

The HERALD

Era Polymers News Bulletin

Issue 5

WELCOME

Dear Customers,

LESSON FROM LIFE, NUMBER 42 - SEIZE THE MOMENT

Last Christmas I received a nice Christmas present. It was a CD titled "Time-Life's Lifetime of Romance". I thought I was getting a double CD. What I didn't realise at the time, was like all Time-Life's stuff the CD's kept on coming and coming. I think that I'm up to 15! Mind you I'm not complaining, when my two sisters all those decades ago got married, they emptied the house of all their 78's, 33's and 45's, leaving me with NOTHING.
No Frankie, Connie and even, NO Elvis.

So, one night on the way home I put on the latest CD. Half way home, I think that it was song 10 on the second side, I heard a song that I hadn't heard for 45 years!

The singer was Billy "Crash" Craddock. The song was "One Last Kiss". I think that I remember "Crash" as being a poor man's Elvis.

It took me straight back to 1960, when I was 10.

That year Ashton's Circus had come to town. They parked in Rushcutters Bay Park, just down the road from where we lived. Back in those days, Ashton's had a JUKE BOX Tent. You pumped in THREEPENCE and it played the latest hits.

That very same summer, I had a crush on PATRICIA. She was the same age. She had the cutest smile, the cutest face, the cutest pony tail. That was the problem, she was TOO cute, AND I WAS TOO SHY.

So, I developed a plan.

All of us, from Darlinghurst Primary School, used to hang out at Ashton's.

So, I would hunt down all the used Coke Bottles, trade them in at Mrs. Marshall's for threepence, and pump them into the Juke Box and play Crash Craddock's;

"One Last Kiss"

And wait, and wait, for Patricia to arrive. And when she EVENTUALLY would arrive, I would jump in at the appropriate time and sing;

"One FIRST kiss, oh baby one FIRST kiss. I never felt like this, oh baby one FIRST kiss, Oh Oh O...." The problem was she never walked into THAT tent. The endless summer, came and went. I cleaned Paddington out of discarded Coke Bottles, AND PATRICIA NEVER CAME.

On the 29th of NOVEMBER 1975, FIFTEEN years later, the next vision walked into my life. This time I didn't need any THREEPENNY Coke Bottles, to tell her how I felt. That was 30 years ago.

So, life is full of lessons.

Era seizes the moment when the opportunities present themselves.

And we at Era make our own Endless Summers, ALL THE TIME.

And what happened to Patricia?

Somewhere in my late teens, I heard that she went Gothic.

Somehow I couldn't picture that ever so cute girl with a ponytail, becoming an Earth Mother, covered from head to toe, in black and white, and wearing Doc Martin Shoes!

George Papamanuel,
Director

Era Polymers at UTECH India 2005

Era Polymers recently exhibited at UTECH INDIA 2005, the first exhibition of its kind to be held in India. The exhibition brought together producers, equipment suppliers, end users and the polyurethane industry at large. It was a successful and busy exhibition for Era Polymers where we were promoting a selection of our products through our distributor Spectrum Technologies. Mr Madhusudhan Rao from Spectrum Technologies accompanied Era Staff to assist in addressing any questions that arose from trade show visitors.



The products of interest at the exhibition included Era Polymers range of hot castable and cold castable systems as well as our wide range of pigments.

Although this was the first time for the exhibition to be held in India it was quite successful and will be held every 2 years. If you would like any further information about Era's range of products or our international distributor's details please email erapol@erapol.com.au or visit our website at www.erapol.com.au



*On Behalf of George and Tina Papamanuel
and all Era Polymers Staff, we would like
to wish you all*



*Merry Christmas
and Happy New Year*

*We wish to advise you that we will be closing as of Friday the 23rd of
December 2005 and will re-open on Tuesday the 3rd of January 2006.*

Best wishes for the holiday season.

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more on us @ www.erapol.com.au



AUSTRAL REFRIGERATION

the refrigeration systems for the refurbishment of the David Jones' Sydney CBD store. Over 100 remote refrigerated display cases and over 20 refrigerated cool and prep rooms were installed. Keeping things cool is obviously the priority, and the insulation of the units was achieved with the Erathane Appliance Foam range from Era Polymers. This high performance, high yield, rigid polyurethane appliance foam range

Austral Refrigeration supplies commercial refrigeration equipment to the world. As the largest manufacturer in the region, they provide refrigeration solutions for supermarkets, convenience and liquor stores just to name a few.

A recent contract was to supply

has excellent insulating properties, and was best suited to the project.

If you have a new or existing application for polyurethanes, we would love to help you find the best solution.



Where Do Era Polymers Products End Up?

Eraspray SPM90A is a medium performance polyurethane spray elastomer that offers good abrasion resistance and toughness.

