



THE  
**Herald**

ERA POLYMERS NEWS BULLETIN

ISSUE

#50



**INSIDE THIS #50 EDITION**

**IN THIS ISSUE**

Lessons From Life..... 1-3  
 A Polycure Trade Breakfast..... 3  
 Urethane Coatings WaterKote..... 4  
 Aquapro Water Based Stains ..... 5  
 Dave Weir & Stefano Tappari for to Austria.... 6  
 The Olympics 2024 - France ..... 6  
 Staff News..... 7  
 Monothane 45 Gloss ..... 7  
 Eracast BRK65D - Breakaway Glass PU ..... 8  
 Eraspray ES81A\_HB Chute Lining ..... 9  
 Christmas Party 2024 - The Jackson ..... 10-12  
 The Era of All Things Possible ..... 13  
 Era Polymers - We're Everwhere ..... 14  
 Fecken Kirfel Visit Era Polymers..... 14  
 There's Something in the Pipeline ..... 15  
 Fun Fact - Rolling Rolling Rolling..... 15  
 The Lighter Side..... 16  
 Machinery ..... 16

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**LESSONS FROM LIFE # 50**

**▶ WE'VE GONE TO THE DOGS**

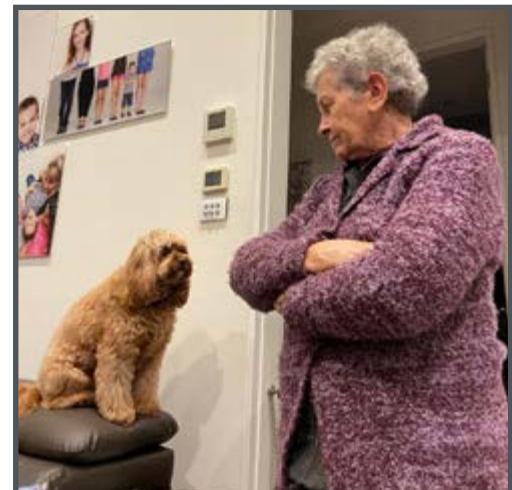
We had a brilliant weekend, highlighted by celebrating our eldest granddaughter, Tina's 20th birthday celebration, on Sunday night.

The really good bit is that Niki and Shannon's children, ADAM, GEORGE and JOANNA, had a sleep over.

Shannon and Niki spent the weekend down south at the latest Hyundai Excel racing meet.

Shannon is President of the club.

Niki, is the manager ... without Niki, the show doesn't go on... Her skills are, in organising everything and anything.



Sister, Maria

So, Friday night, Saturday and most of Sunday, we had the children and their dog... LIZZIE.

This is the first time that LIZZIE had a sleepover... and that gave us a nice challenge

See, Lizzie is an inside dog...

Tina and I are NOT inside dog people... our dogs in the decades that we had them, were well and truly, OUTSIDE dogs.

Letting Lizzie roam INSIDE the house, whilst we were all asleep, was not on.

As we know dogs are very TERRITORIAL. They like to mark out their territory.

So, Tina and I, when we were discussing the sleepover, had thoughts that Lizzie, would be roaming around the house at 3 am... marking out, what was now... HERS.

So, what to do?

We're blessed, with an outside BBQ area ... the idea was to leave her outside... Lizzie had different ideas, she cried and cried, and scratched and scratched, the glass door....

"Let me IN, let me IN."

So, on the Friday night, George volunteered to sleep outside, to keep her company ... and Adam backed up on the second night.

Problem solved.

BUT they both SUFFERED, just a little bit ... they were sleep deprived in the morning ...sleeping on a couch is a challenge!

SO, there are TWO types of doggie people... Niki and Shannon are in one camp, and we in the other.

In our "doggie" years we had THREE Labradors, one after the other ... the first was NOOSKA ...

I named her after a rock star that I had a crush on in my younger years ... For the Life of me, I can't remember, why the crush ... HER name was NOOSHA FOX.

The second was a giant of a dog (about 50 kgs), called SHIKASA ... HE was named, after a character in a Sci-Fi book, that I had read at the time.

The third was called LEON ... If you know anything about Greek doggie culture... they always have a dog called Leon (LION).

Labradors as beautiful, loving and caring as they are ... have a major problem ... they SHED, and they shed ... all year.

Sometimes it is their UNDER coat, then to be different, and mix it up a bit, they would switch and shed, their OUTER coat.

I used to have an outside K'ARCHER vacuum cleaner, just to vacuum up, every weekend... their weekly, hair droppings.



So, there was no way, we would ever have INSIDE Labs.

Ditto our parents in GREECE.

Dad loved dogs; he loved all animals ... he was a consummate farmer

We had two, houses, as most Samians do. A town house and a country house... BOTH very, very basic, and two storied.

Downstairs the animals slept, upstairs in ONE room, the five of us, called home ... it was the kitchen, the dining room, the bedroom, etc., all rolled into one. The animals (including the chickens and the current LEON) were all kept downstairs.

