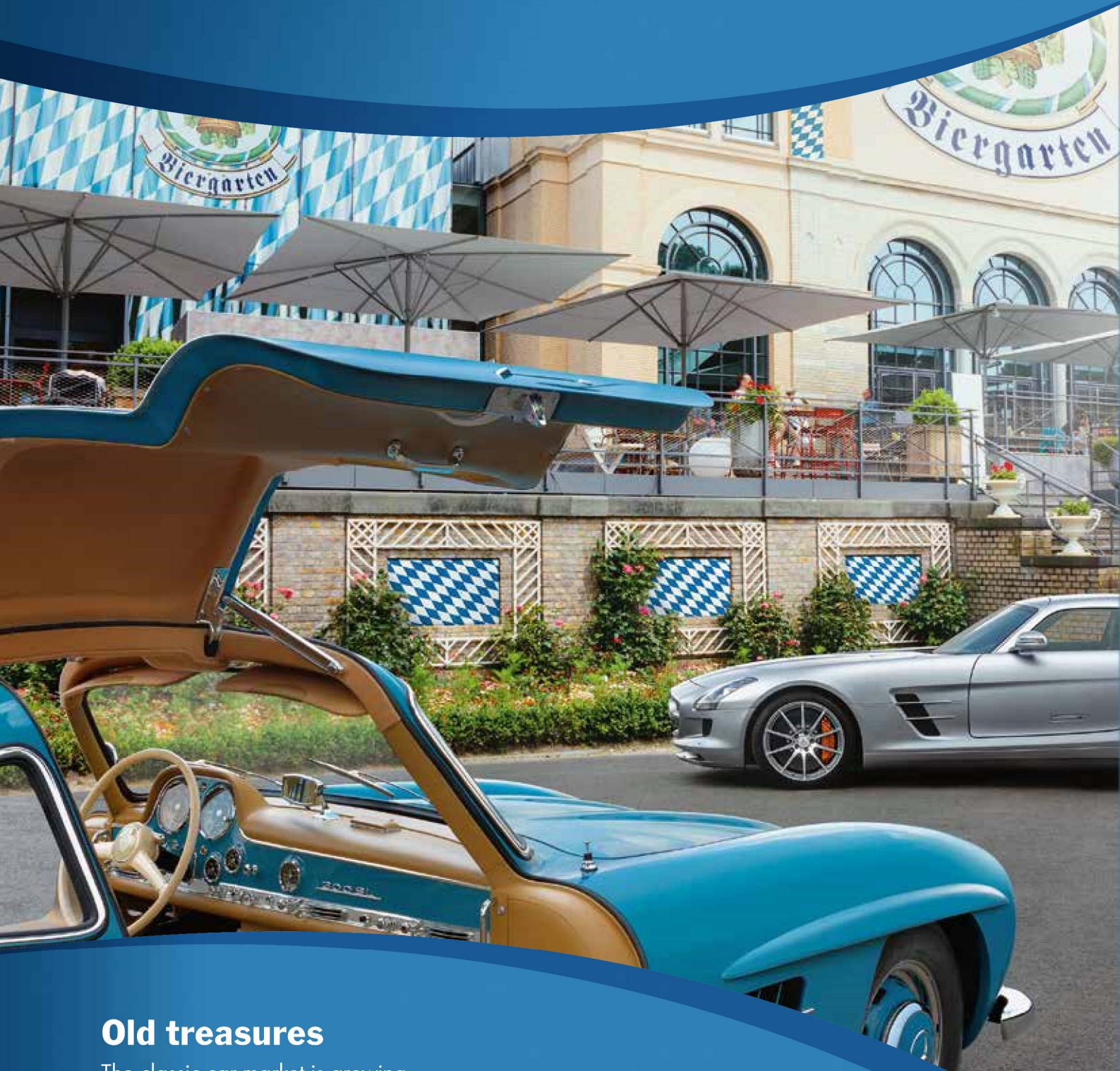


# interstandox 80

the world of vehicle refinishes EN



## Old treasures

The classic car market is growing

## Solid expertise

New Standothek for special colours

## Where are the markets headed?

Claims management – today and tomorrow



The "XTREME" revolution from Standox: With the VOC-Xtreme filler and the Express pretreatment cloth, workshops can carry out surface preparation much more efficiently and economically.