This cost effective, convenient elastomer has been used by Aquabait, who farm live worms for the fishing industry. The product is sprayed inside the concrete tank in order to waterproof the worm pond. Sand, water and larvae are added to the pond and after 12 months of TLC the worms have reached their full size of 20 cm, and are ready for the market.

Aquabait have been using this system for the past year and upon completion of the project, they would have waterproofed 96 ponds in total. Aquabait have found Eraspray SPM90A to be the best product for their application as it provides them with a durable waterproof system that is easily applied.



Fomo: One Component Straw Foam



As a distributor for Fomo Products Inc., Era Polymers recommends the use of One Component Handi-Foam for smaller applications. The product is intended to fill and insulate small cracks and voids in and around air conditioners, pipes, conduits, heating ducts and other spaces between building products.

It can seal cracks as well as floor joints, amend small holes and damages, block insects and rodent pathways and can seal wire and plumbing penetrations. The product forms a permanent, crack resistant barrier and is designed to quickly bond to almost any surface, including wood, masonry, metal, glass and plastic.

For further information regarding straw foam or any other Fomo products, please contact Era Polymers sales staff.



KEMIRA POLYMERS NEWSLETTER

"Boy, 13 years sure went quickly!"

In a few months time Era will be approaching its 20th Birthday. About 13 years ago, this picture accompanied an article that was published in a Kemira Newsletter (they were the pre cursors to Hyperlast). For an old fella like me it makes some interesting viewing. Somewhere along the line yours truly, and Tony lost it on top, and Terry still has plenty, and God bless her, the "boss of the boss", still looks **SPECTACULAR**.

So, back then we had a company of 8 people, now we have over 70!

So, back then we didn't have a factory, now we have two.

So, as my Chinese customers say; "Life's a long journey and we have only just begun"

Yep, we have a long way to go yet. Pity about the hair!



WHAT'S COOKING

Erapol CMD90A is a high performance, two-component, cold-cast, MDI polyether elastomer system, designed for use in applications requiring abrasion resistance. CMD90A offers the advantages of room temperature processing and curing, low viscosity, and good physical properties normally associated with high performance hot-cast elastomer systems. CMD90A also offers health and safety benefits as it contains no TDI, no diamine curatives such as MOCA and no mercury catalyst.

One of the many applications for CMD90A has been its use in mineral processing applications.

CMD90A was primarily formulated for machine processing, but can be hand-cast as well.

For further information, please contact Era Polymers sales staff.



Sure Shot Sprayer

One of Era Polymers many ancillary products is the Sure Shot Sprayer. This pressurised 950mL portable pot is a convenient way to apply Erarelease Classic release agent.

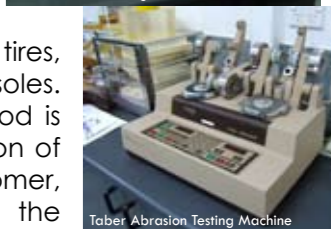
This simple piece of equipment is easy to operate, even for the inexperienced user. You simply unscrew the top cap and half fill with release agent, pressurise with the air chuck, and begin spraying by pressing down on the lever.

The Sure Shot Sprayer is constructed from metal, with brass nozzles and corrosion resistant internal working parts.

If you would like any further information on the Sure Shot Sprayer or the repair kits, please contact Era Polymers sales staff.

Abrasion Resistance Testing Equipment: DIN vs Taber

The DIN Abrader is used for the determination of resistance in regards to the loss of abrasion for elastomers. Abrasion tests in compliance with this test standard are performed on materials which are subject to wear and tear during their working life, such as tires, conveyors, drive belts and shoe soles. The advantages of this test method is that it gives an accurate simulation of the long term wear of an elastomer, enables comparative tests for the control of the uniformity of a specific material, and provides important parameters with respect to the wear of elastomers in practical use. The abrasion tester can also be used for comparative measurements on other materials such as plastics, chalk or painted surfaces.



The Taber method is applicable to textile fabrics and surface coatings. It is especially suited to hard floor coverings and for evaluating appearance changes or durability of products. Typical applications include glass, ceramic tile, coated metals, paint, lacquer, flooring, traffic paint, automotive interiors and furniture.

Both methods are used by Era Polymers for testing wear resistance on both cast and sprayed elastomers.

Typoglycemia

Icdnuolt blveiee taht I cluod aulacly uesdnatnrd waht I was rdanieg. The phaonmneal pweor of the hmuan mnid Aoccdrnig to rscheearch taem at Cmabrigde Uinervtisy, it deosn 't mtttaer in waht oredr the ltteers in a wrod are, the olny iprmoatnt tihng is taht the frist and lsat ltteer be in the rghit plcae. The rset can be a taotl mses and you can sitll raed it wouthit a porbelm. Tihis is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the wrod as a wlohe. Such a cdonition is arppoiatly cllaed Typoglycemia :)

Amzanig huh? Yaeh and yuo awlyas thought slpeling was ipmorantt

Thanks Geoff, for sending this.

ERA POLYMERS CALENDAR IS BACK!