And as they often do, would share the Methane Gas that they produced... which would waft upstairs through the sparse wooden floors, covered with "vileges" (handmade rugs, made by the women of the house!).

Greeks like most societies, like to evaluate how far up the food chain you are. So, IF you were poor enough, you had a MULE, a little bit higher, you could afford a DONKEY ... and IF you really had arrived you could afford a .... HORSE.

We had a HORSE.

The "horsey" people were the creme de la crème, of this subsistence farming community.

BUT there was even a LOWER class, than the Mule class...

NO animal, to carry the heavy load?!

Who to do, this lifting?

I remember seeing a RUSSIAN painting when I was about 16 of a woman pulling a plough (she was obviously well endowed, physically!). Her husband was behind her, steering the plough, to make sure that the furrows were straight!

I could never understand, looking at this painting, back then,



why the husband wouldn't do the pulling, and the wife, steering!!

That painting has haunted me, all my life.

Way back then, oftentimes, the WOMAN would do the heavy lifting. So, such women with ample physical traits, were prized, as brides.

Size 2, ladies, who maxed out at size 4, after Christmas feast, had to move up the food chain, to find their life partner.



So, that's a basic trait of humanity... they need to know where they stand on the Economic Totem Pole of Life... In Samos the mule, donkey, horse, or wife, told the story.!

Our children and grandchildren have been blessed to have attended, and attending, private schools. Sport is on Saturdays ... I've also been blessed, to watch my children, and my grandchildren play.

What bothers me ... is that people take their DOGS with them, to watch their children play.

So, have you gone there, to watch your child, OR look after the dog?!

Then I had an epiphany moment ... You have to understand, that there are no more REAL dogs, at these gatherings.

EVERYBODY brings along their DESIGNER Dogs, and more often than not, with their owners, dressed in their designer clothes... Their dogs are either spoodles, gooddles, labradoodles... or just plain poodles.

So, these dogs become conversation starters... their ancestry can be traced back at least 5 generations... "Ancestry.com" ... will soon start to log them as well.



Mia & Pumpkin

So, when you, standing to the person next to you, establish their genealogy, the conversation quickly moves to:

"How MUCH did YOUR dog COST?" Then the discussion moves to: "What do you do for a living ... and how much money do

you make?"

Da, da, you've established the Economic Totem Pole standing, of the person that you are talking to... a different way of measuring status, to the Samian one.

OUR children, God bless them, like Tina and I, go/went to these events, dressing.... Down...

No designer stuff anywhere.

AND we all NEVER talk about how much we have, OR don't have ...It's not in our DNA!

We are all collectively blessed, to be who we are ... and not, to be driven by materialism.

ONE of my misgivings, is that I should have taken, if I had one, when I had the chance, a \$200 Rescue dog from the RSPCA, and stand next to a designer lady with her, designer dog... and start a conversation

Damn.... I should have.

Back in the day, SINGAPORE was still arriving ... (NOW, of course, it has well and truly arrived).

One method of guessing how far your fellow citizens had come, was to look at the car next to you, as you drive to the next customer.

The coin of the realm was MERCEDES.

So, it was C, S, E and MAYBACH class. Anybody who had an E class, and definitely with a Maybach... expected to be KOWTOW'd to, at the appropriate times.

So isn't it interesting that people need to know, IF, you've arrived, and how MUCH, have you arrived.

Mules, donkeys, horses, designer dogs, Mercedes or just a wife doing the heavy lifting, tells the story.

It is what it is.

Best Wishes

*George Papamanuel*, DECEMBER 2024

*Knowing others is wisdom, knowing yourself is enlightenment*  
~Laozi

# POLYURE & FLOORS go together like BACON & EGGS

**ALEX LIND**  
FLOORING SUPPLIES

SPECIAL EVENT  
**BREAKFAST/ LUNCH TRADE EVENT**  
UNIT 3/4 WATSON ROAD PADSTOW ★ WAS HELD  
FRIDAY 22 NOV 2024

Guests arrived to meet the Polycure Team, David Gread and Adrian Silva for all the latest and new innovations currently in the pipeline!

- ★ THERE WERE GIVE AWAYS
- ★ AQUAPRO TRIALS
- ★ SAVINGS ON POLYURE PRODUCTS ON THAT DAY

**PRESTITE** **URETHANE**

David Gread Adrian Silva  
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showing support for 2 great Australian brands





## FOCUSING ON...

**WaterKote®** is a next generation waterborne polyurethane finish incorporating an extended open time that provides exceptional flow and levelling resulting in a polyurethane gloss film offering extremely hardwearing and long lasting protection to flooring and parquetry of all timber species.

As water is used as the alternative carrier to solvent, The **WaterKote® Range** emits low VOC'S (volatile organic compounds) and is therefore user and environmentally friendly but this advanced technology retains all the durable and hard wearing benefits of solvent based polyurethane.

The **WaterKote® 2K** is a 2-component waterborne polyurethane top coat providing the toughest protection for timber, parquetry and cork floors while being non-hazardous, low-VOC and easy to use. Using the highest grade polurethane disperions technology, WaterKote 2K has been developed to be applied easily to reduce application error and imperfections whilst giving excellent resistance to wear and chemicals.