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The Standothek guides from Standox provide comprehensive expertise for painters – from novices right through to experienced professionals. A new Standothek has been published on special paints with detailed repair solutions for complicated paint structures.

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When he was a little boy, Michael Böger from Belgium dreamed of driving a very special car when he grew up. When he discovered an old Volkswagen at a second-hand car dealer he knew his search had finally come to an end – and the work started.

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## Publication details

Interstandox – The world of car paint

Interstandox has been exclusively designed for internal use.

We will gladly provide reprints on request.

**Publisher:** Interstandox editorial team

Standex GmbH, D-42285 Wuppertal

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K1 Gesellschaft für Kommunikation mbH,

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## Graphic design/image processing:

Robert Spingys, SPINGYS

## Photo credit:

Cover photograph and other photographs: Standox GmbH

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## From Wuppertal to the whole world!

Paint has been produced in Wuppertal for 150 years now. A lot has changed in this time.

The small paint manufacturer has become a global company. And the Standox product range is now available worldwide. Just before you reach the polar circle, you'll find vehicles being repaired using our paints. The South Americans appreciate the high quality and effectiveness of Standoblue.

Innovation – both in terms of technology and development – is a key pillar for us. That's why we invest in our technology centres across the world. In June, Axalta, which owns the Standox brand, opened the extended European technology centre in Wuppertal. Axalta made this investment to further develop and bundle our technological capabilities. With more than 300 specialists, we can develop next-generation paints and services here in our ultra-modern research centre – such as the future technology of our new VOC-Xtreme filler – and therefore respond to the specific requirements of our customers worldwide.

But we don't just focus on research. Our international specialists are in constant contact with insurance companies, leasing companies, car manufacturers and associations to ensure our customers benefit from the latest trends on the market. This way, we know that we are developing the right products and services that will help companies to be prepared for the changing conditions in the coming decades. So the Standox family can continue to grow.

Sincerely,

A handwritten signature in blue ink, appearing to read 'O. Adamek'. The signature is fluid and stylized, with a large initial 'O' and a long, sweeping underline.

Olaf Adamek



# The classic car market is growing

**Classic cars are in demand. However, preserving the value of these often unique collector's cars requires time and special expertise. This has generated an interesting market for paint shops that wish to add an additional pillar to their company by offering to repair and restore such vehicles. Standox can offer them comprehensive repair solutions, state-of-the-art digital colour tools and supporting marketing.**

The market for classic and modern classic cars has been growing continuously in Europe for many years. Their owners usually have a strong emotional tie to their cars, and they spend a lot of money on maintaining their gems. According to a study by the world classic car organisation FIVA (Fédération Internationale des Véhicules Anciens), the average costs for restoring, maintaining, repairing and buying accessories for a classic car are around 6,500 euros each year.

## **Showing classic cars in their former glory**

For many classic car owners, a flawless body is the visual calling card of their vehicle. However, the bodywork, particularly on old vehicles, is especially susceptible to rust or ageing effects such as colour fading. Even the smallest of scratches or dents can affect the car's appearance. This is where you need the advice of a professional. First of all, the expert must establish what kind of paint has been used on the classic car. It is generally the case that the older the paintwork of a vehicle, the simpler its structure. Original classic car paintwork usually consists of one single coat of nitrocellulose paint. Today, these paintwork materials are a thing of the past. In the 60s, they were replaced by extremely smooth, solventborne, acrylic-based paints, which have since largely been replaced by state-of-the-art, environmentally friendly water-based systems.



### Guidebook for classic cars

Thanks to "Classic Colour Documentation", classic car enthusiasts can look on the internet to see what their model looked like in its original colour. The archive includes the entire historical Standox colour library. It includes colour codes from more than 40 international brands, from Auto Union through to Volvo. The documentation is available in PDF format at [www.standox.com/classic](http://www.standox.com/classic). On the same site you can also find a 20-page guidebook on how to properly paint classic Mercedes-Benz cars. The guidebook has been created by Standox in collaboration with the Mercedes-Benz Classic Centre in Fellbach, near Stuttgart in Germany.

