equal to a 46.5% discount with a 20% return rate.

With parts prices rising, shops should focus not only on price but also on vendor reliability, service quality, and return rates. Effective strategies include ordering parts only after a repair is confirmed, to avoid returns due to total losses or unnecessary parts. Promptly returning items in original packaging can reduce losses further.

In summary, managing parts profitably requires more than just getting a good price. Shops must control the full lifecycle of parts—from ordering to return—to reduce waste, lower hidden costs, and improve operational efficiency. Understanding and minimising below-the-line expenses is key to sustaining profitability in an increasingly competitive repair industry.

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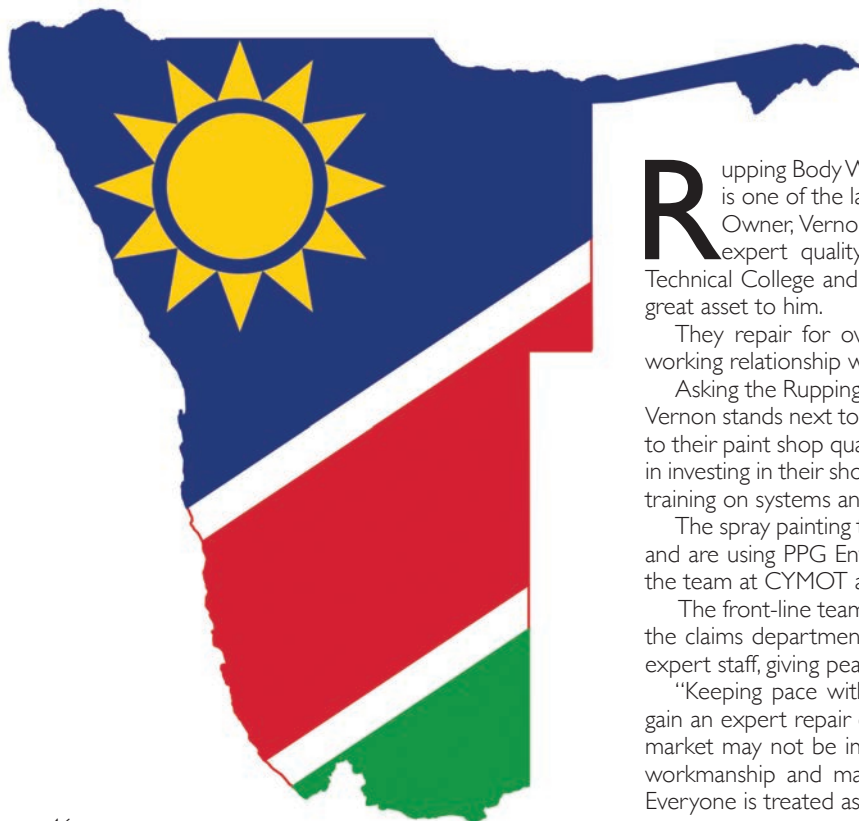
**Contact Hennie from Autoboy's on 076 244 2400
or Neil via WhatsApp on +44 793 617 9561**



The Ruppig Body Works team.

NAMIBIA

RUPPING BODY WORKS, WINDHOEK, NAMIBIA



Ruppig Body Works has expanded consistently since its opening in 1959 and is one of the largest and most reputable body shops in Windhoek, Namibia. Owner, Vernon Ruppig, says that the company believes in delivering an expert quality of repair on every vehicle. Vernon studied at Westlake Technical College and has a firm grasp of all things repair from the ground up – a great asset to him.

They repair for over six insurance companies in Namibia and enjoy a good working relationship with a host of approved manufacturers.

Asking the Ruppig Body Works management team about their best investment, Vernon stands next to a CMC spraybooth from Italy and says it's been a major asset to their paint shop quality over the years, and is still going strong. They believe firmly in investing in their shops with the correct tools and in their people with the correct training on systems and technical repair.

The spray painting team operate over four separate spraying areas of production and are using PPG Envirobase as a paint system of choice. They work closely with the team at CYMOT and their Colour Perfect division.

The front-line team of Elista and Charmaine take care of customer relations and the claims department. Ruppig Body Works have a full complement of some 20 expert staff, giving peace-of-mind to their customers and service providers.

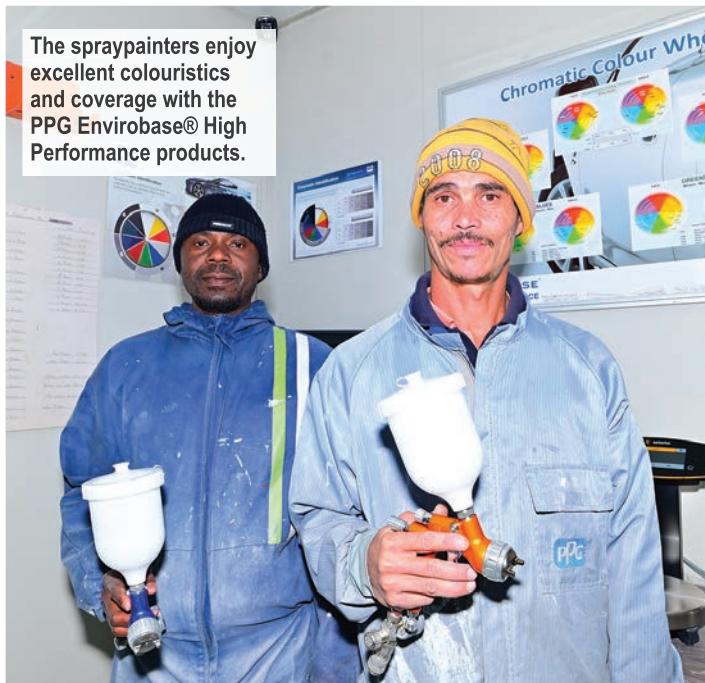
"Keeping pace with vehicle technology has boosted our technician's ability to gain an expert repair every time," said Vernon in closing. The Namibian panel shop market may not be immense in numbers, but they are proud in delivering quality workmanship and maintaining long-term relationships with clients and suppliers. Everyone is treated as family – a lesson we can all learn to build on authentically.



A brightly coloured exterior shows clients they have arrived at Rupping Body Works.



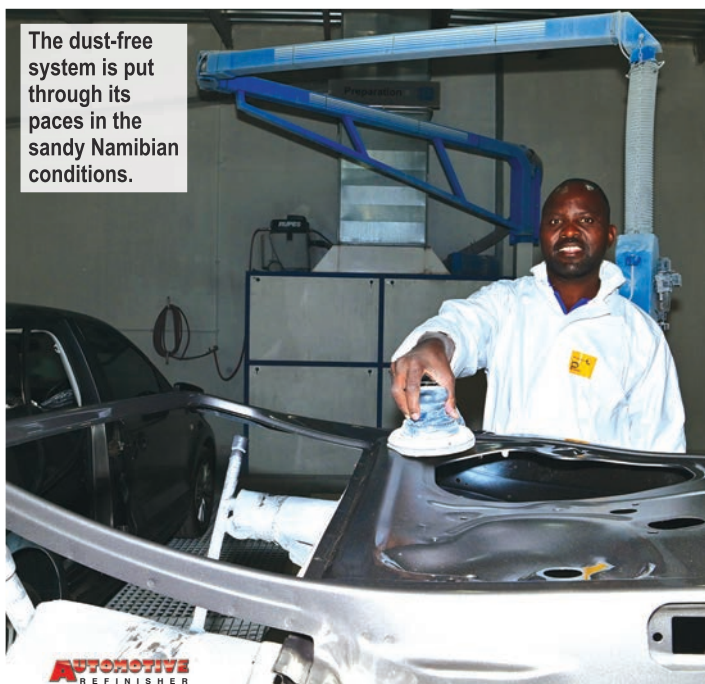
Charmaine (left) and Elista assist handle customers relations and claims.



The spraypainters enjoy excellent colouristics and coverage with the PPG Envirobase® High Performance products.



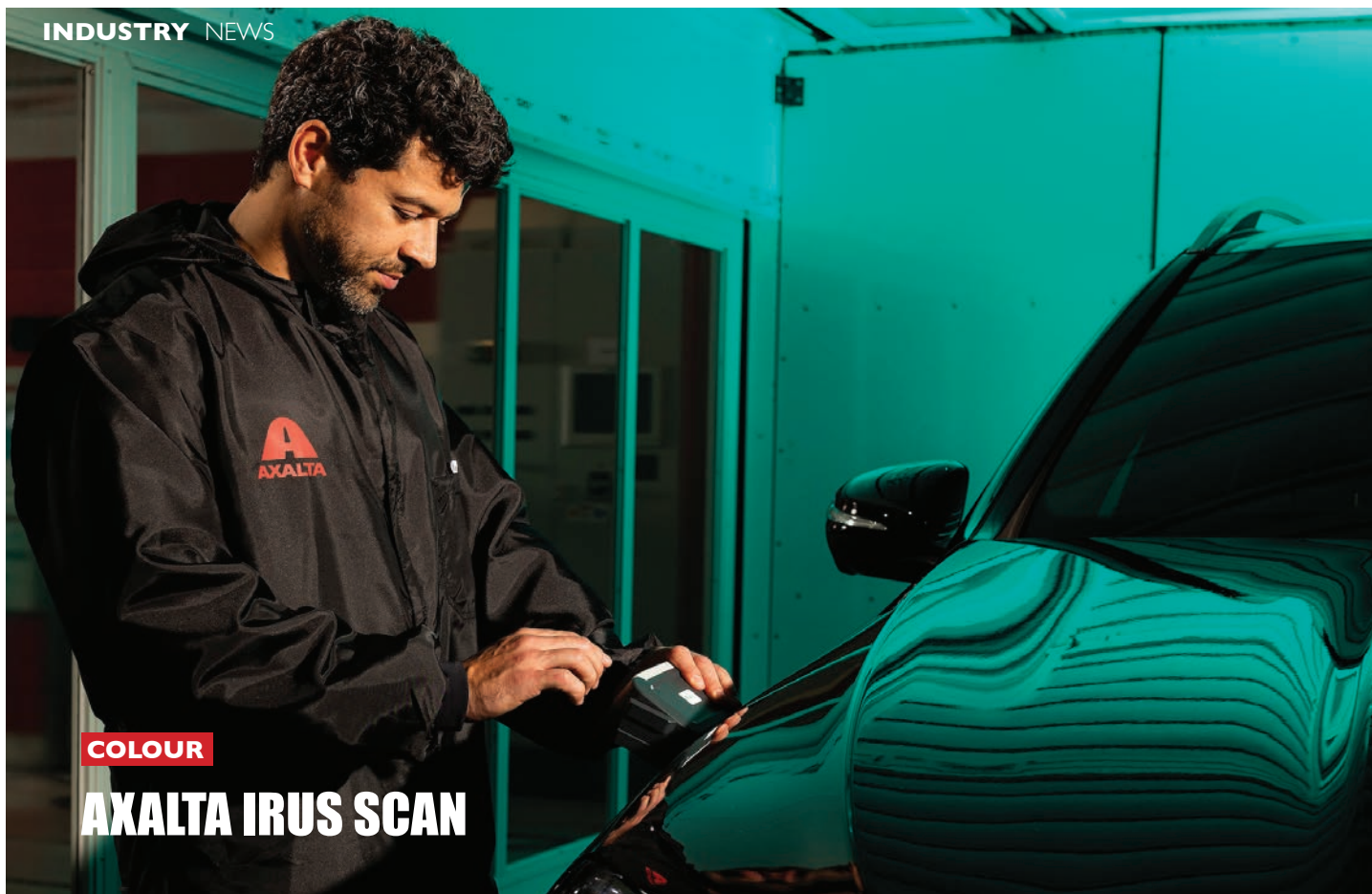
Vernon Rupping (right) has a good grip of the collision repair business from the ground up.



