

## 11 production sites: 1 Quality Management system

### A unique first for DSM Composite Resins

Introducing a single Quality Management System across each of our eleven production sites has been a unique achievement in the composite resins sector. In the spirit of Total Quality Management (TQM), the new system is certified according to the International Standard ISO 9001:2000. Substantial investment and organisational commitment have meant that the former situation whereby each site had its own quality procedures, has now

been replaced by a single Quality Management system, founded on the shared best practices operated from each location.

'Our organizational structures now reflect our international position', said Dimitri de Vreeze, Business Director Structural Resins, 'which is especially important in our business as structural resins are very logistically demanding in terms of their production, storage and transportation complexities.'



The DSM sponsored Beneteau First 36.7

## DSM and Beneteau make a winning combination

The DSM sponsored Beneteau sailing boat has achieved a winning position in each of the four races it has competed in this season. The crew recorded a fourth, third, second and ultimately a first place in the Semaine de la Rochelle race at the start of June. The First 36.7, was built using the marine system, Atlac 580 ACT vinyl ester resin and Synolite Low VOC, a resin with low exotherm and low fibre print through for a high quality surface finish.

We enjoy a long and close relationship with Beneteau, via a Key Account approach that interfaces on a multi-disciplinary level. As Benoît Airaud, Director of Purchasing for Groupe Beneteau explained: 'our relations with DSM have always been very open and strong, and we cooperate on many levels. DSM understands our demand chain needs and we work closely to develop and fine tune products for our particular application processes'.

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### New Marine Industry Newsletter

Welcome to the first issue of Solutions Marine, the brand new customer newsletter from DSM Composite Resins, dedicated to the marine & boatbuilding sector. This supports our marketing orientation by focusing on core segments. The newsletter includes the latest information on new applications, new products and processes and industry news.

DSM has long been a leading supplier of resins and gelcoats to Europe's premier boatbuilders. Now through our own pan-European Euroresins Group and our other distribution partners we are also able to offer complete system solutions. If you want further information on any of the items mentioned, contact your local sales office.

Dimitri de Vreeze  
Business Director, DSM Composite Resins, Structural Resins Europe

## Atlac *E-Nova*: low styrene content, high performance resin

Atlac *E-Nova* MA 6325 is a high performance resin developed specially for the marine market. This modified epoxy vinyl ester resin answers the market need for low styrene content resins without compromising typical marine market requirements. With less than 35% volatile content it meets the California South Coast Air Quality Management standard.

Atlac *E-Nova* MA 6325 also makes an excellent tie coat resin to increase the osmosis resistance of boat hulls. Although the resin is epoxy vinyl ester modified, it can be easily cured with standard MEKP catalyst without any danger of developing voids in the critical tie coat layer. It is thixotropic yet easily applied, with good air release and general processing qualities.

## Neogel gelcoats: quality choice

Throughout Europe, marine fabricators seeking a high quality finish, dependable performance and high service levels have made Neogel their first choice gelcoat. Neogel gelcoats are distinguished by their technical performance and ease of handling, producing laminates with a high gloss, weather resistant and wear resistant finish.

The products offered to boatbuilders are fully approved by Lloyds, RINA and DNV. Specially formulated from UP and VE resins, using pigments chosen for their rich color and light fastness, Neogel combines best-in-class performance and aesthetics. The range has been recently extended to include grades for mould making and fire retardancy. A new LSE grade is currently undergoing rigorous testing and will be available in 2004.



*The Eurotinter operation*

## Neogel Eurotinter: Coloured gelcoats on demand

### Coloured gelcoats when and where you need them.

As our customers internationalize and globalize, they need local gelcoat suppliers that can produce and deliver consistent product on a just-in-time basis. Rest assured that wherever you buy Neogel, colours and quality are the same the world over - thanks to the ongoing investment in our Eurotinter technology and equipment.

The Eurotinter delivers highly sophisticated colouring technology at the press of a button and stores thousands of recipes including all RAL colours and many specials. Currently over 3000 colors can be called off and the number is growing daily. New color recipes can be added and uploaded to all Eurotinter machines in a matter of minutes.

Eurotinter machines are now operated at sites in The Netherlands, the UK, Italy, Spain, Germany and China - with France, Poland and Scandinavia included in our future plans.

Container sizes are standard 22kg, but 200kg drums can also be pigmented. We introduced the program six years ago so it now has a well-validated track record.

The fully automated process means consistency is much higher, with total traceability and reproducibility. Gelcoat matching and supply has never been quicker, easier or more reliable.



*Gelcoat colours*

## Complete system solutions for Boat builders

**DSM Composite Resins, together with Euroresins - our wholly owned distribution business - supply all the necessary materials and know-how for every stage in the boat building process.**

### MOULD MAKING:

Neogel VE gelcoat combined with the Euroresins Rapid Tooling System (RTS) gives high gloss, durability and superior styrene

resistance. There is no fibre print through with this system and the moulds can be operational within days rather than weeks, without compromising quality.

### MOULD PREPARATIONS:

A complete range of waxes, semi-permanent release agents and mould preparations. Polishing cloths, abrasive papers and many other associated products are also available.