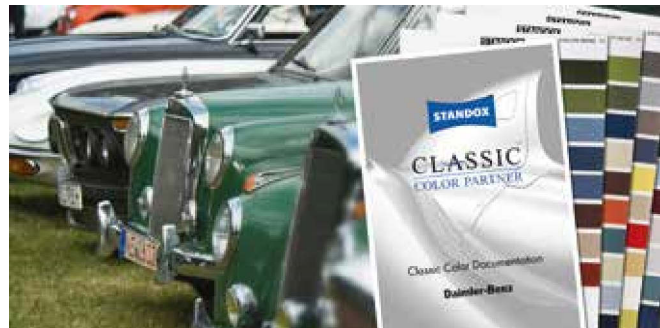
The "Classic Colour Documentation" and the guidebook for Mercedes-Benz are available in both German and English.

### Colour competence for optimum painting results

For those companies who wish to expand their range of products in the area of classic car paintwork, Standox offers modern, efficient paint systems which are ideal for painting classic cars. Thanks to the digital spectrophotometer, Genius iQ, Standox has an optimum solution for establishing the correct colour – something that's often quite problematic for classic cars. It doesn't matter whether the car has been repainted or still bears the original paint: Genius iQ measures the colour directly on the vehicle and forwards the data to the colour search software, Standwin iQ. It then creates the appropriate mixing formula and sends it directly to the weighing scale in the mixing room. This means that the specialist can mix up the precise colour formula for each car at any time – the prerequisite for flawless repair paintwork.

### Marketing concept for classic car companies

Standox has developed the "Classic Colour Partner" concept to help paint shops present themselves to the public as competent classic car partners. For some countries, it encompasses a complete marketing concept with signage and documentation. Companies can use these eye-catching instruments to appeal specifically to the owners of classic cars.



The Classic Colour Documentation contains the entire historical Standox colour library.



The Standox specialists measuring a colour using Genius iQ.



## Repairing old Americans the right way

**The massive US road cruisers of the 1950s and 1960s with their big displacement eight-cylinder engines are particularly favoured by many classic car fans.**

**These US veterans have also often frequented body workshops and paint shops that specialise in the repair and restoration of these historical vehicles.**

When painting US classic cars, there are a whole host of special issues that need to be understood and watched out for. The experience and sure instincts of the paint professionals are the be-all and end-all of a specialist repair. This is particularly true of the oldies that have spent the majority of their vehicle life in the States. Experience has shown that US workshops rarely replace damaged body parts; instead, they repair them. You must therefore always assume that you will stumble across filled areas on the bodywork. Standox recommends that the layer thickness is measured before repairs are carried out. If you come across filler and want to avoid any unfavourable surprises, there's only one thing you can do: remove the paintwork and apply new paint.

A further critical point is the production painting. Until the start of the 1990s, thermoplastic acrylic paints were often used in the USA. These are relatively soft compared to today's standards. If you apply a modern repair paint to this, you could find that it easily separates or cracks. Standox recommends that you first spray an insulation layer e.g. the Standox Nonstop Primer Surfer, onto the old paintwork. The coat should not be too thick. It is best to apply several thin coats with long interim flash-off periods. It must be noted that the insulation layer must not be sanded through at any point later on.

# An “XTREME” revolution

**“Xtreme” fast, “Xtreme” energy-saving, “Xtreme” simple: With the VOC-Xtreme filler U7600 and the Express pretreatment cloth U3000, Standox is offering two new products which simplify and considerably shorten the surface preparation process.**

The VOC-Xtreme filler is very quick and easy to apply in two to four coats. Its high stability allows a reliable application. The biggest advantage is that the drying time is significantly shortened due to the renowned innovative Standox Xtreme technology – when dried in the air at 20°C, the filler can be sanded after just 20-40 minutes. This not only increases throughput, it also saves energy



costs for companies. The IR drying equipment no longer needs to be moved and adjusted, and numerous filled areas can be dried at the same time.