The dust-free system is put through its paces in the sandy Namibian conditions.



Disassembling each vehicle is essential in establishing the best repair plan for each unit.



COLOUR

AXALTA IRUS SCAN

The launch of Axalta IruScan, its latest spectrophotometer for refinish customers. This new technology scientifically measures paint colour on a vehicle to provide accurate colour matches in waterborne and solvent-borne basecoat technologies. Axalta IruScan now joins the simple, three-step Axalta IruScan digital colour management process as the first step of: Scan – Match – Mix.

It leverages a patented inverse angle to detect hue shifting effect pigments which results in a more precise reading for popular achromatic effect colours. Additionally, it is the first spectrophotometer with built-in gloss measurement capabilities to ensure accurate surface preparation and clearcoat product usage. The high definition, RGB camera measures coloured sparkle and pairs

with Axalta's colour formula retrieval system which leverages a proprietary algorithm to provide the single, best colour match for the vehicle under repair from the newly refreshed database of over two million colour formulas. This eliminates time in the colour match process allowing for more vehicles to be processed faster and more efficiently.

"We are very proud of Axalta IruScan and are excited to introduce it to the market," said Troy Weaver, President of Global Refinish at Axalta. "This new technology was designed with the refinisher in mind as it leverages a next-generation RGB camera and a proprietary retrieval system to provide an accurate colour formula for the vehicle being repaired. Axalta IruScan improves the Axalta IruScan digital colour management process as it delivers productivity, accuracy,

and sustainability benefits to our body shop customers."

It has a user-friendly interface with a live view display of the RGB camera and does not require a skilled refinish technician to operate thus optimising labour and improving paint booth productivity.

It also provides accurate colour, sparkle and effect readings which reduces the need to do spray outs to check colour and decreases rework from colour match errors, resulting in product waste reduction as well as sustainability improvements. These attributes all contribute to making Axalta IruScan an industry-leading innovation in spectrophotometers for the refinish market.

To learn more about Axalta IruScan, visit www.refinish.axalta.eu/irus-scan.

WHAT'S HOT?

AXALTA IS SHIFTING GEARS IN SOUTH AFRICA

Lucian Jantjies, Axalta Refinish Business manager, South Africa, says it has been a time of major change for Axalta South Africa. In a strategic move to better enable our partners to support and grow, the local business has been transitioned to a direct importers model.

This shift will support the supply of well-renowned brands like Cromax, Spies Hecker, Standox, Challenger and Duxone from the world's leading refinish supplier.

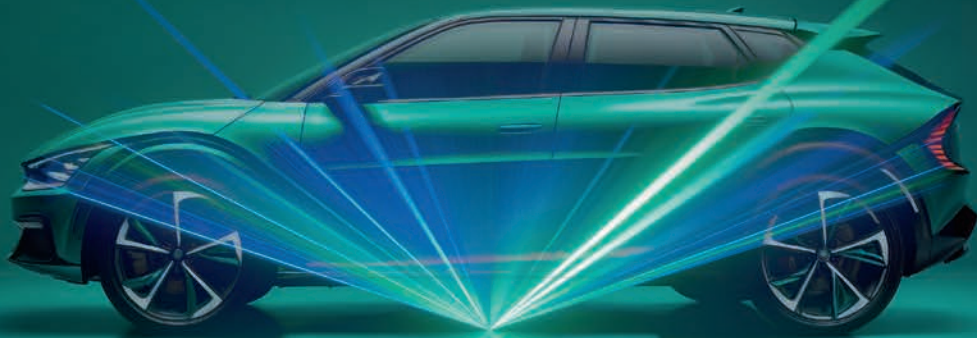
"This marks a significant shift in how we approach the South African market," Jantjies explains. Axalta's brands will continue to be available through our trusted local importers. "This route to market

alignment will strengthen our technical service offering," says Jantjies, "especially around our recently launched revolutionary fast cure low energy refinish product range. These innovative coatings can be fully dried and polished within an hour without the need for expensive baking cycles." In closing, Jantjies acknowledges the complex and demanding nature of the South African market. "The enhanced route to market will help us to keep supply stable, costs effective and ensure that our products remain competitively priced for local body shops, while still delivering world-class quality and support in the premium and mainstream segments."





SCAN SMARTER



INTRODUCING AXALTA IRUS SCAN™ THE ULTIMATE IN COLOR MEASUREMENT TECHNOLOGY

The first spectrophotometer capable of measuring gloss grades with precision, while also measuring colored sparkle and hue shifting effect pigments. And with live surface imaging for enhanced accuracy.

Achieve unrivalled color precision with our game-changing new spectrophotometer. With easy operation, even challenging finishes can be matched accurately—reducing the need for spray-outs and multiple reformulations. Enjoy higher productivity, optimized labor, and reduced waste—only with refinish.axalta.eu/Axalta-IruScan

LOCAL UPDATE

ARE CARS LOSING THEIR DISTINCTIVE LOOKS AND PERSONALITIES?



Roger Houghton
News from the Zoo

The personality of a car comes largely from its exterior appearance and here we are moving into a world when there is a sameness in the design of most mass market models. Most passenger vehicles these days purport to be SUVs (Sports Utility Vehicles) or crossovers (a car that doesn't know if it is an SUV or a hatchback), with little more than elevated ride height and more ground clearance to distinguish a crossover from a hatch-type vehicle.

The revolution that is currently totally reshaping the global motor industry has some unfortunate consequences, among them that in some cases they are taking away a car's personality.

The current crop of cars with either marshmallow sleek body shapes or a squared off edginess to give some off-road credibility make the car-spotter's life a misery. Imagine going on holiday in today's traffic environment and deciding to entertain the offspring by asking them to identify approaching cars. Who will be the judge? Certainly not mum or dad nor even a so-called petrolhead.

Not only are the shapes similar because they are all fighting for a similar patch in the buy-down sphere of the market, but many car names are totally foreign to most South Africans. There are now no fewer than 24 Chinese model names in the mix – with more to come – besides all the legacy brands that have been here for yonks and nowadays many of the latter look little different from those making up the Chinese car onslaught.

One of the reasons for the sameness in design is the fact that most Chinese companies these days make use of experienced designers from Western countries who can now work at a distance and don't have to live in China. That is one of the reasons cars from there are no longer oddly styled and kitsch looking. Styling for export models is mainstream, although there are some oddballs to be found in the Chinese domestic market.

There are still many Western models that have an individuality and stand out from the crowd, but even the distinctive design of a car like the Land Rover Defender is being mimicked. No design is sacred in the drive to dominate the automotive world.

Combustion engines no longer a differentiator

Now let's get on to the next component of a car's personality that is fast disappearing. This is the internal combustion engine (ICE). In most cases they will no longer be brand differentiators and will increasingly be sourced from outside suppliers as Western vehicle manufacturers look to stay competitive against low-cost Chinese rivals who already take this path.

In extreme cases the combustion engine is replaced by a soulless electric motor, but generally combustion engines are paired with an

electric motor as an integrated component in a hybrid or plug-in hybrid vehicle.

As John Lawler, Ford's Vice Chair says: "Automakers have long marketed their cars on the appeal of their in-house combustion engine, even giving them unique badging on the rear to highlight attributes such as turbocharging, direct injection, and even the number of valves. Those days are disappearing. I don't think consumers really think about powertrains the way they did 30 years ago.

The shift to hybridisation, which began on a mass market scale with Toyota's Prius in 1997 has removed some of the unique characteristics of combustion engines because electric motors and intelligent software are now used in combination to increase power and reduce CO2 emissions.

"Where combustion engines defined what a vehicle was and how it performed – the horsepower, displacement and torque – I think a lot of that has gone," added Lawler.

The fact that motor manufacturers no longer rely on combustion engines for brand differentiation will free up brands – and vehicle manufacturers – to partner with other companies to develop next generation ICE power units. This is already underway with Geely and Renault partnering to create a new venture, Horse Powertrain, to supply both companies, as well as Volvo, with combustion engines. And it is looking for other third-party customers too.

(Most) Cars are no longer fun

The foregoing leads into the topic of cars no longer being fun to drive. The reason is that direct links between drivers and the road have been eroded over the years.

Gone is the "road feel" one used to get from a manual (unassisted) steering system. Remember when there was no ABS and one had to cadence brake on slippery surfaces to get the tyres to grip and not skid? How about counter steering when the tail of the car started slipping out of line with no electronic aids to do the job for you?

