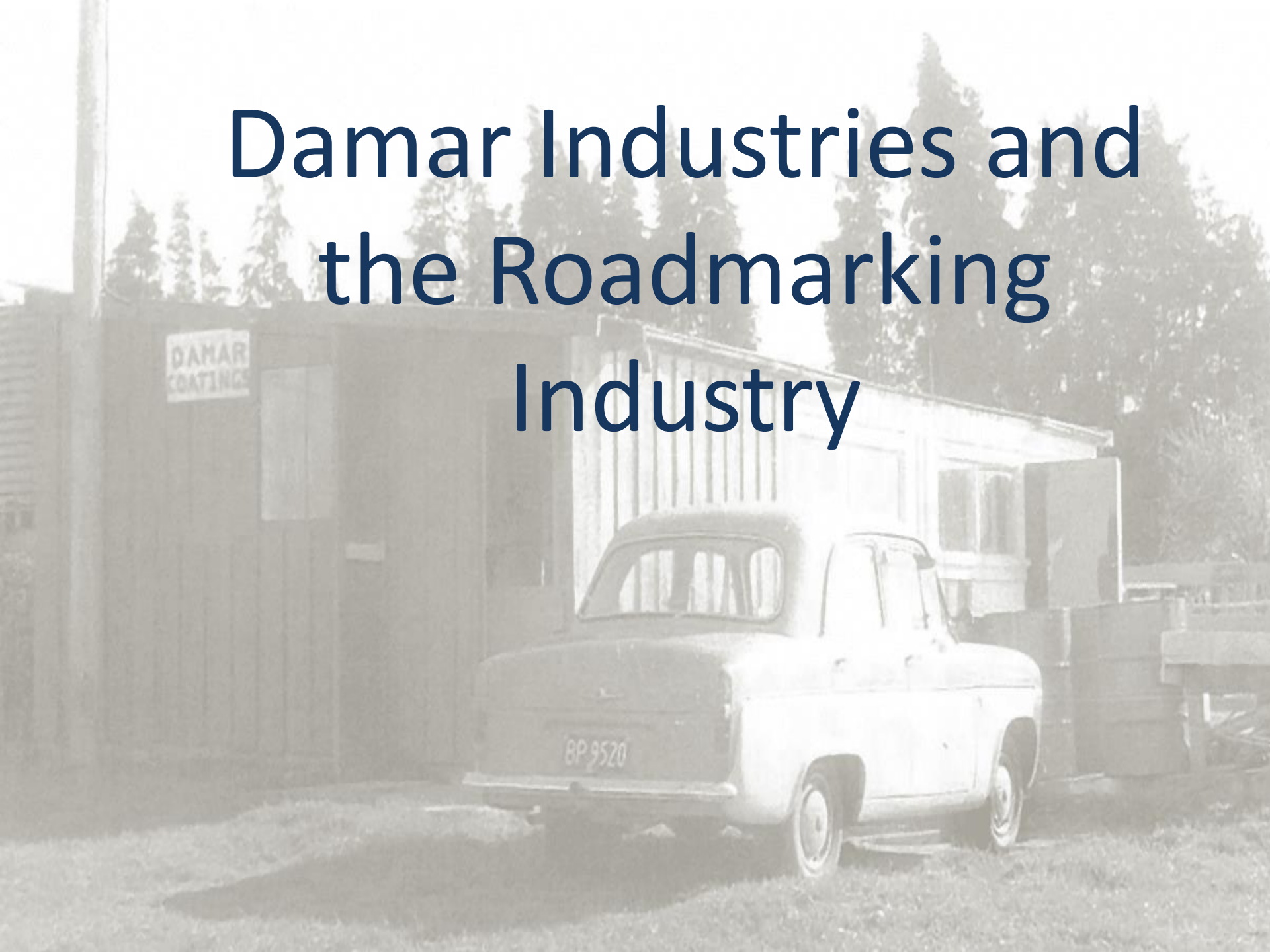


# Damar Industries and the Roadmarking Industry



1986

THE  
PAINT FACTORY

Scott & Bev purchased  
The Paint Factory  
in Rotorua



# 1989

- March. The Company was split into Bay Of Plenty Industrial Paints and The Paint Factory
- April. Bay Of Plenty Industrial Paints obtains Transit New Zealand approval to supply the Roadmarking Industry
- October. Purchased Damar Industrial Paints Ltd in Tauranga and relocated it into Rotorua. The Name Damar industrial Paints is adopted.

A photograph of a Damar Paint Centre building. The building is a two-story structure with a large circular logo on the left side of the facade. The logo features a stylized sunburst or paint splatter design. Above the logo, the words "DAMAR PAINT CENTRE" are visible. To the right of the building, there is a tall sign with the same circular logo and the text "DAMAR PAINT CENTRE". Below the sign, there is a list of opening hours: "Monday - Friday 9:00am - 5:00pm" and "Saturday 10:00am - 12:00pm". A car is parked in front of the building, and a paved area with a rope barrier is in the foreground.