If the VOC-Xtreme filler is applied to a bare metal substrate, the Express pretreatment cloth has to be used. The cloth contains highly effective substances which, with a simple wipe, allow a perfect adhesion of the filler as well as outstanding corrosion protection. Compared to the use of an acid primer, the flash-off time prior to applying the filler is reduced by up to 25 minutes. Please visit [www.standox.com/xtreme7600](http://www.standox.com/xtreme7600) for more information about the Xtreme revolution from Standox.

## Drying more quickly

**With the VOC Pro Filler Accelerator U7535, Standox has brought a new product to the market which makes the processing of the VOC Pro Filler U7530, even more efficient. The Accelerator ensures faster drying at room temperature and can therefore help to save companies time in carrying out vehicle preparation and can also help to reduce their energy consumption.**



The VOC Pro Filler U7530 is a tried-and-tested, efficient 2K sanding filler from Standox. It is available in black, grey and white, and is characterised by its good filling capacity and high stability, and in the standard setting it can be painted with all Standox VOC and HS hardeners in up to three coats.

Processing can be optimised by using the new Standox VOC Pro Filler Accelerator U7535: When combined with the Accelerator (and a chosen HS or VOC hardener), it is now possible to apply up to three coats in one process without having to let each coat dry separately. The VOC Pro Filler is also ready to sand after just 30 minutes of drying time – up to three times faster than before. A room temperature of 20°C is all that’s required; a great advantage for bodyshops as they don’t have to heat up the drying oven.

## UV-A filler for MicroRepair

**The ability to remove minor paint damage three to five centimetres in diameter and protect the body against rust at the same time is an offer that is sure to make specialist companies stand out from the crowd. With the Standoflash UV-A filler U7120, Standox is now providing a further key component for the MicroRepair process.**

The filler dries through quickly and can be sanded immediately. Standard paint-suitable UV-A lamps (at least 400 W) or similar UV-A LED lamps are used for the hardening process. After just two to three minutes of exposure time per layer, the 1K filler has hardened and is ready for sanding and further processing straight away. Alternatively, the filler can also be flashed with the Standoflash UV flash lamp Visit UV Flash Dry.

The filler is supplied ready to spray: no addition of hardeners, thinners or additives required, making preparation particularly easy. The highly-productive UV-A filler is applied in just one process. It is suitable for direct use on sanded metal substrates as well as on painted vehicle surfaces. Primed with the Standoflex Plastic Primer U3060, even rigid or semi-rigid plastic components can be treated using the UV-A filler.





## Citycar Sur becomes more efficient with Standox Consulting

On behalf of Mercedes-Benz in Spain, the Standox experts are carrying out a pilot project to increase the productivity of one of the partners of the car manufacturer's Spanish dealer network. They examined Citycar Sur for a total of two weeks. They then drew up an action plan with both short- and long-term recommendations. The first measures have already paid off: Repositioning the work areas meant that work capacity could be increased and material consumption reduced.



## Standox paints: now also for laptop cases



Standox paints - more than just vehicle refinement: The British start-up, Nima Composites, is the first company to use paints from Standox for laptop cases. The young entrepreneurs led by managing director Evangelos Zypeloudis produce carbon protective cases for consumer electronics and use the Standox products VOC Easy Filler U7010, Standoblue and the Standocryl VOC Xtreme Clear K9580 for that final polish. However, the young company is based on more than just one good business idea. In order to stimulate the Greek economy again and create new jobs, Nima Composites is cooperating with P-Chem Hellas, the official Standox importer in Greece, and aims to have its carbon protective cases made in their factories in the future. The objective of the company is to use its knowledge and expertise to develop a new industry sector in Greece.





## A special gift: Stadox beer

An exclusive customer gift to celebrate our anniversary and the mid-summer celebration: The Auto-Palete Benefit Partners Group Company, a Stadox importer from Latvia, was able to give its customers a gift of a rather special kind in the form of Stadox beer. To celebrate 60 years of Stadox and "Ligo" - the Latvian mid-summer celebration - a total of 700 bottles of beer were relabelled and sent out to customers. Alongside the "Auto-Palete" logo and the anniversary edition of the Stadox banner, the bespoke label was adorned with one of the many photos from the company's 60-year history. Customers were pleased with their unique gift and, at the same time, had the opportunity to raise a glass to "Ligo" and a further 60 years of Stadox.