Then remember when we had to manually choose the right gear for given driving conditions. How about holding the car on an incline using the handbrake as you fed in power and engaged the clutch? Nowadays one doesn't even have to switch on the headlights or the windscreen wipers. You don't need to insert the key in a slot to start the engine or to push down the individual lock buttons on the doors to secure the car, while electric motors have taken over from winder handles to raise and lower the door windows.

All this makes one realise that the driving experience us oldies enjoyed in the 20th century were extremely far removed from the situation we have today!



ARTISAN PROFILE

UNLOCKING
POTENTIAL

Automotive Refinisher are passionate about training and the collision repair industry as a whole. As such, we wanted to showcase an apprentice who has studied with C3 Auto Body Repair Academy, as well as an artisan who has recently acquired his qualification after 24 years in the industry achieving his Artisan Recognition of Prior Learning (ARPL) with NF Apprentices.

Tumi Siqwele: a guided career path through training

At just 28 years old, Tumi Siqwele is proving to be one of the most promising young artisans in South Africa's motor body repair industry. Currently placed at Citi Line Panel Beaters through the Hollard Artisan Development Programme as an Auto Body Repair Trainee, Tumi is no ordinary learner. With advanced technical ability, maturity beyond his years, and a strong work ethic, he is steadily outpacing many of his peers.

Tumi's strong trajectory is no accident. It is the result of focused training, hard-earned experience, and the kind of industry support that makes a real difference.

He began his journey at C3 Auto Body Repair Academy in 2022, enrolling in a six-month Workshop Assistant programme that gave him a valuable foot in the door as a skilled general worker in the industry. Two years later, after gaining real hands-on experience, his progress was fast-tracked through continued involvement with C3, which provided the ideal platform to further develop his technical abilities and grow in confidence within a professional workshop environment.

Through C3 Academy, Tumi was selected for the prestigious Hollard Artisan Development Programme in February 2024 — an initiative known for developing young talent by qualifying artisans for the Auto Body Repair sector.

Today, as part of the Citi Line Panel Beaters team in KZN, he is working side by side with experienced technicians, sharpening his skills in auto body repair, paint refinishing, and customer service where every repair job is an opportunity for growth.

For Tumi, C3 was more than just a stepping stone — it was a game changer. It provided not only structured training aligned to industry standards, but also opened the door to real-world exposure, coaching, and access to mentors who've walked the path before him.

But his love for cars and craftsmanship didn't begin in the workshop. Born and raised in the quiet town of Ladybrand in the Free State, Tumi grew up curious about how things worked. His fascination with vehicles was sparked early, not just by their power and performance, but by the way they could be



Ike Mphahlele (right) is seen with Wayne Masters from Elite Autobody.

restored and personalised. To him, every car has a story — and every respray or panel alignment is a way of helping that story shine again.

"The pace of this industry is what keeps me excited," he explains. "There's always something new to learn. And that means there's always a chance to get better."

That hunger for growth is something his trainers at C3 Academy quickly picked up on. Tumi stood out not only for his technical ability but for his willingness to engage, ask questions, and take feedback seriously. Over time, he developed strong communication and teamwork skills — an often-overlooked but vital part of becoming a successful artisan.

His ambitions don't stop at the workshop floor. Tumi's long-term vision is to eventually open his own panel beating and spray-painting business — an establishment known for both quality workmanship and excellent service. He's not just thinking about employment; he's thinking about empowerment — creating jobs, mentoring the next generation, and raising the bar in the sector.

"C3 gave me the foundation I didn't even know I needed," he says. "Before I joined, I never thought I'd be this far in the trade. Now I want to keep pushing and make a name for myself."

Already a role model to others, Tumi regularly shares his experiences with younger learners starting their journey in auto body repair. His message is consistent: "Stay hungry, stay open, and find someone who's walked the path. You don't grow if you're not willing to learn."

In an industry that's constantly evolving, it's young professionals like Tumi who are showing just how far dedication, structured learning, and meaningful mentorship can take someone. His story is still unfolding, but one thing's for sure: he's not just part of the future of South Africa's MBR sector — he's helping to shape it.

Ike Mphahlele earns his Red Seal: A New Chapter in his career

After 24 years of hard work, dedication and skilful performance in auto-body repair workshops across Gauteng, Ike Mphahlele has officially earned his prestigious Red Seal certificate as a panel beater — via the Artisan Recognition of Prior Learning (ARPL) pathway. This milestone not only cements his professional status but also serves as a powerful testament to the potential of alternative trade qualification routes in South Africa.

Ike struggled to get a qualification opportunity from his previous place of employer where he felt used for his knowledge but never appreciated for his hard work.

After joining Elite Autobody, Wayne Masters ensured that he is prioritised and through ARPL pathway, Ike found what his heart longed for.

NF Apprentices facilitated the ARPL process and ensured that the process was a smooth one for the shop and the candidate. NF Apprentices is an apprentice facilitation company and offers ARPL facilitation too. NF Apprentices has been encouraging shop owners to help in qualifying their experienced but unqualified staff so that they carry out their work with pride.



Tumi Siqwele is a promising young artisan.



PRODUCT PROFILE

OCTORAL INTRODUCES THE AIR-DRY PF247 OPTIMUM SURFACER DTM

The innovative PF247 Optimum Surfacer DTM offers the rapid repairs and high throughput that body shops are looking for in today's fast-moving world. This new direct to metal surfacer eliminates the need for a wash primer and can also be air-dried – reducing both application time and energy costs.

The Optimum Surfacer DTM saves application time of 25-30 minutes. Plus its

clever air-drying technology offers a dry to sand time of just 30-60 minutes depending on conditions, saving on energy costs.

Key benefits of this exciting new product are a streamlined application process, increased productivity, cost efficiencies, and a lower carbon footprint.

And naturally, body shops can be confident they can still deliver the premium finish they expect when using the Octoral system.

The PF247 Optimum Surfacer DTM

comes in three shades – grey, black, and white – with the black and white enabling body shops to create six different shades of grey. It is available in both one litre and three litre packaging.

For more information on how the PF247 Optimum Surfacer DTM can help body shops take their business to the next level, please visit www.octoral.com

WHAT'S HOT?

THE NEW OCTORAL B259 TRANSPARENT RED ORANGE TONER

The new vibrant B259 Transparent Red Orange is an exciting new toner in the Octoral Octobase System. The deep orange allows for a higher transparency to be achieved, making it ideal for repairs on popular car colours, such as the Renault EQB. The clarity allows for an excellent colour match – delivering professional results. The new toner can be used in solid and effect formulas.

Key Features:

- Very transparent: A clean, bright finish with exceptional colour matching.
- Ideal for spot repairs: High transparency ensures seamless spot repairs.
- Orange pigment: Contains a strong, clean orange pigment, minimising the need for additional mixing.
- OEM compatibility: Delivers excellent colour matching for selected OEM formulations.
- Good hiding: Mixed with solid colours it becomes a high opacity orange.

The toner is now available to purchase. If you would like more information on Octoral, please visit www.octoral.com.





OCTORAL

PRECISION MEETS SPEED

THE NEW OCTORAL PA38 1K UV PRIMER
BRINGS SPEED AND PRECISION
LIKE NEVER BEFORE.

Get faster repair cycles at the highest quality
with the latest UV curing technology.

BENEFITS TO YOUR BODYSHOP:



Flawless fills
every time



Lightning-fast
curing



Ready-to-use
primer



Versatility you
can count on



READY TO TRANSFORM HOW YOU WORK?



Contact us and one of our sales representatives
will provide you with all the information you
need about our PA38 1K UV Primer.

Scan the QR code or visit www.octoral.com

WHAT'S HOT?

AUTOMECHANIKA - IT'S ALL ABOUT YOU

In 1240 – the Emperor Frederick II granted Frankfurt the right to hold fairs and exhibitions in the autumn of each year. The first international fair for Frankfurt was held in 1919, and by 1951 the motor show - 'IAA' – moved from Berlin.

Much as the automotive business expanded to reach more and more consumers, so the aftermarket expanded as well. The emerging European automotive business relied on a gaggle of component and sub-system manufacturers spread right across the region, ranging from companies that only manufacturers through to what we would now call 'full-service' suppliers.

The automotive aftermarket – component manufacturers, businesses that service or repair vehicles and the activities around that have tended to be in the shadow of the vehicle manufacturers. After all, if they did not make new vehicles, the business would be rather different.

How was Automechanika born?

Until 1971 the vehicle manufacturers exhibited on the same showground as the automotive aftermarket, holding the event once every two years. On 20th January 1971 the VDA – the German automotive manufacturer trade body – announced the membership needed to cut costs and so would cancel the autumn show of that year.

The aftermarket was not consulted. The aftermarket was supposed to bow and walk away.

The expectation was nobody could put together a show in under eight months specifically and only for the aftermarket. However, from trade associations through component manufacturers to the thousands of businesses looking after client vehicles, the answer was – forgive me – 'damn you!'

So, in September 1971 Automechanika opened. Literally the aftermarket, exhibiting for and to the aftermarket.

The vehicle manufacturers were stunned, thinking this was going to be a huge flop – but it wasn't. In time, as the IAA re-opened in Frankfurt, it alternated with Automechanika. Of course, now the light vehicle part of IAA is to be found in Munich, but Automechanika remains in Frankfurt. It has opened without fail every two years since 1971.

Codes

So, now we know Automechanika is all about building better business by sharing ideas. Let's turn our attention to another odd organic device... diagnostics.

This was born out of on-board diagnostics (OBD) which was a system to trace faults in internal combustion powertrain emission control systems. This grew up in the 1980s and gained significant traction during the 1990s as all functions of engine control and elements of transmission control merged into an 'engine management control unit'.



If I tell you, as some of you know already, each of the main four groups of code have a letter:

P = Powertrain

B = Body

C = Chassis

U = Undefined.

Since the primary reason for the codes was related to powertrain, it was this which got the biggest exposure first. Consequently, as those who repair whole vehicles know, the other magic letters were not as widely distributed.

