



Notice

Since the printing of this document, Solar Gard has been purchased by Saint-Gobain Performance Plastics Corporation. Solar Gard is now a subsidiary of Saint-Gobain. All references within this document to Bekaert, Bekaert Specialty Films Australia Pty Ltd or Bekaert Specialty Films LLC, including but not limited to legal notes, copy and or copyrights are null and void. All rights and responsibilities expressed or written within this document have been transferred from Bekaert Specialty Films, LLC to Saint-Gobain.

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www.solargard.com.au

Check out our new Solar Gard look featuring the new Australian web site!



www.solargard.com.au

Solar Gard web site

Our new Solar Gard website, www.solargard.com.au, is now live!

We encourage you to jump on and check it out at the earliest opportunity you have.

You will see different pages related to Commercial, Residential and Automotive films.

There is also a section for Energy Savings with a wealth of information on how to use this to grow your business.

The Solar Gard Dealer's Corner can help you grow your window film business with technical information, marketing assistance and consumer tools.

Register today to receive newsletters, up to date technical information and selling materials to enhance your business and your sales of Solar Gard window film!

Simply click on the link to register and fill out the form. You will then be issued with a user name and password.

Solar Gard's new look

Solar Gard's look has been re-energised, so you can share the excitement of the industry's best window film with your customers.

We took into consideration all of the tools you need to run your business and updated them to reflect the sophistication, technology and benefits that

Solar Gard brings to your customers.

Our new branding guidelines outline the revitalised look of Solar Gard and you can expect to see this new image roll out across all elements of our architectural marketing materials in the coming months. It also provides details of how to use the new look in your own marketing programs and initiatives.

There are many new marketing ideas and tools to choose from. Check the Dealer's Corner www.solargard.com.au/dealer regularly to keep abreast of the latest marketing tools and tips.



WERS accreditation

Do you and your staff have WERS accreditation? As industry standards become tighter, official accreditation is becoming more and more important.

Bekaert Specialty Films Australia Pty Ltd is fortunate to have staff who are authorised to carry out WERS training.

With this in mind, we are looking to hold a WERS training course prior to the start of the busy summer season.

Location: Gold Coast
Timing: Friday evening
When: Possibly October, maybe earlier if response is good

The details are sketchy as yet, as we will build the event around the response we get. Please let us know before 25th August if you might be interested, so that we can proceed with the planning.

Simply call the office on 02 9838 8888 and ask for Valerie, or email valerie.keeping@bekaert.com.

If you are interested in attending such a course, but the Gold Coast is not a viable location for you, let us know. Depending on response, we may be able to repeat the course at other appropriate venues.



Reminder

We would ask that when ringing us with queries regarding your account or advertising rebate, that you quote your account number, as on your statement pull off strip under your address.

Freight News

With speed and efficiency in mind, we have recently made some changes to our courier arrangements. There will be no change to our local deliveries using Clipper.

Nationwide deliveries are now sent by Toll Ipec, who are providing an e-mail confirmation service for our customers to be able to monitor the progress of their deliveries.

To receive these automatically generated e-mails you may have to ensure that this e-mail address is included in your "safe sender list".

If you wish to change the e-mail address that we have used please let us know.

Ordering Film

We now have a dedicated email address for receiving orders. Email your orders through to AustraliaSales@bekaert.com for the same prompt attention as always!

A "Night Scene" at Tropical Queensland Museum - Elite Tinting save the day!

Shop : Elite Window Tinting

Location: Pimlico, North QLD

How long has Elite Window Tinting been in business?

We have been in business for almost 17 years, servicing the Townsville area.

What types of tinting do you do?

We do all aspects of tinting: automotive, flat glass and security.

What do you see are the biggest challenges for your business in the near future?

I feel the biggest challenges for my business is trying to meet all the customer requirements and expectations, thus encouraging repeat business.

What do you see are the biggest opportunities for your business in the near future?

We were confronted with a challenge as the curators had specified that they need a specific light level and UV inside the room for the protection of rare artefacts.

I feel the biggest opportunities for my business are to be found in the flat glass market, especially with variables such as global warming, carbon trading, increased energy costs, more frequent and severe storms, etc.

Tell us about your recent job at Townsville Museum using Night Scene and Black Opaque.

We recently tinted some windows

at the Townsville Museum. We were confronted with a number of interesting challenges.

The curators required a specific light level and UV level inside the room to provide protection for the rare artefacts and other organic materials.

Even more challenging was the fact that the glass went over 8 metres tall on the inside panel and 6 metres externally.

Of course, we had to protect artefacts and displays and work around them. Additionally, we had 3 metre vertical splice joints to deal with on some windows.

When hiring the scissor lift we had to take into consideration the it's size and weight as we were quite restricted, limiting our options.

The curators also requested that the internal 8 metre high glass panel by 6 metres wide be as dark as possible, but not too dark to fully block vision from either side. That is where the Solar Gard Night



From the street the eastern windows looked easy, but looks can be deceiving!

Scene 10 came into its own. On the exterior window we fitted the Black Matt for full block-out and protection.

After completion and testing we achieved above and beyond the specified light and UV levels. Naturally, we all breathed a sigh of relief!

With your experience in window tinting, what advice would you want to pass on to others?

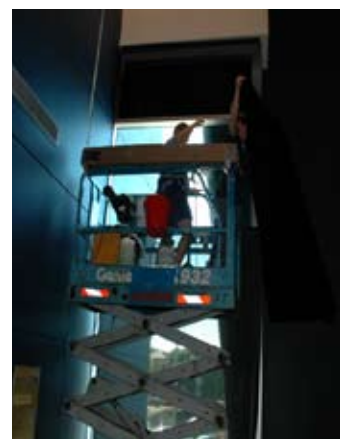
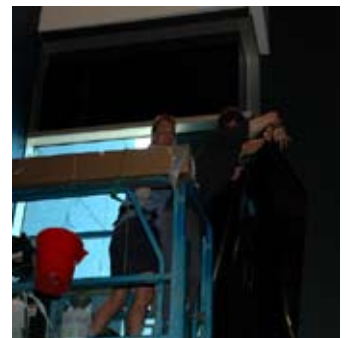
I would advise anyone to consider all variables and plan things very carefully in advance.

Lastly, if you found yourself trapped on a deserted island what two items would you like to have with you?

If I was trapped on an island I would definitely be more comfortable with a good supply of cold beer and a fishing rod!!

Great job Simon! Many thanks for sharing this with us.

If you have a job you would like us to feature please give us a call.



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