## Successful training in Istanbul

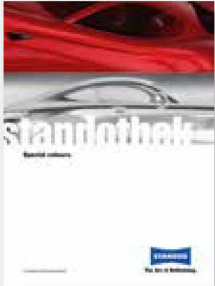
The Nissan body workshop Abdulmohsen Abdulaziz Al-Babtain (AABC) in Kuwait sent two of its vehicle painters to one of the most state-of-the-art Stadox training centres in the world in Istanbul. The reason for this was the "train the trainer" training where the participants are shown the latest Stadox products and application techniques as well as faster post-processing methods. The long journey paid off as both employees successfully passed the training.



## New importer in Indonesia

In the form of PT. Karya Warna Indonesia, Stadox has gained a new importer in Indonesia. Since September 2014, the wholesaler for paint products has been a member of the partner network for the international paint market - and also came to visit last year. In March 2016, a total of seven guests travelled to the Stadox headquarters in Wuppertal to satisfy themselves personally of the high quality of the products.

# New Standothek for special colours



**Special colours have been a trend in the automotive sector for a number of years. This is particularly noticeable at automotive trade fairs and motor shows. When presenting a new model, most manufacturers take the opportunity to put even more focus on their newcomer by providing it with exciting paintwork. Internal vehicle values are good and important – but experience has shown that it is often the external appearance that actually draws attention.**

However, what works on the trade fair stand doesn't always work perfectly in the everyday life of the vehicle, especially when it comes to repairing paint damage. This is because the special glitter effects or the intensity and depth of some of the special colours cannot be adequately replicated using standard techniques. The colour is simply too complex. A more elaborate paint structure – and precise painting techniques – are required here.

It is specifically for this purpose that Standox has published its new Standothek on "special paints". It clearly presents the different paint structures from two-coat up to four-coat structures, rounded off with specific examples from production painting. It also illustrates how to work with single-coloured clearcoats, as well as how to repair matt or textured paints.

One of the authors is Harald Klöckner, Head of Training at Standox EMEA. "As soon as multi-layered basecoats, glazed effect coats or single-coloured clearcoats are required in order to produce a special colour, even the most experienced painting professional can start to flounder", he explains. "This is because this requires not only experience and expertise, but also time. Even our colour specialists rarely find the correct solution after the first attempt – some colours require a lot of trial and error. Workshops usually can't carry out this extensive work. That's why we support them with the Standothek; providing practical and reliable solutions."

The Standothek on "special colours" can be purchased from a Standox consultant. It is also available as a download in a number of languages on the Standox website.



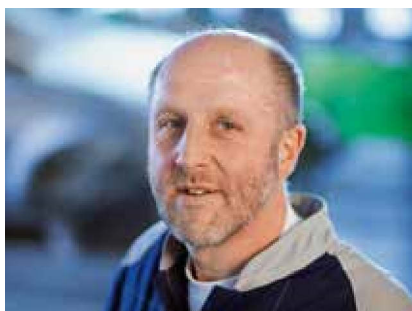
## New-look technical datasheets

Technical datasheets are a key component of product information. The technical datasheets from Standox now have a new design. In future, the mixing instructions, application guides and safety data will have a fresh look. Alongside the visual overhaul and the generally clearer presentation, there is another great feature: The first page consists of a production presentation which shows the key features of the products.

## Digital colour measuring

# “This is the technology of the future”

**Precision in colour measuring is the be-all and end-all when repairing paintwork. Nowadays, digital spectrophotometers provide first-class results. Yet some paint shops are still hesitant to use them. A discussion with Armin Sauer, colour management specialist at Standox in Wuppertal.**



**Mr Sauer, many painters are still using colour cards and a trained eye to determine colours. Is that still considered to be an up-to-date method?**

Sauer: Let's put it this way. I can understand that some painters are in no rush to use electronics to determine colours. They are doing just fine with their traditional methods. And you can understand that. Nevertheless, I urgently advise any paint shop to consider using digital spectrophotometers soon. Even today they are saving a lot of time and effort. A future-orientated company cannot afford to ignore these tools.