As OBD morphed into OBD II, which meant capture / storage of fault codes in real time, so the sophistication of those codes grew exponentially. For a single sensor fault there can be anywhere from one to four items.

Then another revelation – humans (calibration engineers) – not only make the bare 'train set' work by creating multiple data maps, they then induce a variety of fault scenarios and create the associated codes. This is done within, for powertrain, a huge library of possible codes.

So, this should be pretty predictable and uniform? Yes. Is it? No. When we stray away from this arena into electrified powertrains, the codes could appear... here, here, here or... here.

Is this openly available to the aftermarket? Yes, except where a supplier developed or even wrote the codes but didn't secure the correct aftermarket contract, which means they know but can't publish. Like all other providers, they have to reverse engineer the fault codes.

That's why unless there is an agreement in place, the generic tools may not have new model information for six to nine months after start of sales.

The vast problem

The 'code' situation shows how an electrical system talking to itself with an informed expert can unravel faults. This requires use of the evidence and some lateral thinking – and no, AI won't solve this.

A sensor maybe working properly but failing to interact with coolant/ air / oil, leading to malfunction or oil whereas the diagnostic tool 'computer' says 'yes'. Why bother with this? Because as sub-system costs fall, so more of them appear on more vehicles.

Four letters that caused a firestorm – ADAS.

There are three possible calibration routes, of which usually only one will be specified by the vehicle manufacturer. While the cost of windscreen-mounted video streaming cameras with real time data analysis for lane

keeping, adaptive cruise control, road sign recognition and autobrake – have fallen in cost, retail prices have not done so yet.

Forward RADAR has become an array of three modules, with a variety of calibration routes, and again cheaper but not cheap. Rear RADAR has become an array of two modules, and calibration is becoming less common.

Auxiliary services such as 360-degree view cameras and even ultrasonic sensors have become part of the ADAS mix.

Two dangers:

1. If the system is not re-commissioned properly, the last workshop to have worked in the vehicle may become liable for the consequences.

2. Clients who may not know much about automotive engineering do tend to know how the systems work, and expect them to work – so for an automotive aftermarket business 'winging it' is not an option.

The spirit of 1971

Another big issue looms. The shift in the automotive manufacturer power from West to East. The overnight revolution which has cost a fortune and taken four decades, is well and truly underway. Not for the first time the consumer and the aftermarket are in the very same boat – limited information, poor access to spare parts, uncertain residual values no clear idea of what is ahead.

Consider energy storage. Batteries have gone through immense changes, but still only offer circa 20% of the energy per litre of 'system' compared to a litre of petrol. Sure, internal combustion engine waste of circa 60% plus narrows this gap, but batteries will not – simply will not – be hurried to do anything. Yet, the China manufacturers introduce new models as often as they shower, while the downstream support remains eerily quiet.

The result? A new vehicle which will be disposed of at the first sign of major trouble. The rest of the automotive sector is in a similar position. So, what will make the difference? Well, again, forgive me - 'damn you!'

The spirit of 1971, to do the 'impossible', is there for the asking.

Solutions to the apparent disasters are in our own people. Of course, money, training, information access and more are all crucial, but the aftermarket by exchanging ideas, by building better commerce between us all, can tackle this.

Leave the vehicle manufacturers to do battle as they see fit. We must embrace the Frankfurt of 1971.



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DRIVEN HYUNDAI ALCAZAR

The Hyundai Alcazar brings a fresh new dimension to Hyundai's SUV family – blending the practicality of seven seats with bold styling, clever tech, and impressive value. Designed to sit comfortably between the popular Creta and the premium Tucson, the Alcazar offers families more space without the steep price tag.

The Alcazar ups the ante with added versatility. It's ideal for growing families, school runs, road trips, or simply anyone who doesn't want to sacrifice comfort for capacity. And thanks to a smartly elevated third row – complete with its own air vents and USB charging ports – the Alcazar ensures every seat is a good seat.

The Alcazar isn't just a replacement, it's an upgrade in every sense. From its assertive stance to its standout features, this SUV was designed to make an impression.

The striking H-style LED daytime running lights are joined by a centre light bar that gives the front-end real presence, while a bold front grille, silver-tone detailing, and sculpted rear with wraparound LED tail lights keep things stylish from every angle. The 18-inch diamond-cut alloy wheels finish the look, proving that practical can also be premium.

Under the hood, buyers can choose between two engine options: a refined 2.0-litre petrol engine for smooth power delivery, or a torquey 1.5-litre turbodiesel that's perfect for long-haul efficiency. Both are paired with a six-speed automatic gearbox that's smooth in traffic and responsive on open roads.

Hyundai's Drive Mode Selector adds versatility – letting you switch between Eco, Comfort, or Sport depending on your mood. There's even terrain-specific settings (Snow, Mud, and Sand) to keep things moving when the going gets tough.

Step inside, and the Alcazar immediately impresses with its thoughtful layout and premium feel. The three-row configuration makes clever use of space, ensuring every passenger gets their fair share of comfort. The fold up seats also allow for haulage if you need it.

Up front, the driver-centric cockpit feels modern and intuitive. A crisp dual-screen display setup – including a digital instrument cluster and infotainment screen – puts everything within easy reach. Apple CarPlay, Android Auto, and Bluetooth are all included, and we appreciated the mix of touchscreen tech with physical climate and audio controls. It's a balance that ensures the driver stays focused, not fumbling through menus.

As expected from Hyundai, safety comes standard. All models include six airbags, ISOFIX child seat anchors (top and bottom), electronic stability control, and hill-start assist. The Elite takes it further, with Hyundai's SmartSense driver-assistance suite featuring Blind Spot Monitoring, Adaptive Cruise Control, Lane Keep Assist, and more – all working quietly in the background to keep your most precious cargo safe.

Starting at just R499 900, it undercuts the model it replaces while offering significantly more – more seats, more features, and more family-friendly thinking. Add in Hyundai's legendary seven-year/200,000 km warranty and a three-year/45,000 km service plan, and it's clear: the Alcazar isn't just another SUV, it's a standout choice in the family segment.

With its combination of comfort, capability, and clever features, the Hyundai ALCAZAR makes a strong case as the go-to seven-seater for South Africans who want space, style, and smart value all in one sleek package.

DRIVEN

HYUNDAI ALCAZAR



Secure your goods in the VENUE Cargo

A peace-of-mind light commercial vehicle



7 YEAR
200 000 km
Manufacturer Warranty



Keep your cargo secure, deliver it safely. If you are looking for a safe, reliable and tough commercial vehicle for your small business, Hyundai's 1.2 MPI Motion VENUE Cargo is the ideal solution. With a 1 296-litres cargo volume that is secured with a steel-mesh cage, a payload of 500 kg, low fuel consumption and the benefit for VAT-registered businesses to claim back tax, the sturdy VENUE Cargo is a vehicle that will lighten your load in more ways than one.

SUZUKI JIMNY A6G

- The Jimny legend started in 1970, when a tiny engine in a light 4x4 routinely drove where other larger 4x4s dreaded.
- The third edition was launched in 1998, and via continuous updates remained on sale until 2018.
- The fourth edition, A6G6, was revealed initially as a 3 door hard top 4x4, using completely redesigned body and frame.
- The 5 door hard top with the same overhangs and 290 mm extended wheelbase, was added in 2023.
- ESC offers in addition, hill descent control, traction control at low speeds and hill-hold for hand brake free starting.
- Internationally Jimny also gains a windscreen mounted ADAS camera / LiDAR as well as a mild hybrid drive system. In some markets this is replaced with a stereo ADAS camera on the five door version.