### GELCOAT AND RESINS:

A selection of high quality, Neogel marine grade gelcoats and Synolite and Atlac resins are offered. The range includes Synolite low VOC resins and will soon include a new low VOC spray gelcoat (Neogel Eco) with excellent weatherability. A tie coat layer of Atlac 580 ACT is recommended to improve surface finish and to increase hydrolysis and blister resistance.

### CORE MATERIALS, FILLERS AND BONDING PASTES:

A complementary range of stiffening products and core materials are available through Euroresins, as well as gap filling bonding pastes for structural and non-structural applications.

### REINFORCING MATERIALS:

A full portfolio of reinforcements including CSM, combination mats, surfacing veil and drapable, infusible reinforcements.

### ANCILLARY PRODUCTS:

A full range of waxes, release agents, catalysts, accelerators, additives, and solvents as well as tools, equipment and safety clothing.



System solutions from concept to finished boat. Photo: Ferretti

## Euroresins receives best newcomer award from Sunseeker

**Euroresins were delighted to receive the coveted Best Newcomer award in the Supplier of the Year scheme operated by Sunseeker International Limited, global market leaders in motor yachts and offshore cruisers. The award recognises supplier excellence in all aspects of quality and service.**

During the special Award Presentation, Andrew Peck - Production Engineering Manager paid tribute to Euroresins products, particularly the Rapid Tooling System (RTS) without which they would not have been able to produce the new model Sunseeker 75 Yacht in time for its September launch, at the Southampton Boat

show. Andrew also acknowledged the high level of logistical and technical support that Euroresins provide.

With the trend towards darker coloured hulls, Euroresins and DSM Composite Resins have been working closely with Sunseeker in the use of Atlac 580 as a major contributor to Improved hull cosmetic finish. Any surface imperfections are more noticeable in a darker coloured gelcoat. The combination of the RTS system coupled with the low shrink properties of Atlac 580 results in a high gloss, blemish free surface finish. There is also the added benefit of increased resistance to osmosis.



Robert Braithwaite MBE (Managing Director Sunseeker International, left) presents the Best Newcomer Supplier of the Year award to Mel Foster, Euroresins.

# News Round-Up



**Luc Grison**

Luc Grison is DSM Composite Resins Sales Manager for France and has special key account management responsibilities in the marine sector. Married with three children, Luc (45) graduated in Mine Engineering and has held several positions in technical sales before joining DSM Composite Resins eight years ago. He particularly enjoys working in the boat-building segment as, being a keen sailor himself, this is a business very close to Luc's heart. Diving is another passion and Luc Grison is a fully qualified dive master.

## Resin manufacturers decide not to exhibit at JEC 2004

As you may have recently read in the trade press, DSM Composite Resins, and other UP resin manufacturers represented by the APME/CEFIC uPES group, have taken the decision to exhibit every second year at the JEC Composites show in Paris. This means that we, together with other major players in the resin supply sector, will next participate in 2005. Although JEC is an excellent showcase, expenditure has to be prioritized in difficult trading times. Composites is also a relatively mature industry where developments are evolutionary rather than revolutionary, so it is not essential for us to exhibit every year.

## DSM & Euroresins focus on infusion at MEC 2004

The Marine Engineering Conference (MEC 2004), to be held in Milan February 3-4, is a business-to-business technical convention where selected materials and equipment manu-

facturers are invited to present their latest innovations and technical capabilities directly to Production and Purchasing Directors. DSM and Euroresins will be presenting a complete overview of the infusion process explaining the process and the materials required.

## Composite training courses at Euroresins Italy

Euroresins Italy is running a series of training courses for people working with composite materials - mainly in the marine sector. Topics include material selection, application methods and best practices to achieve optimal results from mould making to final finishing. Full day training sessions are held twice a month. We invite anyone wishing to improve their skills and knowledge of materials and application techniques, to contact Customer Service (Ms. Alessandra Faucera, telephone +39 02 33207100 - [afaucera@euroresins.com](mailto:afaucera@euroresins.com)).

## EVENTS

<b>ICERP 2 - INTERNATIONAL REINFORCED PLASTICS CONGRESS</b>	12-14 February, India	<a href="http://www.frpinstitute.org">www.frpinstitute.org</a>
<b>T-PLAS THAILAND, PLASTICS &amp; RUBBER TRADE FAIR</b>	17-20 March, 2004, Thailand	<a href="http://www.mda.com.sg">www.mda.com.sg</a>
<b>JEC COMPOSITES SHOW</b>	30 March - 1 April, France	<a href="http://www.globalcomposites.com">www.globalcomposites.com</a>
<b>ECCM 11 - INTERNATIONAL COMPOSITES SYMPOSIUM</b>	31 May - 3 June, Greece	<a href="http://www.eccm11.eu.org">www.eccm11.eu.org</a>
<b>RP ASIA 2004</b>	1-2 September, Thailand	<a href="http://www.rpasia.com">www.rpasia.com</a>
<b>CHINA COMPOSITES 2004</b>	6-8 September, China	<a href="http://www.chinacompositesexpo.com">www.chinacompositesexpo.com</a>

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