**Where are digital devices particularly good?**

Sauer: Digital devices by far surpass analogue tools, especially in the case of classic cars and special paints and solid and also effect colours. Even colleagues working primarily with colour fans confirm that electronic spectrophotometers provide reliable results here.

**What does Standox offer in this area?**

Sauer: With Standwin iQ, we have recently introduced new colour measuring software to the market. In conjunction with the digital spectrophotometer Genius iQ, it is currently the state-of-the-art system in the sector.

**What are its main new features?**

Sauer: There are many. In contrast with the predecessor version, Standwin iQ is Internet-based. This means that when the user logs in they have instant access to the latest mixing formulas. You no longer have to perform manual updates by CD. This is a key point when you consider how many new colours are introduced to the market each year.

**How is the program controlled?**

Sauer: Standwin iQ can now be controlled from your smartphone or a tablet as well as from a stationary computer. For example, you can wirelessly send a mixing formula to the weighing scale or to a mixing system. This has increased flexibility considerably.



**But what happens if there is a data crash?**

Sauer: When you use Standwin iQ, your data is stored online. You therefore no longer have to carry out a manual back-up. This means that you can restore all your data quickly in the event of a computer crash. It is also saved on the stationary computer and therefore also available if you do not have an Internet connection.

**How would you assess the topic of digital colour measuring as a whole?**

Sauer: This is clearly the technology of the future. And I'm confident that a lot more is going to happen in this area in the years to come.



# A childhood dream comes true

## Classic car restoration

**Michael Böger was able to fulfil his dream by overhauling an old VW Beetle (1972 vintage). He had always wanted to own an exceptional car. Now his dream has come true – with the help of Standox products, among others.**

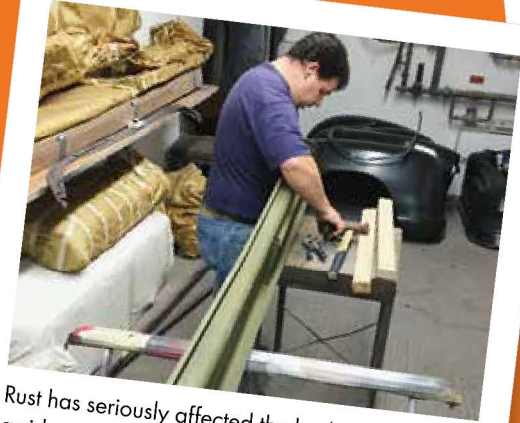
When he was a little boy, Michael Böger from Belgium dreamed of driving a very special car when he grew up. One that was to be built according to his wishes. The only thing that he had been missing so far was a nice rust bucket with lots of potential. When he found the old Volkswagen at a second-hand car dealer in Liège, Belgium, his search finally came to an end.

First of all, Böger contacted Aumann-Kunststoff-Fertigung GmbH in Rheine. The plastics specialist offers construction kits for classic car bodies – including for the VW Beetle. He managed to find the right rear end, door sills and

a bumper. He then commissioned Carrosserie Poes in Cheratte, Belgium, to carry out the restoration. It was jointly agreed to restore the front and bonnet, the mudguards, the doors, the dashboard, the majority of the interior as well as the bodywork.

And so work began: First of all, the rusty old Beetle was sanded right down to the bare metal. The large holes had to be repaired and finished with polyester putty. The company used the Standox VOC System Filler U7540 to insulate the sheet metal. The Beetle was then completely dismantled in order to insert the new parts. At the paint shop, the specialist team used Standohyd Plus. The bumpers were kept black, while the rest of the vehicle was sprayed red. The 2K Special Matt from Standox, a clearcoat matting additive, was used to create the veteran's satin finish. After the specialists at Carrosserie Poes had overhauled the original dashboard as a last step, a specialist company was commissioned to upholster the seats with new leather. After 24 weeks, the restoration work came to an end and the car was TÜV tested, following which Michael Böger was given road approval for his exceptional Beetle.