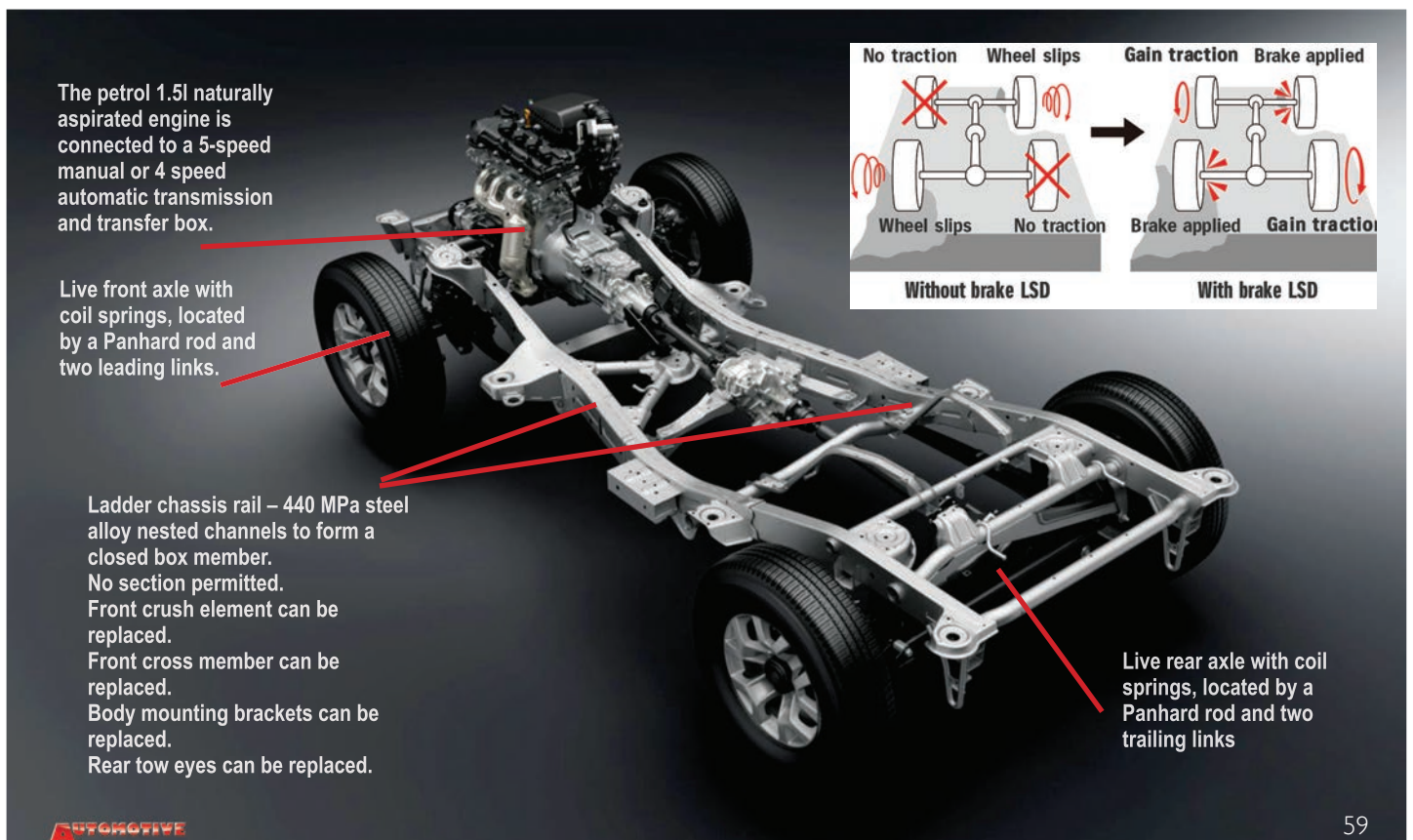
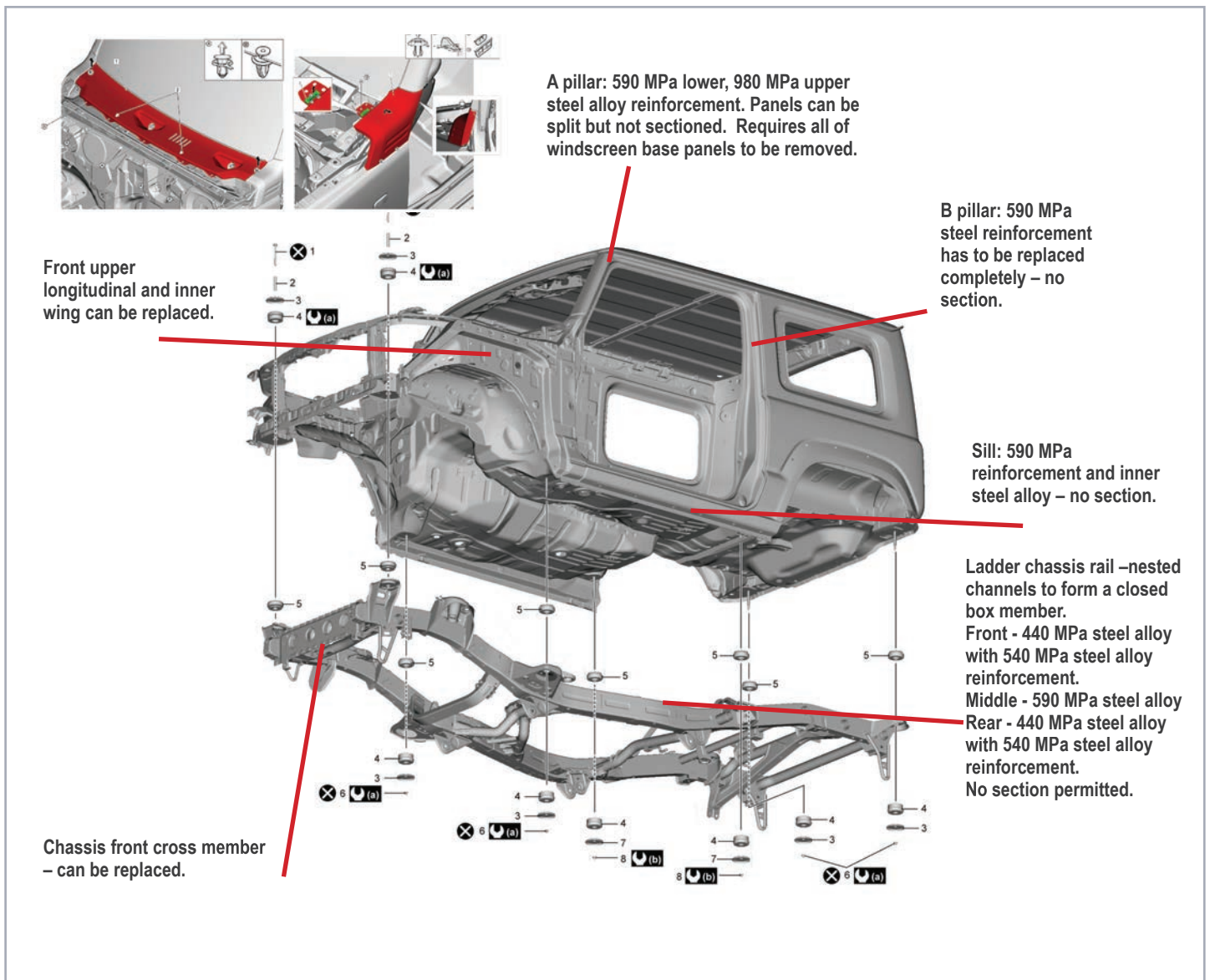
LED headlights for all models except base trim 5 door version.

Door mirrors: All models – electrically adjustable.

Front fog lights for all models except base trim five door version.

Ultrasonic sensor x4, standard on all trims. Only applies to five door.

SRS: All models – front airbags x2. Five door version adds side airbags x2 and curtain airbags x2, as well.



REFINISH PROFILE

GAV EXTREME 100 PRO PROFESSIONAL SPRAY GUN

For over 50 years, GAV has been a leader in compressed air solutions. From its artisanal roots to advanced spray technology, GAV has consistently innovated to provide professionals with tools of precision and high performance. Each spray gun reflects our commitment to quality, ergonomic design, and delivering flawless results.

Precision spraying, professional results

The quality of a professional paint job depends on several factors, including the selection of the most suitable spray gun based on the work method, the recommendations of the paint manufacturer, climatic conditions, the type of object being treated, and the airflow available from the compressor. GAV spray guns are designed with a particular focus on minimising maintenance. Where possible, dry seals have been selected to minimise wear and reduce the need for interventions over time. During the design phase, every model undergoes rigorous spraying tests in the laboratory to determine the optimal solution and ensure superior performance. In addition to providing precision, ergonomics, and efficiency, these spray guns are easy to use and deliver excellent and long-lasting results with minimal maintenance.

Extreme 100 Pro

The Xtreme APS (Advanced Pressure System) professional spray gun is the result of continuous research and technological advancements. Designed for high-performance applications with water-based or solvent-based paints, it is built with high-quality components and manufactured using state-of-the-art CNC machines. The forged aluminium body, coated for increased durability, and the aluminium head with a special scratch-resistant treatment make it particularly robust. Additionally, it features aluminium knobs for precise adjustments of the spray fan, paint flow, and air quantity. The ergonomic design helps reduce operator fatigue, optimising workflow and productivity.

The Xtreme APS is recommended for clear coat with medium/high solid content applications, thanks to its high application rate. This series was created to meet the need for a versatile product capable of delivering high performance across a wide range of uses. Optimised air passages ensure consistent airflow and high-quality atomisation. Ideal for finishing work, it guarantees professional results on various surfaces.

Key features:

- Fast application
- Reduced air consumption
- Excellent for clear coats
- Effective on high solids and polyurethane.

Call Vermont Sales for a specialist dealer near you on +27 (0)11 314 7711 or visit: www.vermontsales.co.za



vermontsales.co.za



Precise
Durable
Reliable

NEW Xtreme 100 Pro

APS System Available in 1.4mm - 2.5mm
Nozzles and Nozzle kits



600 CC



2/5 BAR
60/90 PSI



200 ÷ 400
L/MIN

Key features:

- Fast application
- Reduced air consumption
- Excellent for clear coats
- Effective on high solids and polyurethane



Spray Gun Product Codes

GAV EXTREME 100 PRO 1.4	Ø 1.4	GAV EXTREME 100 PRO 2.0	Ø 2.0
GAV EXTREME 100 PRO 1.5	Ø 1.5	GAV EXTREME 100 PRO 2.2	Ø 2.2
GAV EXTREME 100 PRO 1.6	Ø 1.6	GAV EXTREME 100 PRO 2.5	Ø 2.5



Nozzle Kit Product Codes

GAV XP100R14	Ø 1.4	GAV XP100R20	Ø 2.0
GAV XP100R15	Ø 1.5	GAV XP100R22	Ø 2.2
GAV XP100R16	Ø 1.6	GAV XP100R25	Ø 2.5



SAFETY

ISOCYANATE RISKS THAT COULD TAKE YOUR BREATH AWAY

By Wayne Beardmore

Did you know that vehicle spray painters are up to 80 times more likely to develop asthma compared to the average worker? 80 times... that's no small number. It's a stark reality that many are not even partially aware of. Why is the risk so high? It comes down to a combination of a lack of understanding, insufficient training, and unsafe practises.

Key factors behind the risk

Incorrect use of respiratory protective equipment (RPW) and personal protective equipment (PPE).

- Lack of knowledge about the chemicals involved, specifically isocyanates.
- Inadequate responsibility from employers.
- Influencers promoting unsafe techniques in their posts.
- Insufficient training on how to properly protect yourself.

What are isocyanates?

Isocyanates are highly reactive chemicals commonly used in automotive, industrial and commercial coatings. They pose significant health risks, including respiratory issues, skin irritation and long-term occupational asthma. If not properly managed, exposure can lead to life-altering conditions. This is why knowing the correct safety equipment to use is critical.

The risks of isocyanate exposure

- Inhalation: Breathing in vapours or aerosols can damage the lungs and cause respiratory problems, which may worsen over time.
- Skin contact: Direct contact can lead to dermatitis and allow chemicals to be absorbed into the bloodstream, worsening the effect.
- Eye contact: Vapours or splashes can cause painful irritation, and even permanent eye damage if not addressed quickly.

Repeated exposure to isocyanates can sensitise individuals, making them allergic to even small amounts of the chemical over time. This means that with each exposure, the risk of severe allergic reactions increases.