Resulting in a clear finish which maintains the natural beauty of the timber floor while being extremely hardwearing and long-lasting procteciton for all timber species.

**WaterKote® 2K** is available in a choice of finishes GLOSS, MATT, SATIN & BARE TIMBER depending on your preference.

**WaterKote® 2K P3**, is a slip resistant finish in a 2-component pre-mixed formula for your convience.

A water-borne polyurethane topcoat, **WaterKote® 2K P3** provides the toughest protection for timber, parquerty, cork and concrete floors while being non-hazardous, low-VOC and easy to use.

Using the highest grade polyurethane dispersions technology, **WaterKote® 2K P3** has been developed to be applied easily to reduce application error and imperfections while giving excellent resistance to wear and chemicals. Resulting in a clear finish which maintains the natural beauty of the floor while being extremely hardwearing and providing long-lasting protection.  
**Available in 1L & 5L kits.**

**STAY UP TO DATE!**  
**Call our Urethane Coatings division**  
**to discuss your needs today!**  
**Tel: +612 9666 3888**





# COLOUR YOUR WORLD



## AQUAPRO WATER-BASED STAINS



### AQUAPRO 2120 & AQUAPRO 2770\*

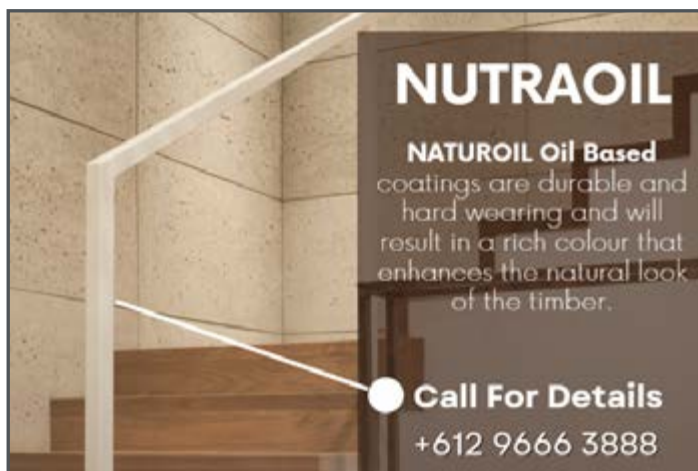
**AQUAPRO 2120 & 2770** are water based dye stains designed to achieve consistent colour with excellent clarity. Stains are available in 8 bright vibrant colours in each category code which can be blended to promote an unlimited colour range.

\*When choosing a colour for your project it is important to consider the type of timber finish you require for your chosen project. The final colour appearance may vary with difference timber species, texture, size and shape of the area.

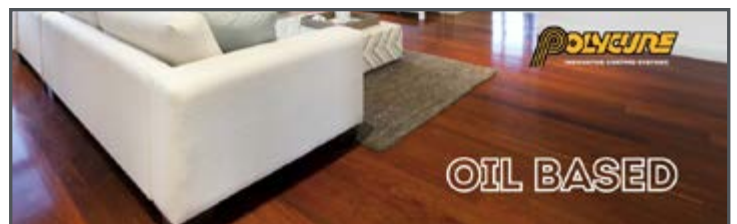
The colours shown in the above palettes are to be used as a guide only. Actual colours will vary due to computer monitor displays and how individuals see colour. The final appearance

of the stain is affected by many factors including timber colour species and number of coats of the stain. (Higher number of coats results in darker colour).

### Think Smart. Shop Smart. Buy Australian



- NATUROIL 3100 Oil Modified Gloss
- NATUROIL 3115 Oil Modified Low Sheen
- NATUROIL 3120 Tung Oil Sealer Low Sheen
- NATUROIL 1499 Accelerator
- NATUROIL 3180 Decking Oil



**For more information:**

Call our experts on **Tel:** +612 9666 3888 | **Fax:** +612 9666 4805 | **Email:** erapol@erapol.com.au | **Website:** www.urethanecoatings.com.au



# MOVERS & SHAKERS - DAVE WEIR & STEFANO TAPPARI IN AUSTRIA



**Dave Weir**  
Technical Service Manager at Era Polymers

by Dave Weir  
Technical Service Manager - Era Polymers



Stefano Tappari      Dave Weir

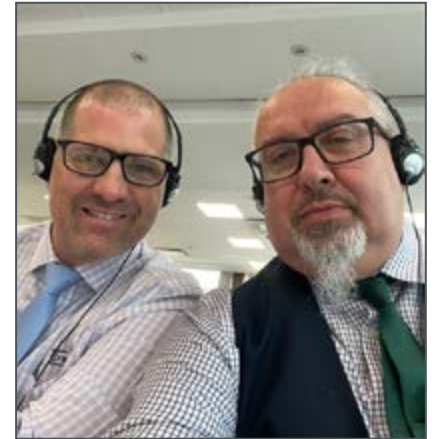
I recently had the privilege of attending and presenting at the **FAPU Polyurethane Elastomer Conference in Linz, Austria**, specifically tailored for suppliers and processors.

