

A shining example

Jet Glo Express impresses Nigerian Air Force

Aircraft refinishing specialist Air Livery has a wealth of experience in refurbishing executive jets and commercial aircraft to the highest possible standards. But the repainting of a Gulfstream G5 belonging to the Nigerian Government into the livery of the Nigerian Air Force presented a particular challenge. A delayed maintenance check meant that the time available to complete the program was axed from twenty one to twelve days – for a full strip and paint. The pressure was on.

By using Jet Glo Express, the Air Livery team was able to achieve the high standards that were expected, but in a fraction of the time. 'We had never used Jet Glo Express before,' said Paul Woods, Sales and Marketing Director at Air Livery, 'and without it we would not have been able to deliver the OEM quality expected by our client in a time frame only marginally longer than we would expect for a commercial aircraft.'

Air Livery met its deadline, and the client was delighted with the finished result. 'They were impressed with the high gloss and excellent distinctness of image – they even stated that the aircraft looked better than when it was delivered new,' said Paul.



New leadership for a new era

PSG appoints new General Manager

A new appointment at PSG in September last year was that of Keith O'Dell as General Manager. Keith has taken on the responsibility for the operation of the company, while Graham Yates, Managing Director, will focus on strategic business development opportunities.

'Keith has brought to PSG a wealth of experience in the coatings industry, having spent many years in a senior executive position at Akzo Nobel Coatings Ltd,' says Graham. 'His strong sales and management background make him the ideal person to lead the company during an exciting period of expansion.'

Commenting on his new role, Keith O'Dell said; 'At PSG, there is a real commitment to growth and expansion. I'm delighted to be part of such a dynamic company.'



Quality counts

PSG receives quality seal of approval

Following a rigorous auditing process, PSG has received its AS9120 quality standard approval. The approval, which relates to management standards within the aerospace industry, will mean that PSG company details will be published on the OASIS web site and customers' needs for second party auditing will be reduced. PSG will now undergo twice yearly audits to insure that its systems conform.

'We have already been working to exacting standards,' says PSG's Colin Bolton. 'This new approval means that our high quality is officially recognised.'



PSG's new Colour Computer enables clients to find a perfect match for any colour without having to send a sample to a lab.

The technology, developed by Sherwin Williams, can take on site readings from an object of any shape or size. •



Comment from Keith



'Our plans for growth at PSG are ambitious, and if a business is to achieve such ambitions, it needs the right team. This is exactly what we have. Since joining the company, I have been impressed by our people's real desire to deliver outstanding levels of service. This, combined with our strong product offering, in-depth knowledge and excellent technical support, means that we can offer our customers a package that is second to none.'

'We are fortunate to have a very loyal customer base built up over many years of trading. But I will not be taking this loyalty for granted, and I am determined to ensure that we continually strive to exceed expectations. I welcome the opportunity to find out if we are succeeding first hand. It's been great to meet a number of you already, and I'm looking forward to meeting many more over the coming months.'

Keith O'Dell
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A defence position

The perils and the pitfalls of choosing and specifying the correct cleaning, pre-treatment and coating systems for defence applications

The designers of military equipment will be required to specify the materials that should be used in all parts of manufacturing down to the smallest nut and the very last bolt. However, when it comes to the specification of the paint, there is often not an expert on hand to make the right decisions.

This can lead to problems, as PSG's Colin Bolton explains 'The design team will often refer to an old drawing and rely on that. But there are two problems with this approach. The designers are often not the best placed to judge whether or not the original specification is right or wrong. And it also tends to perpetuate the use of outmoded products and processes.'

General Dynamics United Kingdom Ltd, one of the world's leading suppliers of military communications systems, understands that there is no substitute for expert knowledge. And so it invited PSG's technical managers to meet its engineers at a specially tailored workshop.

The workshop covered a variety of topics which were chosen by General Dynamics UK's technical team including what products to use and how to use them, together with details of the appropriate military standards. And according to Bill Thornhill of General Dynamics UK, the event was a great success.

'Feedback from those attending was very positive, and both we and PSG felt that it was worthwhile as well as cost effective.'

Colin Bolton agrees that the experience was a valuable one for all concerned. 'General Dynamics UK has taken a very proactive approach to tackling potential problems. It was great to be able to speak directly with technical people involved so that we can address any issues at the outset rather than have to deal with difficulties once the product is at the paint shop. We would most certainly welcome the opportunity to run a similar programme with other customers.'