Era Polymers world famous calendars are back for another year! Every year Era Polymers produces a calendar that is filled with pictures taken by our very own staff from all around the world. From England to Greece to Thailand to Vietnam, our staff are well travelled and have amazing photos of their adventures. The 2006 edition features entries from George, Alex and Nicole Papamanuel as well as some of our regulars Chris, Peter, Kay and Tony. This edition has a couple of new entries from Nicola French and Nick Kozanitis.

MEET THE ERA TEAM

TINA PAPAMANUEL - 'BOSS OF THE BOSS'

Do you know that I had my 55th Birthday a few months ago? Nah, doesn't matter, it's just another birthday. At this age however, you get to become philosophical. At least that's what I do every night, waiting until 11:15 for Star Trek to come on Channel One.

I know in my heart, that my sisters when their time comes, will get automatic entry "upstairs". Me, I'm going to have to tell a humdinger of a story to gain entry. So I've already prepared my answer for the inevitable question.

"So what did you do with your life Papamanuel?"

"Easy, I married Tina. Everything after that fell into place. Everything."

Era Polymers is a dream.

Me, I get the easy part. I get to dream the dream, and Tina makes the dream a reality.

Indeed the journey is the dream.

You think that's deep, that's nothing. You should come to my place around 11:00 pm, every night.

KAY KING - ACCOUNTS / MACHINERY

Somewhere in amongst these profiles, I forgot to mention that we had a growth spurt about 10 years ago. **Kay and a whole bunch of people are coming up for their tenth birthday.** Next year, at Botany it's going to be skeleton staff for a while, whilst everybody takes their sabbatical.

For those of you who don't know, Kay sits opposite to Tina. So when either of them go "down", BOTH of them get the blues. BUT they quickly get themselves out of it and bash on, with consignment stocks, spare parts, processing orders, keeping the customers happy, even when they are not, etc...

Kay does it very well indeed.

And she's even got the travel bug; she's determined to visit far away places just so she can take that special shot, so she can make the annual calendar.

Good one Kay.

TONY HATZIKIRIAKOS AS

ERA'S NEW INTERNATIONAL SALES MANAGER

Tony has been with us for 13 years.

In fact this is his first and only full time job since he left university.

He has always been a pleasure to employ. He is one of those super dedicated employees that make us the company that we are.

AND, he has a unique talent to be able to talk to people on the factory floor, **anywhere in the world**, and sit down with the boss of the company, **anywhere in the world, AND DO A DEAL.**

He is that sort of employee, nothing gets in his way of doing an excellent job!!

SO, it's also time for Tony to do something different...

Starting on the 1st of January 2006, Tony is starting a new role. A brand new role within the company....

He is going to be our first

International Sales Manager

Congratulations Tony.

You continue to do us proud.

And you are an absolute joy to employ.



MEET THE SAMOS TEAM

EMMANUELE CASTRO - SUPERVISOR FOAM BLENDING

Just for those of you who don't know, our company of 75 has about 25 nationalities i.e. we are a mini United Nations, and Emmanuele hails from Italy. He has the two of the most beautiful boys Filip and Anthony and a gorgeous girl called Bernadette and he is married to Cassandra.

Emmanuele has built up a superb team of guys who are able to blend those Polyols faster than Alex and Nick can get the orders. He's one of those people that has the company's interest at heart. He is always thinking of how to do things better and smarter.



PHIL RYAN - SUPERVISOR ELASTOMERS



I guess one of the questions that you need to know about a person BEFORE you employ him, is he going to be a long term employee, or does he like to move around? NOT PHIL. He was at his last employment for 20 years, until they closed his section down. With us he gives 110%. He doubles up doing essential maintenance as well as doing courses in his spare time. And on the rare occasions when I go to the factory we even have philosophical discussions about the meaning of life.

Phil promises me that he will be around for at least 30 years. That should make him around 80 when he retires.

Good one Phil.

WE'RE A SMART AND DEDICATED LOT

I have a favorite saying that I use when I communicate internally with my people.

Namely,

"A company is only as good as its people. Have the right people and everything becomes simple. Have the wrong people and everything is a struggle."

We have the right people.

You also know that you have the right people when they try to better themselves. E.g. my mate Phil, at the factory, is always looking to better himself and in so doing the company. He goes and does confined spaces courses, in his spare time, so that he can climb into the occasional kettle.

Ditto, Vanessa Swift, Richard Duarte, Terry Petkovic and Alex Papamanuel. They are in the throes of doing extra curricular courses in business. You know MBA's.

That sort of stuff.

Is it hard? You bet!

I can tell, because when it is exam time, they all walk around with furrowed brows..... just like me.

But hey, they all like a challenge.

That's what good employees are all about.

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Elastomers



Grinding Wheels for
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Tooling/Prototyping
Urethanes



High & Low Pressure
Equipment for Foams



Casting Equipment