It was a fantastic opportunity to exchange insights with key players in the industry, learn about the latest advancements in polyurethane technology, and discuss innovative solutions for production processes.

During the presentation, we highlighted the some of the most common problems experienced in Cast Polyurethane Manufacture and the solutions to these problems.

The conversations and collaborations that followed were very interesting, and I'm excited about what the future holds for polyurethane manufacturing in Austria, Germany and beyond.

A big thank you to Birgit Harreither, the other organisers and all the participants who contributed to such a successful event. I look forward to applying the new knowledge and fostering continued partnerships across the industry



**OLYMPIC GAMES 2024  
FRANCE**



*Congratulations to all Athletes!*





# WELCOME

MARKETING DEPARTMENT



## HAPPY ERA BIRTHDAY ! SPECIAL MENTIONS (SEPT-DEC\*)

|  |          |
|--|----------|
| DAVE WEIR (ERA HQ) .....               | 21 YEARS |
| JIMMY KOSTOUROS (ERA HQ).....          | 14 YEARS |
| ARLINGGA SUTINAH (ERA HQ) .....        | 13 YEARS |
| ALEX MILADINSKI (SAMOS) .....          | 13 YEARS |
| LINDA LIU (ERA HQ) .....               | 12 YEARS |
| GERHARD CRONJE (ERA SOUTH AFRICA)..... | 12 YEARS |
| RAJNEEL SINGH (SAMOS) .....            | 11 YEARS |
| MARY-ANN SULTANA (SAMOS) .....         | 9 YEARS  |
| ALEX WILLIAMS (SAMOS) .....            | 8 YEARS  |
| LAWEE ROT (SAMOS).....                 | 7 YEARS  |
| JAKUB LISOWSKI (ERA POLAND).....       | 6 YEARS  |
| CON VOUROUDIS (ERA HQ).....            | 6 YEARS  |
| MARTIN BRANDJES (SAMOS).....           | 6 YEARS  |
| JOHN FUFALCO (SAMOS) .....             | 6 YEARS  |

\*STAFF 5+ YEARS LISTED ABOVE

### LAST DAY FOR 2024 & REOPENING DATES

**ERA POLYMERS  
AUSTRALIA - HEAD OFFICE**  
Last Working Day: 20th December, 2024  
Re-open: 6th January, 2025

**ERA POLYMERS  
AFRICA**  
Last Working Day: 20th December, 2024  
Re-open: 8th January, 2025

**ERA POLYMERS  
USA**  
Last Working Day: 20th December, 2024  
Re-open: 2nd January, 2025

**URETHANE COATINGS & POLYURE  
Last Working Day: 20th December, 2024  
Re-open: 6th January, 2025**

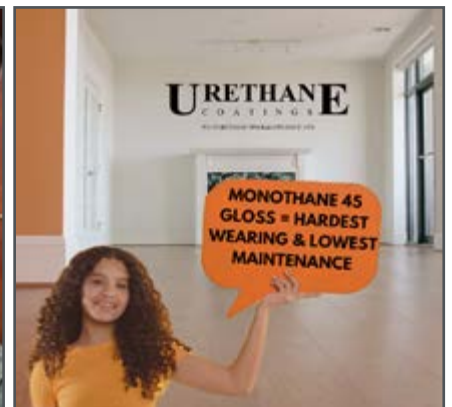


### DID YOU KNOW?

Urethane Coatings 'Monothane 45 Gloss' is hard wearing and the lowest maintenance option out there! With its tough, long-lasting finish, it keeps your floors looking shiny and protected, all while requiring minimal effort to maintain.

Perfect for those who want durability without the hassle!  
For more information call: 02 9666 3888 or  
visit our website: [www.urethanecoatings.com.au](http://www.urethanecoatings.com.au)

**Urethane Coatings -  
Taking Care of your Timber!**



# BRK65D ERACAST BREAKAWAY GLASS PU

BRK65D

...and ACTION!

## WATER CLEAR BREAKAWAY GLASS POLYURETHANE

Eracast BRK65D is a two-component, low viscosity, water clear polyurethane system, specifically formulated to shatter on impact.

Eracast BRK65D is cured at room temperature, with a convenient 1/1 mix ratio.

### Application

Eracast BRK65D is recommended for making objects to be used as breakable props for movie and stage productions.

### LET'S TALK ...

ABOUT YOUR NEXT GREATEST SMASH HIT!

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- **Impact-Driven Design:** Formulated to shatter on impact for the perfect dramatic effect.
- **Convenient Mixing:** 1:1 ratio by weight and volume for hassle-free preparation
- **Fast Workflow:** 8-minute pot life and 1-hour demould time at room temperature.
- **Durable Finish:** Achieves a solid 65D hardness with no shrinkage.



### DID YOU KNOW:

Eracast BRK65D can be processed by hand or machine dispensing equipment!