To find out more about the complex process of choosing and specifying the correct systems for defence equipment, contact Colin Bolton
+44 (0)1428 651246. •

PSG is now running paint application courses - call Colin Bo

Above & beyond

High speed dash saves the day

Jade Aviation, the French aeronautical maintenance and repair specialist, had a problem. With just a day to go before a Falcon 900 aircraft at their Montpellier workshop was due in Switzerland for essential repairs, one vital item that would enable them to complete the next phase of the job was missing – a gallon of paint.

But after just one call to PSG's Sales Manager Anne-Marie Lomnitz help was on its way. Realising there was no time to place an order via the usual channels, Paris based Anne-Marie decided that the only way to solve Jade's problem was to grab a paint pot, catch the TGV and deliver it herself. And that's exactly what she did.



Touch and go

A neat idea to take the hassle out of repairs

The newly developed Touch-n-Prep® applicator from Henkel Surface Technologies provides a clean, easy to use method of repairing conversion coatings. The unique no-rinse formulation effectively treats most metals, including aluminium and ferrous and galvanised substrates. It can be air-dried with hot air or an infra-red lamp.

The high density acrylic tip of the applicator is easily modified with a razor blade to form any shape, and the design of the applicator means it can be used to repair hard-to-reach places or the underside of objects. A little product goes a long way, and the new application method means the amount used can be carefully controlled. No secondary waste associated with other repair methods is generated.



The Touch-n-Prep® Alodine 1132 Conversion Coating is approved for touch-up and repair under MIL-C-81760. It is Boeing approved and meets process spec BAC5719.

The proof of perfection

Sheen's Glossmaster meters take the guesswork out of gloss

Sheen's new range of gloss meters are easier to use and can handle more data than ever before. Simple to operate, lightweight and portable, and featuring three geometries, the units will easily tackle the trickiest gloss measurement application.

A selection of operating parameters controlled by an in-built scroll wheel and a clearly visible LCD menu driven display simplify operation. At the press of a button, the instrument is calibrated and ready for use, and an auto diagnosis feature ensures that the instrument is always correctly calibrated. It even knows when the calibration tile is dirty. Measurement data can be transferred directly to an Excel spreadsheet.

An expanded measurement range to 2000 gloss units designed for applications where measurements of highly polished metals and mirrors are required can detect variations much smaller than those that can be detected by eye. It will far exceed the demands of even the highest quality paint shop operation.



Great things in small packages

PSG always looks to add value to the product it sells – and providing product in a range of pack sizes can help

In some instances the pack size of the product supplied by a manufacturer can provide customers with difficulties. The Henkel pre-treatment Alocrom 1200 Brushing is one such product. The manufacturer supplies it in 20 kilo kits

which can make handling difficult. In particular, because of its hazardous classification, air-freighting of this pack size is prohibited.

With the agreement of Henkel, PSG is now repackaging Alocrom 1200 Brushing in

5 kilo and 2 kilo kits. The re-packaging operation is carried out under controlled conditions and PSG's quality systems ensure that lot traceability to source is maintained. The 2 kilo kit can be air-freighted.

An update on PSG's exhibition schedule

- The Aircraft Interiors Expo 2007, 17th to 19th April, Hamburg, (stand 4F10).
- EBACE, 22nd to 24th May, Geneva, booth number 451 (2006 event, right).
- Paris Air Show, 18th June, (Farnborough Aerospace Consortium stand, within the UK Pavilion).



It takes two

PSG's UK sales managers John Clack and Dave Allen have different backgrounds but one common goal



When Northern Area Regional Sales Manager John Clack (pictured on the right) joined PSG in 2005, his 12 years of experience working with a diverse range of businesses in the aerospace industry stood him in good stead. 'Working in the sector for more than a decade, including four years with surface technology company Henkel, has helped me to appreciate issues from a number of different points of view. When I come across a technical problem, chances are that I will have met something similar in the past.'

Having worked with PSG for a over a decade, Dave Allen's experience is very

different. But Dave (pictured on the left) believes it brings its own strengths to his role as sales manager for the south. During his long career with the company, Dave has worked in almost every department. 'This has helped me to get to understand all aspects of a sale from purchase to delivery and how we can provide the best possible service for our customers.'

But both John and Dave agree that one of the great aspects of their job is the close personal relationship they build with PSG's customers, and enjoy working with their customers to improve their business processes.

'Introducing systems to stream-line ordering for example, can help to build efficiency,' says John. 'Looking at supplying new sorts of products so that customers are able to order more lines from one source is another way we can save our customers much time and energy.' Dave also believes that providing enhanced services is the way forward for PSG and its customers. 'Systems such as our new Remote Paint Store that deliver real business benefits are a great innovation. Identifying new methods to improve effectiveness for our customers is one of the great challenges of my job.'