1990

- Introduced 200 Litre Drums for the supply of Roadmarking Paint to the industry in New Zealand




# 1992

- June. Introduced Spraywell and Linemarker Aerosols to the New Zealand Market
- November. Built a new Aerosol plant on the Old Taupo Rd site

1993

- Achieved ISO9002 accreditation, the 4<sup>th</sup> New Zealand Paint Manufacturer to do this
- Appointed David Goddard in October as Technical Manager



1995

- Changed the company name to Damar Industries Ltd

# 1996

- March. The first application of waterborne roadmarking paint in New Zealand
- It was applied on Prestons Rd Otara in Manukau City by Ross Roadmarkers and organised by Andrew Hunter the then Engineer for Manukau City
- May. Achieved ISO9001 Accreditation



# 1997

- February. 1<sup>st</sup> Paint Supplied in Pallecons in New Zealand
- August. Appointed as Principal Sponsor for the NZRF Conference in Christchurch
- November. Appointed as the New Zealand member of the US based Colour Guild International Group, CGIG and the Coatings Research Group Incorporated CRGI

The background of the slide is a faded photograph of the Damar Paint Centre. On the left, a large circular logo with a sunburst pattern is visible on the building's facade. The words "DAMAR PAINT CENTRE" are printed on the building. To the right, a tall sign also features the sunburst logo and the company name. Below the name on the sign, there is a list of services: "REPAIRS", "Monday - Friday 8:00am - 5:00pm", and "Saturday 8:00am - 12:00pm". Several cars are parked in the foreground and background of the building.

# 1998

- Signed a Technical agreement for Australasia for the Plasteroute Roadmarking Technology
- IANZ 17025 accreditation for the Laboratory
- Applied Roadmarking products in TNZ M7 trials

1999

- June. Expanded the TNZ M7 Trials with further applications

2000

- Principle Sponsor of the NZRF Conference in Queenstown

A photograph of a modern, two-story building with a large circular logo on the left side. The logo features a stylized sunburst or paint splatter design. The building has a sign that reads "DAMAR PAINT CENTRE". In the foreground, there is a paved area with a car and a van. To the right, there is a tall sign with the same circular logo and the text "DAMAR PAINT CENTRE". Below the logo on the sign, there is a list of services and hours: "Monday - Friday 9:00am - 5:00pm" and "Saturday 10:00am - 12:00pm". The year "2001" is overlaid in blue text on the upper right part of the image.

2001

- Purchased 3 hectares of Land on Te Ngae Rd
- Principle Sponsor of the NZRF Conference in Rotorua



# 2003



- February. Official opening of the New Facility at the East Gate Industrial Park by the then Prime Minister Helen Clark.
- May. Introduced Beadlock to the New Zealand Market
- August. Principle Sponsor of the NZRF Conference in Auckland
- Established the On-road Performance Data Collection Process, which was used to develop the TNZ M7 in-situ testing process, T.I.P.F.S

# 2004

- January. Appointed as the Australasian manufacturing agent for Basler – Lacke's range of Cold Applied Plastic Roadmarking systems
- September. Purchased Linaro Paints in Christchurch

# 2005

- May. 1st applications of CAP in New Zealand with Structured CAP on the Desert Rd and ATP's on H/W2 between Katikati and Bethlehem, in the BOP
- August. Expanded the Roadmarking Division, employed Rob Dunne as Roadmarking Manager
- Principle Sponsor of the NZRF Conference in Christchurch

# 2006

- May. Achieved TNZ M7 approval of Beadlock and BST
- IPENZ Engineer of the Year Award as part of the team that put the H/W 2 ATP trail together



2007

- New Management Team appointed
- Principle Sponsor of the NZRF Conference in Waitangi



2008

- Expanded the Roadmarking Division further by appointing Adrian Crothers

2009

- Re-branded the Roadmarking Division as Damar Road Safety Systems DRSS
- Principle Sponsor of the NZRF Conference in Nelson

# 2010

- Further expanded the DRSS division by employing John Schollum as Technical Advisor working exclusively on our range of Roadmarking Systems
- A laboratory opened in Auckland

# 2011

- Appointed Chem Freight as our warehouse and distribution centre for the South Island
- Principle Sponsor of this NZRF Conference in Rotorua
- Purchased the Caplin Thermoplastic brand and approvals

# 2012

- Achieved APAS approval for our Manufacturing Facility
- QL90 approved to APAS standards
- First supply of QL90 waterborne to the Australian market



# 2013 To Date

- Appointed Paul Lynd as Roadmarking Account Manager
- Further APAS approvals for waterborne and Long Life roadmarking systems
- Purchased a manufacturing facility in Sydney

# 2013 and beyond

- Alliance agreement with Potters Industries to offer a complete one-stop range for the Australian roadmarking industry
- Appointed Bob Carnaby as Australian Technical Sales Consultant
- Leverage the strength of both companies



# 2013 and beyond

- Potters have 100 years of glass bead manufacturing and innovation to draw upon
- Well established customer service and technical network
- The Alliance approach grew from Industry feedback for Potters to leverage their strong technical and brand position and a consolidation of paint suppliers in Australia



# 2013 and beyond

- Damar's decision to manufacture in Australia combined with Potters existing platform made an enticing argument to meet customer demand for some innovative supply options
- The opportunity for both companies to work cooperatively will bring considerable innovation in systems and products.