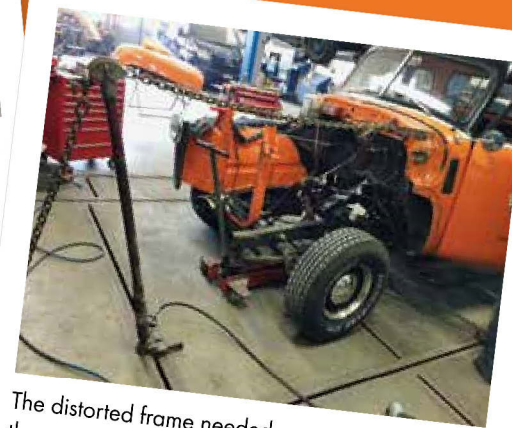




Rust has seriously affected the body - here, a side part of the loading area.



The ravages of time have also taken their toll on the steel frame.



The distorted frame needed some treatment on the straightening bench.

## Two steps forwards – and one step back!

Historical US pick-ups have a huge fan base, even though they are rarely seen outside of the US. This makes them "extremely exotic" compared to the usual vehicles that we see – they are often even more appealing than thoroughbred full-blooded sports cars. This particularly applies to models from the 1940s and 1950s, such as the "advance design" series from Chevrolet. They have a monumental look with their curved bonnets, chrome radiator grilles, flared fenders and broad footboards.

Along with some friends, Pascal Carriot, head of a vehicle workshop in Rudolfstetten, a few kilometres west of Zurich, recently restored a Chevrolet 3600 "Thriftmaster" which was built in 1948. He and his wife, Nadia, purchased the pick-up, which had been

imported from the US a few years before, in order to restore it back to its former glory. However, with some projects, it's only when work begins that it becomes clear just how complicated it is going to be. That was the case here. "The engine was a wreck, and the frame was distorted", explains Carriot. "And we found rust through and through."

But the Carriots didn't despair. The distorted frame was revived on the straightening bench and they ordered new parts for the body from the US. However, this caused issues with the fit accuracy. "We had to cut many parts and then weld them again", explains Nadia Carriot, who, as a skilled car painter, provided invaluable assistance with the restoration. "We put in around 500 hours on the front

alone. It was often the case that we'd take two steps forward and one step back!" Yet, despite all the problems, the US veteran was restored to its former glory after two years.

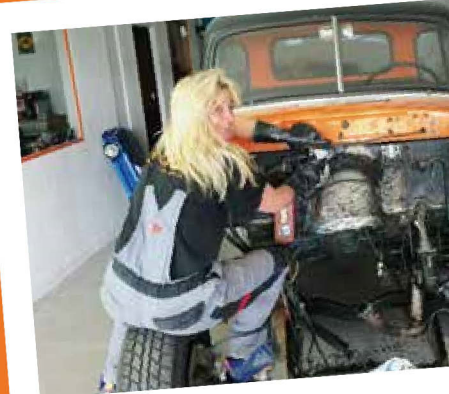
Standex products were used to repaint the vehicle. "We used the Standox EP Primer Filler and also the VOC System Filler, Standoblue Basecoat and finally a scratch-proof clearcoat with a high solid content", explains Pascal Carriot. "Because I thought, after all that effort, the paintwork should be perfect."



Due to a lack of fit accuracy, the new parts from the USA caused a lot of work.



After the restoration: the Chevy back to its former glory.



Nadia Carriot, a trained car painter, also helped with the restoration.



# Generations of Colour

**“Generations of Colour” is the title of the Standox wall calendar for 2017. The twelve pages show classic cars and modern classic cars together with their current descendants – a kind of meeting of the automobile generations.**

## Changing technology and styling

The co-existence of original models and the vehicles of today has a certain attraction. Some will most certainly have nostalgic memories of cars that they perhaps even drove themselves at one time. Moreover, it's clear how significantly technology has developed – and how the Zeitgeist and fashion has changed the body shapes.