Respiratory protective equipment (RPE)

The UK's Health and Safety Executive (HSE) recommends air-fed breathing apparatus for those working with isocyanate paints. This could either be a full-face visor or a half-mask with constant airflow. Disposable cartridge masks are not suitable as they don't offer the level of protection needed.

The air supply for the RPE must come from a well-maintained compressor with a two- or three-stage filtration system, depending on the mask you are using. Masks such as the SATA Vision 5000 or DeVilbiss Pro Visor come with built-in carbon filters to enhance



protection. Both masks feature a low airflow warning whistle to alert the user when airflow drops below a safe level. The SATA mask's whistle is located in the hood, making it easily audible while working inside a booth. In contrast, the DeVilbiss mask has its whistle integrated into the belt system. While this whistle is loud, it may be more difficult to hear in a noisy booth environment.

Personal protective equipment (PPE)

- Spray suits: Always wear chemical resistant spray suits made from non-permeable materials. These suits should be replaced regularly to avoid contamination from overspray.
- Gloves: Nitrile gloves such as Colad Grey Nitrile Gloves are recommended because they provide the best protection against isocyanate penetration. Avoid latex gloves – they offer less protection.
- Eye and face protection: It's crucial to wear either a full-face respirator or safety goggles to protect your eyes from harmful chemicals. Many painters skip this step, but it's essential for your long-term health.

- Foot protection: Chemical-resistant boots are necessary, especially in areas where overspray or spills may occur.

A call for awareness

The risks associated with isocyanate exposure are real and preventable. Ensuring you have the right RPE and PPE could be the difference between staying healthy or developing a lifelong respiratory condition. Proper training and employer responsibility are essential to making sure everyone in the industry is protected.

Brands and influencers

Avoid being influenced by unsafe practices promoted online. Too often, major influencers demonstrate improper or even non-existent use of PPE and RPE while endorsing products from leading refinishing manufacturers. This must change. Brands at the very minimum should require the influencers they support to follow proper safety protocols.

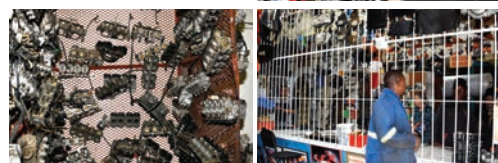
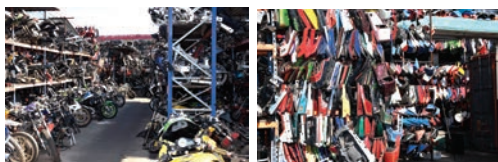
Taking the pee

That headline is not a joke. Biological monitoring (taking a urine test) is a simple way to check that you are being protected from the risk of occupational asthma when spraying 2K paints that contain isocyanates.

When spraying, very high levels of isocyanates are generated and you are relying on your air-fed mask, your booth extraction and your own behaviour (no visor flipping, please) to keep you safe.

A urine test is quick, easy and cheap and can give you the reassurance that all is well – or can show that you need to check on some things and stay safe.

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CLASSIC CORNER

ASTON MARTIN DB 2/4 MK III

Story and pics by Stuart Johnston

THE REAL BOND-MOBILE



We are burbling along the road out of Knysna with the lagoon on our left, and I glance across at Mark Barendse and wonder what it must be like to own one of the most beautiful cars in the world. I also wonder if he has any James Bond images scrolling through his mind as he shifts the Aston Martin gearbox from second to third. That gearbox is a work of art, and that's no surprise because David Brown, the man who bought Aston Martin company in 1948, was a gearbox manufacturer before he entered the high-priced Gran Turismo end of the sports car market.

But what has James Bond got to with this DB 2/4 Mk III model? You may well ask, because nearly everyone and his dog knows that the most famous Aston Martin of all was a gold DB 5, as depicted in the movie *Goldfinger* in 1965. The thing is, writer Ian Fleming wrote the *Goldfinger* book in early 1958, the very same year that Mark Barendse's Aston was built, and so, in terms of accuracy, this is the car that should have been used in the movie.

In fact, when this particular car was discovered in a barn in

Vanderbijlpark in 1977 – yes, this is a genuine barn-find car – it was actually painted gold, so its then-owner had obviously been aware of the 007 connection. Unsurprisingly it looked as if he had used a spray can for the job, and the rest of the Aston was absolutely trashed when it was discovered by a collector from Vereeniging called Leon Hoffman. Hoffman planned to restore the car but never got around to it. His mate Ron Hollis, who had arrived in Vereeniging from Zimbabwe in 1977 around the same time that Hoffman discovered the Aston, had been smitten by the pile of rubbish that had cluttered Leon's garage for seven years, and in 1984 he took possession of one of just three Aston Martin DB 2/4 Mk IIIs known to survive in South Africa.

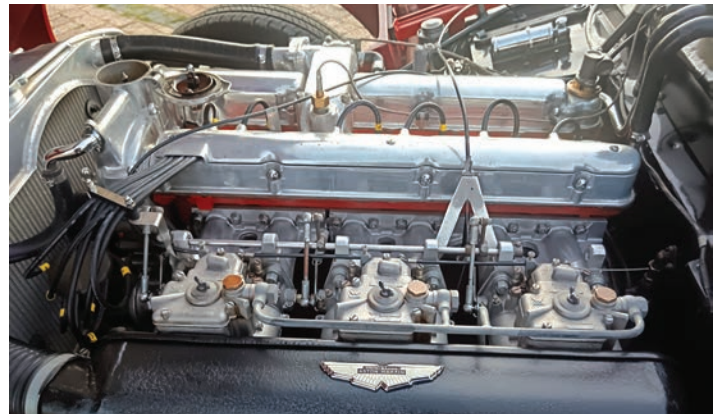
Hollis had just moved to Knysna at around that time and had nowhere to store his new obsession, so he left it on his brother-in-law's farm outside Graaff Reinet in the Karoo, where it spent the next 15 years! Finally in 1999 he approached a Graaff Reinet restorer (it's amazing that there are classic car restorers in Graaff Reinet) called Rick Zerwick to begin the mammoth task of turning this golden rotten egg into the



There were apparently five Aston Martin DB2/4 Mk IIIs that came to South Africa in 1958," says Mark Barendse, who took ownership of this ultra-rare car a few years ago in Knysna from Ron Hollis. "Three of the cars – including mine, which is chassis number AM/300/3/1444 – are in the international Aston Martin registry, but the whereabouts of the other two cars remains a mystery."



Twenty five years of waiting and painstaking restoration delivered a coveted prize for all to see.



beautiful red Aston Martin that you see in the pictures here. Rick's son Carel did an amazing job on the aluminum bodywork that cloaks the DB Mk III's steel spaceframe, and in a remarkably short space of time – just two and a half years – Ron Hollis had rebuilt the motor to absolute perfection and completed a task that had begun about 25 years earlier in that old barn in Vanderbijlpark.

"There were apparently five Aston Martin DB2/4 Mk IIIs that came to South Africa in 1958," says Mark Barendse, who took ownership of this ultra-rare car a few years ago in Knysna from Ron Hollis. "Three of the cars – including mine, which is chassis number AM/300/3/1444 – are in the international Aston Martin registry, but the whereabouts of the other two cars remains a mystery."

Hollis carried out a thorough rebuild of the straight-six-cylinder twin cam 2.9-litre engine and added his own knowledgeable touches. Larger sleeves and pistons have brought the capacity up to a full 3.0 litres and upgraded the engine to a special performance spec that was available from the Aston Martin factory between 1957 and 1959 (the DB2/4 Mk III's production years) that included longer duration camshafts, competition conrods and a branch exhaust manifold. The focal point of the engine bay when you lift that forward-hinging bonnet today is the set of three Weber 40DCOE carburetors that were also part of the special factory competition-spec engine that was fitted to just six of the original run of 551 cars.

Everything about this car – absolutely everything – is achingly beautiful. The upholstery was done by a local trimmer in Graaff Reinet and is superb in its shape, fitment and stitching. The three-spoke old-fashion steering wheel is large in diameter and dictates an almost

sit-up-and-beg driving position that is quaint by 2025 standards, while the gearshift action – already referred to as Mark worked the rifle-bolt action across the gate from second to third – is totally befitting in a car that speaks just as much of muscle as it does of elegance.

The paintwork today is in its original red and appropriately is of the period-correct enamel variety. Ron Hollis was not going to make the crass mistake of specifying a modern two-pack paint on a timeless classic like this British icon, which is fronted by the classic-shaped Aston grille that was first seen on their racing cars in the 1950s, and famously accompanied the smiles of Carroll Shelby and Roy Salvadori when they took that famous Le Mans 24-Hour win in a DBR1 racer in 1959.

As for details, well, every single one of them is superb, both beneath the tilt-forward bonnet and regarding those that are seen more regularly. Those wire wheels, for instance, feature stainless steel spokes rather than chrome-plated items, and the flowing lines of the body, unadorned with any distracting trim lines, are complemented by the perfect fit of the doors with their tight shut lines.

So how does it feel for Mark to own one of the most beautiful cars in the world? Well, it's a question that you are too afraid to ask, just as you would be if you asked Sophia Loren's husband what it was like to be in bed with Italy's most celebrated beauty.

There's a reverence with which you regard this Aston Martin. But just like Sophia Loren, another star of the 1950s, there's an underlying toughness, a sense of purpose, that simply makes the whole package even more attractive.

REPAIRER ADVICE

INSURER CONTRACTS; WHAT YOU NEED TO KNOW

by Tim Kelly

Body shops are often outmanoeuvred by insurers when it comes to contracts, but who actually has the upper hand and whose terms should carry more weight?

This is an area that raises many questions and is clearly one of consternation. It is a hot topic that warrants investigation and an answer.

The starting point is a lack of education. Let's address that. Insurance companies are large commercial entities with legal expertise at their disposal. However, body shops are there to repair vehicles and therefore highly unlikely to have anyone with any legal grounding working for them.