Era Polymers offers superior products for impact-resistant glass due to its advanced polyurethane technology, which delivers exceptional strength, flexibility, and durability. The Erapol Glass Laminate product is designed to absorb and dissipate impact energy, enhancing the safety and durability of glass without compromising clarity or aesthetics.

This specialty system is the ideal choice for liquid laminating your glass. The adhesion between glass and polycarbonate is excellent and by using different combinations you can vary the application. With extensive experience in developing high-performance polyurethane systems and a

commitment to innovation, Era Polymers consistently delivers top-tier solutions tailored for demanding applications, making them a leader in the industry.

Ask us about our Glass Laminate products, application include home & living areas, office buildings, shopping malls, Consular & Embassy buildings & ballistics.

**Era Polymers' materials provide excellent adhesion to glass surfaces, ensuring long-lasting protection so...**

### LET'S TALK!

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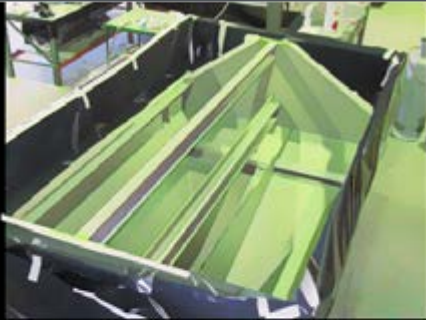
Stay positive. Work hard and make it happen



# CHUTE FOR THE STARS!

## ERASPRAY ES81A\_HB - THE NEXT LEVEL IN POLYURETHANE PROTECTION

**Era**  
Polymers



# CHUTE

*for the stars with*  
Eraspray  
**ES81A\_HB**

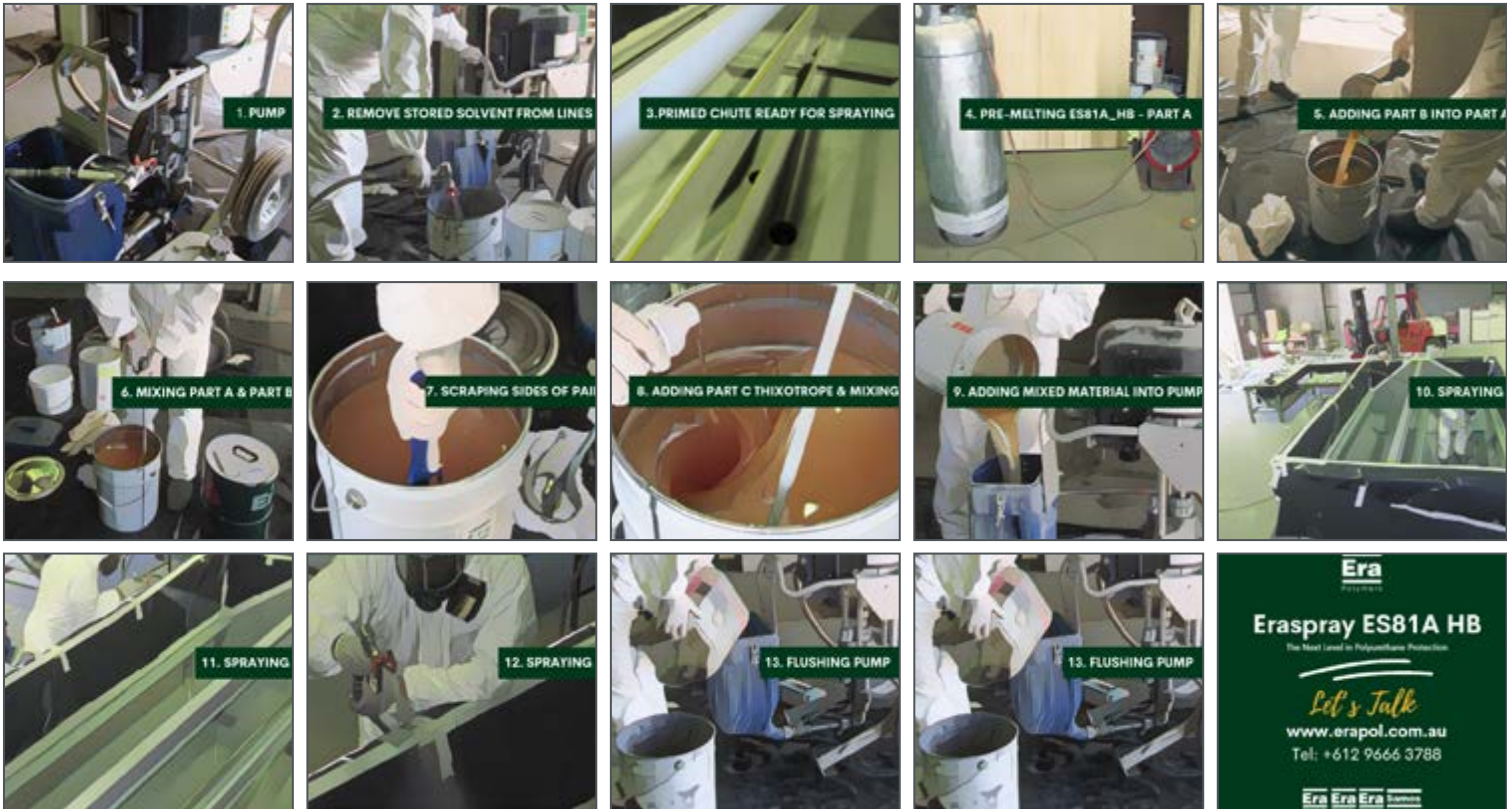
**Eraspray ES81A\_HB** is redefining standards in high-performance polyurethane spray elastomers. Known for its remarkable abrasion resistance and user-friendly application, this premium-grade elastomer is especially designed for industrial environments where durable protection is paramount. With a high solids content of 70%, **Eraspray ES81A\_HB** achieves a rapid, thick application, thanks to its unique liquid thixotrope, allowing for 3-4 times thicker coverage than traditional solvated elastomers without cracking. A standout feature of **Eraspray ES81A\_HB** is its processing