## Family resemblances are sometimes unmistakable

It's often the case that veterans and current name bearers share only a model name and there are no further similarities. However, there are some exceptions where the origins are quite evident, like with the Porsche 911, for example. In other cases, the manufacturers have consciously drawn on the design elements of their classics and then respectfully modernised them, for example with the VW Beetle, the Fiat 500 or the Mercedes SLS. However, one thing is very clear on all the calendar

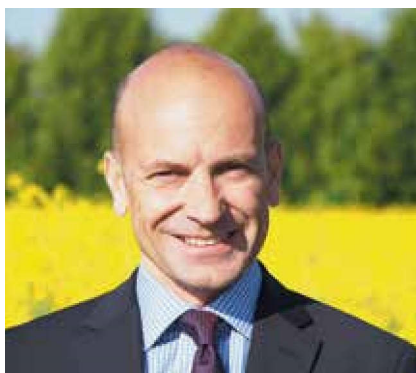
images: Cars grow. After countless facelifts and model changes, today's vehicles have definitely become bigger. By comparison, some of their predecessors are truly slender.

## Typically German scenes

The leaps through automotive history in the Standox calendar for 2017, “Generations of Colour”, were taken by photographer Ramon Wink from Bad Ems, Germany. He gave his photographs an extra level of content. Irrespective of whether the cars are a German or foreign make, they were all photographed in scenes which are considered to be typically German: a Bavarian beer garden, a sausage stand on the Rhine or a snowy Christmas market. You can't help but notice a touch of irony here. Sometimes, Wink added a few extra touches in order to lend the motif that “German touch” – like a couple of German shepherds, for example.



# Claims management – today and tomorrow



**Matthew Whittall, managing director of Claim Bees GmbH**

Claims management is developing rapidly in Europe. We talk to Matthew Whittall, managing director of Claim Bees GmbH, about the current trends and possible consequences for the bodywork and paint shop sectors.

**Interstandox: Could you give us a brief insight into the development of claims management in Europe? Where is it the most and the least developed?**

Matthew Whittall: In the UK and the Netherlands it is usually the insurance companies that commission the workshop to carry out repairs. In these countries, we see a claims management rate of more than 90%. Then there's the other end of the spectrum in Western Europe where Germany has a relatively low claims management rate of between 15 and 20 percent. Other Western European countries are somewhere in between. In contrast, in Eastern Europe the first repair networks are still being developed.

**Interstandox: In those countries with more claims management, what are the effects on the bodywork and paint shop sectors?**

Matthew Whittall: In the UK and the Netherlands, the workshops have to work quickly and efficiently, and they must be capable of managing a large amount. The pressure on prices is high, and in both countries there are conflicts and a tense relationship between the insurance companies and the repair sector. In view of the cost pressure, insurance companies (and claims management companies) try to control the repair process right down to the last detail.

**Interstandox: Where are the markets headed? What percentage of all damage will be managed in future in the key European markets?**

Matthew Whittall: Apart from the UK and the Netherlands, all larger markets are currently experiencing an increase in management rates. After all, it's the insurance companies that pay the invoices. That's why they want to have greater control over the process, so they can manage their costs. I think the entire management volume is set to double over the next five years. In my opinion – although I am biased – Germany will be the most interesting market to observe during this time. The management rates are currently low, however the potential savings are greater than they are in other countries as the prices of brand workshops have exploded in the last five years.

**Interstandox: After claims management comes service management. How do you assess the attempts of HUK Coburg to develop its own service network in Germany?**

Matthew Whittall: HUK Coburg has been very successful in accident repair management so far. It invests, it plans for the long term and it has a very clear strategy. I think that in the future it will also offer a kind of all-round service insurance which encompasses both the claim service and maintenance, so that it can perhaps generate a considerable volume for its service network. The HUK workshops definitely rank among those offering the best quality accident repairs, but the competition in the service market is hard and there are already other established networks. It is difficult to assess, but I give the concept a 50% chance.



# XTREME REVOLUTION

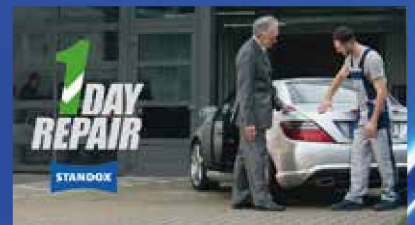
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