You can see how this creates a significant imbalance, and how that can lead to a massive imbalance in the rights and obligations of one party over another. But while everyone is aware of my thoughts about insurers, I don't blame them for making the most of this advantage to negotiate more favourable contracts; the body repair industry has allowed it to happen and only has itself to blame.

What are the facts?

Firstly, forget about interactions with insurers for now. Ultimately, as a vehicle body repairer, your interactions will be with consumers. So, you need to ask: what do I need to in law in terms of my interactions with consumers?

If something goes wrong or there is a dispute, the South African Consumer Protection Act applies, and if the case goes to court a judge will want to know what work was agreed, what were the terms and conditions of the contract, and how much was paid for that work.

The three parts requires to form a contract are: offer; acceptance and consideration. If an agreement has only been made verbally and the terms around what was agreed were "implied", the judge will consider this on "the bounds of probability" – and this could work against the repairer.

For this reason, the best approach is to have pre-drafted terms and conditions of contract. The South African Consumer Protection



pic by Amina Atar, Unsplash

Act stipulates that these cannot be "unfair," which I will come back to.

But irrespective of who is paying the bill, whether it is an insurer or accident management company, repairers must always remember that it is the consumer they are in contact with.

The same equally applies when dealing with other businesses. Though consumer law does not apply, general common law dictates that interactions are consistent and parallel to consumer law.

Contract terms

The role of the insurer is to indemnify the insured – that is all. But insurers have actively misled the repair industry to believe that they are the consumer:

They are not.

So, if a repairer has not prepared a "terms and conditions of contract" and instead allows an insurer to place their terms and conditions on the contract, that is a very foolish thing to do.

Repairers must remember that they are the "provider of the services" and it is their terms and conditions that apply, not that of the insurer when they authorise repairs.

It is at this point that all hell will break loose and work will grind to a halt as insurers will not want to agree to a body shops' terms.

However, as I said earlier, the law dictates that contract terms have to be fair. Body shops can point that out to insurers if they feel they are being hard done by and, as with any contract, they can simply refuse it if they are not satisfied.

But all contract terms are negotiable, and the starting point must always be the repairer's terms.

So, decide what is best for you and apply those terms and conditions to everyone.

Publish them on your website, include them in your assessment notes and interim mails, and even place them in reception where they can be easily viewed.

WHAT'S HOT?

GETTING PAID WHAT YOU'RE OWED: SHIFTING THE REPAIR MINDSET

by Drew Plischke

When markets where repairers feel they can't charge customers directly for the difference in costs, many feel stuck – especially when it comes to recovering expenses for paint, materials, and labour. The common concern is: "If we can't bill the customer for the difference, how do we get paid?"

But that question reflects a deeper issue. Collision repair shops must rethink who their real customer is. The service is provided to the vehicle owner – not the insurance company. While insurers are involved in reimbursing under a policy, they are not the paying customer, nor do they set the repair shop's business model.

Insurance companies can only enforce policy limits on their policyholders – not on shops. Repairers fall into the trap of accepting those insurer-imposed limitations, rather than establishing their own rates, repair procedures, and material costs. The shop has the right – and responsibility – to define how it operates.

The key is not to lower the price, but to change the conversation. Repairers should clearly explain to vehicle owners: "This is what it truly costs to repair your vehicle correctly. Your insurer is responsible for covering those costs under your policy. If they refuse, you have the right to challenge it."

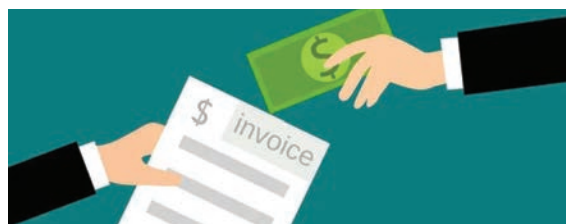
Set expectations early. Document every step. Provide repair plans that follow OEM

procedures. Itemise paint and material charges in detail and insist on written denials from insurers who dispute those costs.

Most importantly, empower the customer. Teach them their rights under their policy, guide them in filing complaints with the Department of Insurance, and offer template letters to help them dispute unfair estimates.

This isn't about inflating costs – it's about charging accurately and defending the legitimacy of those charges. The real issue isn't insurer resistance, but the repair industry's assumption that they must accept it.

No matter the market – rural or urban – the principle is universal: If you're not billing the vehicle owner, then who are you billing? And how sustainable is that in the long term?



Ford South Africa have expanded their highly successful Ranger line-up with a new factory-approved Dropside conversion, tailored specifically for fleet and commercial use. Based on the rugged and reliable Single Cab Ranger, the new Dropside SC blends practicality with the premium features of the standard XL variant, making it a compelling choice for delivery-focused businesses.

At first glance, the Ranger Dropside SC retains the bold front-end styling and refined interior found across the Ranger range. Inside the cabin, drivers are treated to Ford's SYNC⁴A infotainment system with a 10.1-inch touchscreen, air conditioning, electric windows and mirrors, and phone charging ports. Comfortable cloth-trimmed seating and ample cabin space ensure long working days are both comfortable and productive.

Powered by a 2.0-litre turbo diesel engine paired with a six-speed manual transmission, the Dropside SC delivers a strong and smooth driving experience with cruise control included in the steering wheel controls.

The key transformation lies in the rear. The traditional loadbox is replaced with a large factory-approved Dropside tray featuring fold-down doors, offering easier and faster loading capabilities. The side doors can also be completely removed to further expand the loading area, a crucial benefit for high-volume deliveries.

Despite the change in structure, the payload capacity remains unchanged, staying true to the Ranger's design limits. The vehicle can safely haul up to 3.5 tons, supported by standard safety

features such as Electronic Stability Control and six airbags.

Interested buyers can order the Dropside SC through any Ford dealership. The conversion is carried out by RMA SA, an authorised Ford modifier. Once an order is placed and finalised, the transformation takes about 4 to 6 weeks, depending on custom specifications.

Pricing for the Dropside conversion is tailored to individual fleet requirements and is available on request. Importantly, the factory warranty remains valid on all unmodified components, while the converted section is covered by RMA SA under a four-year/120 000 km warranty.

Following conversion, the standard loadbox, rear bumpers, reverse camera, and PDC sensors are removed. Repairers need to be aware of these changes, particularly when diagnosing or servicing the vehicle after a collision.

Additionally, the converted Ranger receives a Homologation Certificate from RMA SA, allowing legal registration as a Dropside D and smooth resale in its modified state without reverting to the original configuration.

The Ford Ranger Dropside SC is a smart, durable solution for businesses requiring both practicality and comfort in a delivery vehicle. With its factory-backed quality, simplified loading capabilities, and premium driving experience, it's an ideal addition to any commercial fleet looking to enhance operational efficiency without sacrificing driver comfort.

DRIVEN

FORD RANGER DROPSIDE SC



TECH TALK

THE RIGHT TO REPAIR



A global movement has gained momentum across sectors, from consumer electronics to agricultural equipment, the right to repair movement is gaining momentum. At its core, this movement isn't simply about granting access to parts or service manuals; it's a fundamental shift in how industries approach sustainability, customer choice, and long-term value.

Tech giants such as Apple have embraced this narrative with remarkable success, positioning repair and refurbishment not as cost-cutting measures but as premium, environmentally responsible services.

In contrast, the collision repair industry, particularly on the automotive body side, continues to lag behind, stuck in a replace first culture that's becoming increasingly costly and unsustainable.

The cost of defaulting to replacement

Unlike other industries making strides toward circularity, collision repair still leans heavily on replacement over restoration.

Even as new materials and repair methods evolve, most body shops continue to default to replacing bumper covers, headlights, and panels, despite the fact that more than half of these parts are entirely repairable.

This mindset has been deeply embedded over time, driven by insurance protocols, limited technician training, and legacy assumptions about the reliability of repairs.

But the costs of this approach are becoming impossible to ignore. As repair costs climb, so too do insurance premiums for consumers. Cycle times extend when parts are backordered, frustrating both body shops and customers.

And perhaps most critically, the environmental toll is mounting. The collision industry is now the second-largest contributor to polypropylene waste globally, surpassed only by consumer packaging. Every year, millions of plastic parts – including complex headlight assemblies and bumper covers – are discarded into landfills, many of which could have been repaired, reused, or repurposed with the right knowledge and tools.

Other industries lead by example

Meanwhile, other industries have made major strides in both regulation and perception. Apple, long criticised for discouraging third-party repairs, made headlines by launching its Self-Service Repair programme. It allows consumers to order parts, rent tools, and follow detailed guides to fix their own devices – a far cry from the secretive, closed-loop model the company once held.

The move has been widely seen as a win for sustainability and consumer empowerment. Repair has been rebranded as modern, responsible, and forward thinking.

The agricultural sector offers another example. After years of resistance, companies like John Deere have now committed to allowing independent farmers to repair their equipment, following mounting legal and public pressure. Online platforms like iFixit, which advocates for accessible repair methods and rate products based on their reparability, continue to grow in influence. They've made the conversation about repair mainstream.

In the collision repair sector, however, the conversation remains muted. There's little mainstream awareness that vehicles are increasingly built with repairable plastic parts. Nor is there adequate industry-wide promotion of the repair-first model, despite its clear benefits in cost savings, speed, and sustainability. This silence leaves shops operating on autopilot, replacing parts that could be restored with existing technology and a bit of know-how.

Policy pressure is building

Globally, legislators are taking notice of industries that resist reparability. The European Union now mandates that electronics manufacturers make spare parts and repair information available for up to a decade. Australia and New Zealand are exploring similar measures.

In the United States, Right to Repair bills have been introduced in more than half the states, with successful laws already passed in sectors like agriculture and consumer electronics. Massachusetts has taken a step further, requiring vehicle manufacturers to share

diagnostic and telematics data to ensure that independent repair shops aren't locked out.

It is only a matter of time before the automotive collision sector comes under similar scrutiny. When that day comes, the questions will be hard to answer: Why was repair discouraged in favour of replacement? Why did the industry send millions of recyclable parts to landfill? Why weren't customers given more affordable, sustainable options?