flexibility. Application with standard 1-component airless spray equipment makes this elastomer highly accessible, and its PTMEG-based backbone ensures flexibility and excellent resistance to abrasion and chemicals. With applications in lining flotation cells, hoppers, and truck bodies, **Eraspray ES81A\_HB** provides the ideal blend of toughness and flexibility, setting a new benchmark in polyurethane protection.

Want to know more?

**LET'S TALK**

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HAPPY**

**1 DAY**  
— OR —  
**DAY 1**  
YOU DECIDE.



# ERA POLYMERS CELEBRATES IN STYLE!

## Era Polymers & Samos Polymers Celebrate 2024 Christmas Party in style on Sydney Harbour.

This year, the Era Polymers and Samos Polymers teams came together to celebrate the 2024 Christmas season aboard **The Jackson**, a stunning luxury vessel cruising Sydney Harbour. Hosted by the generous George and Tina Papamanuel and flawlessly organised by Francene Papamanuel, the evening was a spectacular success.

With a feast of culinary delights including paella, pizzas, barbecue, and a delectable three-course meal, everyone onboard was treated to a true gourmet experience. The festivities were elevated by a live band that kept the atmosphere

lively and spirits high as staff and their loved ones danced the night away, had a cartoonist transform them and dance to the 360 Photobooth under the Sydney skyline.

It was an unforgettable evening filled with laughter, gratitude, and a deep sense of camaraderie. The event exemplified the family spirit that defines Era Polymers and Samos Polymers.

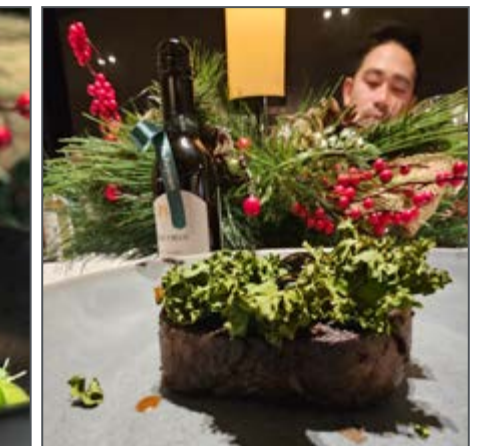
A heartfelt **Thank You** to George & Tina from all the staff for making the night so special. We are proud to be part of this amazing family, and this celebration reminds us of how lucky we are to share in the Era and Samos legacy. Here's to a joyful holiday season and an even brighter 2025!



### WHAT'S AN ERA PARTY WITHOUT FOOD! PRE-DINNER MEZE (A FEAST IN AND OF ITSELF!)



### FINE DINING ON THE JACKSON





# Party On THE JACKSON









# THE **Era** OF ALL THINGS POSSIBLE

A GLIMPSE AT THINGS WE **ENJOY** BUT DON'T REALLY **THINK** ABOUT

## How Era Polymers Shapes Our Lives, One Polyurethane Product at a Time.

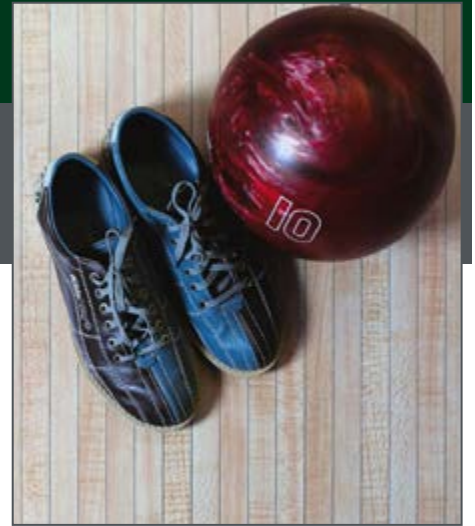
In our daily lives, we often overlook the unsung heroes of modern innovation. One such hero is polyurethane, and Era Polymers has spent nearly four decades perfecting its production and application. As a leader in the polyurethane industry, Era Polymers has quietly shaped the world around us, leaving an indelible mark in ways we often take for granted.

From the comfort of your favourite couch to the durability of your car's interior, polyurethane products are everywhere. Era Polymers' expertise spans industries as diverse as construction, automotive, mining, and even footwear. The insulation in your refrigerator, the high-performance wheels on industrial equipment, and even the cushioning in your running shoes likely owe their existence to polyurethane technology.

But it's not just about functionality—Era Polymers is also driving innovation in sustainability and performance. Their commitment to producing versatile, durable, and environmentally responsible products ensures that polyurethane not only enhances our everyday lives but also contributes to a better future.

So, the next time you sit on a chair, walk across a polished floor, or use a machine with seamless components, take a moment to appreciate the silent role of polyurethane.

Chances are, Era Polymers had a hand in making it possible. In an ever-changing world, Era Polymers continues to touch our lives in ways both seen and unseen, ensuring that innovation remains at the heart of everything we do.



Let us make your vision come to life.

**LET'S TALK!**

Tel: +612 9666 3788

[www.erapol.com.au](http://www.erapol.com.au)

**Era Polymers**

There's more to Era Polymers than meets the eye.  
[www.erapol.com.au](http://www.erapol.com.au)

**Era Era Era Samos**  
POLYMERS USA AFRICA Polymers

Chances are you have used or been fascinated with something made with an Era Polymers product.

**Come change the world with us**



# DID YOU KNOW...

*We're Everywhere!*

- You're likely sitting or standing on polyurethane right now. Found in our homes, workplaces, and cars, polyurethane foam provides support, protection, and cushioning in our daily lives.
- Polyurethanes are essential in the electrical and electronics industries. They seal and insulate delicate components, while also serving as a durable yet stylish material for tablet covers and cases, protecting the exterior of our devices.
- Polyurethane coatings help keep your vehicle looking glossy and new. They protect cars from harsh weather conditions, ensuring that shiny finish stays intact—because who doesn't love a gleaming new car?
- Your favorite pair of leggings owes its stretch to polyurethane. Spandex, a special polyurethane blend, delivers the flattering fit you can't live without.
- Polyurethane contributes to sustainability. It helps conserve natural resources and reduce energy consumption, supporting a greener future.



## ALWAYS A CUT ABOVE



## FECKEN **FK** KIRFEL



Josip Salopek - Business Development Manager Machinery & Equipment

Lars Nelles is the Fecken Kirfel new area manager for Australia and New Zealand and has been with FK for over 10 years now. He replaces Thomas Webber who is now in charge of North America.

Lars Nelles visited New Zealand 11-15th Nov and Australia 18th – 22th Nov 2024.

Fecken-Kirfel is a German company that started in 1870 and specialise in high-precision cutting machinery, particularly for the processing of various materials such flexible foam, solid plastics as rubber and neoprene, rigid foam and cork. Products that are used in upholstered furniture and mattress production, packaging industry, automotive supply, construction, and medical fields. Fecken-Kirfel's cutting machines are typically used for

applications requiring accuracy, speed, and durability, and they are considered a reputable brand in the field of industrial cutting technology.

Cutting machines offered during Lars's trip to AUS/NZ:

- Fully Automatic Horizontal Band knife Splitting Machine
- CNC Cutting Machine
- Automatic horizontal band knife splitting and stacking machine
- Automatic vertical cutting machine
- Band knife Peeling Machine

**Coming up in 2025:** 2x cutting machines to be installed

- Fully Automatic Horizontal Band Knife Splitting Machine
- Band knife Peeling Machine R 24



Lars Nelles - Fecken Kirfel Sales Manager



# THERE'S SOMETHING IN THE PIPELINE

Since the 1960's polyurethanes have been used for the internal protection of pipework in many industries including Mining, Agriculture, Food / Beverage, Chemical and Water Treatment.

When moving material through pipes there are inherent problems with corrosion and abrasion of the metal that mean pipes, spools, elbows, and joints must be replaced regularly to keep the plant operating.

Lining with Polyurethane has several advantages including

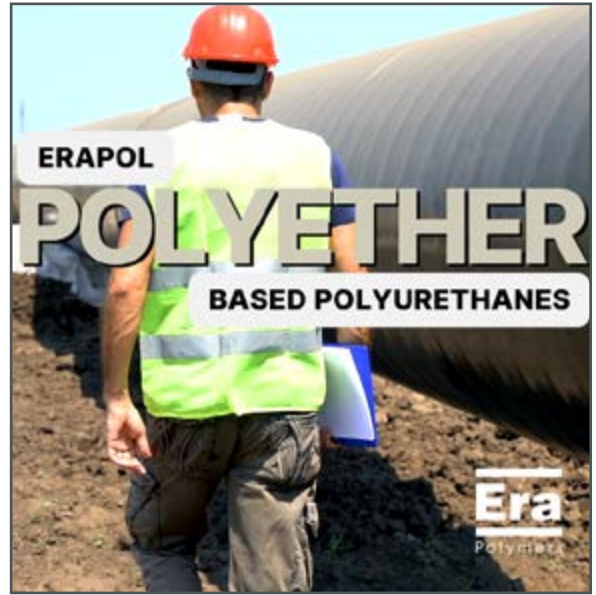
- Superior Abrasion Resistance reduces wear and thus increases the life span of the pipes so less shutdowns for replacements.
- Seamless lengths of pipe up to 18m in some cases.
- Chemically bonded to the pipes during manufacturing meaning it is virtually impossible to de-bond
- Low COF (Coefficient of Friction) means less energy is required to keep the contents of the pipe moving
- With a wide range of properties, POLYETHER based Polyurethanes are predominately chosen for this application due

to their superior hydrolysis resistance. Grades like **Erapol E83A, E90A, EMD90A** and **EMD135** have all been used successfully.