Repair-first culture

The economic and environmental case for change is already here. Repairing parts – particularly bumpers, headlights, and minor panels – not only reduces overall repair costs but also shortens key-to-key times and significantly lowers emissions associated with the production and transportation of new components.

Repair methods continue to advance, supported by emerging innovators like plasmonic – now recognised as a global authority in plastic repairs – and well established training organisations such as I-CAR and Thatcham Research. These leaders are helping to make high-quality repair techniques and best practises more accessible than ever before.

With the right training and materials, technicians can restore complex components to OEM standards, ensuring structural integrity, safety, and a seamless aesthetic finish.

However, this shift won't happen organically. The collision repair industry needs a mindset revolution. Industry leaders must advocate for repair-first protocols, modernise training standards, revise estimation workflows, and collaborate with insurers to realign incentives that currently favour replacement.

Tools and processes must be made accessible to shops of all sizes, regardless of scale or location.

Most importantly, consumers must be educated that a properly repaired part is not a compromise, it's a smart, sustainable solution that reflects the values of today's environmentally conscious drivers.

Defining moment

The good news is that the opportunity is enormous. Repair can become a differentiator; a sign of quality and responsibility. It can be an innovation story; a sustainability story; a profitability story. Repair doesn't mean compromise – it means care, craftsmanship, and consideration for the future. If Apple can rebrand repair as a premium feature and iFixit can make repair culture go viral, there is no reason the collision industry can't do the same.

Right to Repair is not a threat to the collision industry. It's a wake-up call. It's an invitation to reinvent our practises, realign our values, and lead instead of follow. The longer we resist, the further behind we fall, not just in compliance, but in relevance.

The time to change is now, and it starts with one simple question: If a part can be repaired, why are we still replacing it?

FUN FACTS

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DAZE DISPOSABLE CUP SYSTEM

Daze Technology recently launched into the South African market with the first of a line-up of products - their disposable paint cup system. The cups are in various sizes from 100ml, 200ml, 400ml, 600ml and 800ml. There is also a UV disposable cup available. The Daze disposable paint cup system is designed for HVLP and LVLP paint spray guns. The paint can be easily mixed into the internal liner by using the measurement lines on the cup. Solvent and time savings is what you can expect when you use a disposable cup system.

For more information contact Neil via WhatsApp at +44 793 617 9561.



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Compatible with a wide range of substrates including plastics, e-coat, steel, and galvanised steel, it's a versatile solution for modern body shops. By simplifying workflows and improving efficiency without compromising on quality, the I-380 1K UV Primer is the perfect addition to any professional refinishing toolkit.

For more information about the I-380 1K UV Primer or to find a distributor near you, visit www.de-beer.com.



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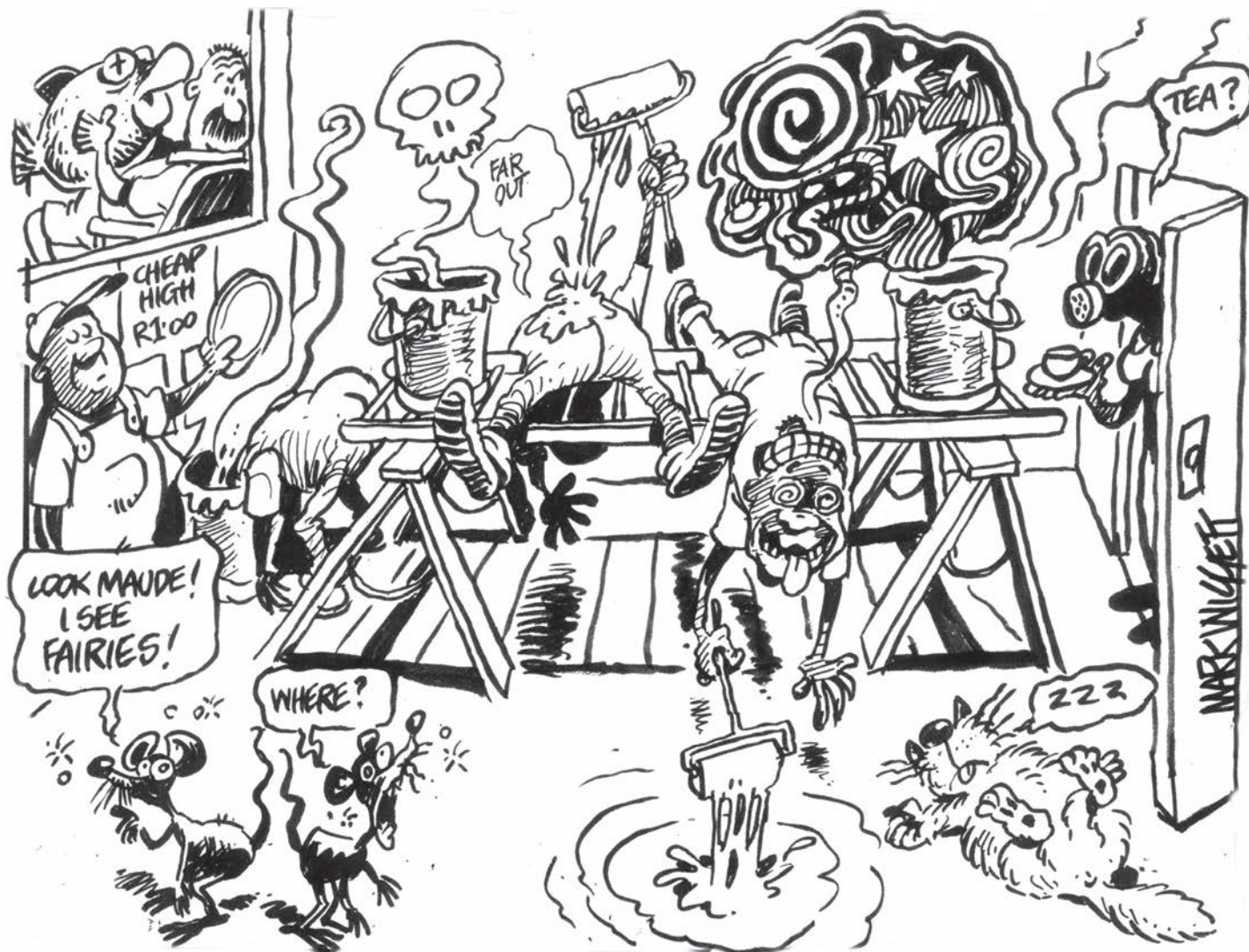
NEW ULTRASTAT GUN

The UltraStat gun is set to revolutionise spray painting by neutralising static and drastically reducing dust-related paint defects. Its cordless design offers 10 hours of operation, with a built-in air regulator for consistent pressure.

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For more information contact Neil via WhatsApp at +44 793 617 9561. Alternatively, you can reach Henni Dique, Sales at Autoboy's, at +27 (0)10 158 4335 or +27 (0)76 244 2400 for further enquiries about the UltraStat gun and static solutions.





After years of just muddling along, the Boss had been struggling to contain his energy to become one of the town's very best body repair centres. The truth was that the current workshop was basically just a dump to visit for any reluctant crashee. He had devised a big spending programme to overcome the lacklustre appearance of the hideous dark blue walls and Formica desks in a process of transformation into a much more user-friendly functional operation.

The youthful and trendy new look was awaiting one final touch - the painting of the workshop floor. This was a job given to his faithful buck-toothed shop foreman Amos, and his mate Chicks. After a period of fastidious cleaning and the selection of the pale biscuit beige epoxy paint, they all looked set to get the work done one Saturday morning.

The Boss, who by now had become fairly anal retentive about the shop's new look, personally mixed the paint properly and sent them to both corners of the shop for painting to begin. His view from the eagle's nest was all encompassing so he could keep an eye out for progress as the morning drew on. His view on staff was a bit on the harsh side. He would spend most of the week normally shouting at all and sundry in the work force. This was the way things were done at Bumperstop Panelbeaters.

It wasn't long before his head was stuck into the fishing magazine that had landed on his desk - Carp Weekly. This was another hobby gone mad, with the office walls lined full of luckless Marlin and Tuna fish caught with this pristine wahoo fishing boat off the north coast of KwaZulu-Natal.

While the pair of workers twisted like Trojans with the doors all closed, the Boss was a million miles away looking at fish faces with a hook on it. The toxicity of the floor paint plus thinners gives off a very strong aromatic smell and for a while the rollers and trays of the

"incapable of doing the workshop floor any further in such a smiley state"

application team was at a high rate of production. It was only the last left corner of trestles and overhead painting that seemed to grind to a slower pace. So slow in fact that the Boss saw that the pair had barely moved on the final strip of paint work on the floor for over 20 minutes. His curiosity got the better of him and he went downstairs to investigate his two trusted souls.

They were to be seen going through the motions suspended on an old ladder and two tins on a trestle working away, but not dipping their rollers in the tray. Their common sense had reached vanishing point. The paint fumes had made them totally goosed up in some sort of distance trance.

The core problem of the non-productivity was that they were now.

Quick as a flash the Boss broke open the front doors and dragged them both limp and looking like wet dishcloths onto the front lawn after their strange hallucinogenic departure on reality. It took a couple of hours and loads of hot drinks plus a good serving of "slap" chips to restore them back to normality during which they yapped on about the most insane stuff.

The Boss eventually barked that the paint would go hard unless they carried on working and that the job would be finished in no time if they managed to dip the paint roller in the tray once in a while and finish the job. Then they could knock off and watch the local soccer derby of the day. With that final blast the job was underway.

Apart from his paint smattered dog leaving a few paw prints at the open door, the job was a good one and the reluctant labour contingent got paid out in cash for a job half remembered and well done. As for the Boss, he learnt in the future to supply a face mask.

It's always best to leave the front door open when painting with a two-pack floor coating to avoid unintentional worker trips to the edge of insanity.



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Our objectives are issues the proactive body shop owner does not really have the time to concentrate on to ensure the optimisation of their business. As with any Association annual membership fees are payable to cover administration costs and our membership is based on grading status. We provide an on-line E Procure business data profile of members to support recognition for independent role players in every area of activity in the collision repair industry.

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