### Need pipeline protection?

### LET'S TALK!

Call Era Polymers for the best polyurethane pipeline advice on material selection, processing techniques and equipment to suit your needs. Tel: +612 9666 3788



Polyurethanes are suitable for many Industrial Applications including but not exclusive to:

- The transportation & treatment of water
- Sea water cooling mains
- Sewage & industrial effluent
- Solvent extraction process in hydrometallurgy
- Pulp & paper processing
- Mining ash & tailings disposal

With a wide range of properties, **POLYETHER** based Polyurethanes are predominately chosen for this application due to their superior hydrolysis resistance. Grades like **Erapol E83A, E90A, EMD90A** and **EMD135** have all been used successfully.

## Fun Fact! Rolling, Rolling, Rolling

The final set of wheels in the assembly of a roller coaster are known as running wheels, road wheels, or tractor wheels. Running wheels are typically the largest set of wheels in the assembly, and roll on the top of the rails. These wheels bear the weight of the train. They are typically made from

polyurethane or a polyurethane blend, while side friction and up-stop wheels can be made of the same materials or steel. The benefits of the polyurethane or a polyurethane blend are low rolling resistance, high load endurance, smooth ride, and high durability.





# THE LIGHTER SIDE



|  |  |   |   |
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|  | <p>Woman magazine<br/>Page 20: accept yourself as you are<br/>Page 22: how to lose 4 kg in a week<br/>Page 25: cake recipe</p> | <p>There is <b>NO</b> elevator to <b>SUCCESS</b>.<br/>You have to take the <b>STAIRS</b>.</p> | <p>Friendship is a precious gift. To give at <b>CHRISTMAS</b> time. A Cherished gift, a treasured gift that lasts through all time.</p> |
| <p>Me as soon as a coworker lowers the office air conditioning by 1 degree..</p> |  |   |   |
|  | <p>THANK YOU!<br/>TEAMWORK MAKES THE DREAMWORK</p>   |   |   |
| <p><b>CHRISTMAS</b></p>  |  |   |   |

## WHAT'S MOVING IN MACHINERY? TEL: +612 9666 3788

**Hasan Turgut**  
Innovating Tomorrow with Polyurethane

Josip, our sales partner at Era Polymers, recently traveled from "Australia to Austria" to visit our facility. During his stay, we provided training and an update on the DG 108 cold casting machine, as shown in the photo. This visit facilitated an intensive knowledge exchange and further strengthened our partnership.

**Insight into the Collaboration:**  
Our partnership with Era Polymers allows us to offer top-notch solutions for the polyurethane industry. Polytec provides customized solutions for almost all industries and applications, including the processing of polyurethane elastomers, foams, and epoxy resins. This expertise helps Era Polymers offer well-informed advice and technical support, significantly improving the overall quality of the solutions.

**Q&A with Josip: Q1:** Can you tell us a little about your company and your role as a sales partner? Era Polymers is an Australian company specializing in polyurethane materials. Our role is to complement our polyurethane materials with dosing systems. We work

with Polytec to offer solutions for our customers' processing needs. Once the customer's machine is running, we provide ongoing support, including after-sales service, spare parts, and technical advice.

**Q2:** What are the main benefits of collaborating with our company from your perspective?

Polytec's reputation and proven track record in the industry give our customers confidence that they are working with a reliable company that has a deep understanding of both polyurethane processing and application equipment. This allows us to offer well-informed advice and technical support.

**Q3:** What are our common goals in this partnership?

Our common goal is to provide customers with a solution that combines our diverse range of polyurethane materials with state-of-the-art polyurethane dosing systems tailored to the needs of customers from various industries.



**Q4:** How have our machines and technologies impacted your operations and those of your customers?

Polytec's reliable systems ensure smooth and uninterrupted production, guaranteeing that our polyurethane materials are consistently mixed and processed, resulting in high-quality parts.

**Q5:** Are there specific projects or successes that you have achieved through our collaboration?

A notable project is the introduction of a new venture for a customer from Asia, which continues to expand. This project is a great example of successful collaboration and the positive impact we can achieve together.

**Q6:** How do we help you better serve your customers?

We offer customized solutions that meet the unique requirements of each customer and ensure that materials and equipment work seamlessly together to achieve optimal results.

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EQUIPMENT AGENCIES



OTHER AGENCIES

