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POWDER COATED TOUGH

The Official Publication of the Powder Coating Institute®

2023 BUYERS GUIDE

November/December 2022

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Powder® Coating Institute



POWDER COATING WEEK 2023

February 6-8, 2023

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at SeaWorld®
Orlando, FL

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POWDER COATING 101

Powder Coating Done Right: The Basics

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Volume 16 • Number 6 **November-December 2022**

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Kevin Coursin



Powder Coating Creating a Buzz

Recently PCI presented a training symposium, Powder Coating on Wood Based Substrates (WBS), and exhibited at the International Wood Fair (IWF) in Atlanta, GA. To say the least, we created quite a stir at the show. Numerous attendees at IWF stopped by the PCI booth and asked, "Can you really apply powder coatings to wood and how does that work?" PCI had several samples of powder coated wood parts in our booth for attendees to pick up and see for themselves. They were truly amazed at the quality of the finish and that it was a sustainable material. Many said they knew of powder coating on metal but never thought it could work on wood.

I started thinking that this is how the metal industry reacted when powder coating first came to the market in the 70s and 80s. It was probably like the Wild West and the tales that must have been sent back home to the Eastern part of the United States. It was new and exciting. I, along with the other PCI members who were exhibiting, could feel the excitement and the general buzz that was happening. I even had one attendee say that he had to stop by our booth to learn about powder coating because he had heard about it at the bar the previous evening. Talk about a buzz creating a buzz.

Powder coating on WBS began in earnest in the early 2000s with several companies and suppliers working together to develop the processes required to accomplish it. As with anything new, there were setbacks, but they persevered. After hard work, they were able to get the system working consistently and with great quality. The basic difference between wood and metal is that the wood product requires an Infrared (IR) preheat oven to bring enough of the moisture in the wood to the surface. Once this occurs, it creates the conductive means for the electrostatically charged powder to adhere to the surface and be transported into the IR cure oven or an IR oven to flow the powder prior to being cured by an ultraviolet (UV) lamp.

Using powder coating on WBS products gave these companies a quality finish that was more durable, met their sustainability goals, enabled them to obtain LEED points, and saved money due to the reduced operations needed in the finishing operation. It is a win-win situation.

I would like to take this opportunity to thank the many volunteers from PCI member companies who helped develop the symposium. It is always gratifying to see individuals and companies, some competitors, work together to develop a great event that serves the powder coating industry as whole. Taking time from their day jobs to assist and provide content is not easy, but their passion for developing the wood coating market for powder is evident. The amount of square footage currently being liquid coated such as kitchen cabinets, shelving, wood flooring, and other items is very large and has the potential to be a great growth area for powder. The wood market is the new Wild West for powder coating, and I am excited to be part of it.

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For a list of PCI Committees and their chairs, visit www.powdercoating.org.

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COATINO® Defect Detection Evaluates Coating Defects in the Shortest Possible Time >>



Evonik's Coating Additives business line has developed a new tool for the digital analysis of coated test samples: COATINO® Defect Detection (CDD), which precisely and objectively detects and evaluates coating defects. Within a few seconds the system delivers quantifiable results.

Until now, laboratory personnel have had to rely on visually evaluating samples when developing a new formulation. Many samples must be carefully compared and evaluated. This routine work is very time consuming, especially for larger test series, and thus noticeably limits the scope for innovation. "COATINO® Defect Detection simplifies our customers' daily laboratory routine and frees them up for other important tasks," explains Oliver Kröhl, head of strategic business development at Coating Additives. "In addition, our digital solution delivers objectively reproducible results. This means that the evaluation of test samples no longer depends on the subjective assessment of laboratory personnel."

The Defect Detection, part of Evonik Coating Additives' COATINO® formulation network, saves lab experts a lot of time. They use a camera connected to a computer to photograph the coated samples. Within seconds the tool assesses them, using innovative image recognition methods.

Coating defects are evaluated to an accuracy of a tenth of a percent and processed in a clear manner. "For example, you can immediately see what percentage of the surface is affected by foam," says Philipp Isken, COATINO® product development. "Reference formulations or blank samples can also be added to more clearly highlight the performance of the tested formulations. Based on the data, you can select the best formulation for the specific application."

COATINO® Defect Detection was initially developed for pigmented systems in the architectural sector. For formulations with defoamers, the tool measures defects such as micro- and macrofoam, cratering, and incompatibilities. The Coating Additives business line plans to add more industries and defect types to the tool. In the next stage of development, the Defect Detection will also independently suggest new formulations. Existing measurement results and the comparison of test series will serve as the data basis for these improved formulations.

The tool is easy to use. The application runs browser-based, so no software needs to be installed on the PC. The test series are documented in the system and can thus be retrieved at any time. An integrated help center provides detailed answers to all questions regarding the required hardware or individual application steps.

Spray Tech Systems Merges with PrOEM Solutions to Form Spray Tech Industrial Solutions, Inc. >>

SPRAY·TECH INDUSTRIAL SOLUTIONS

Spray Tech Systems and PrOEM Solutions have merged to form Spray Tech Industrial Solutions, Inc. Since 2016, PrOEM has been providing process and finishing related services to industry partners and customers in the United States. Many customers valued PrOEM for their ability to find solutions that were independent of brand preference. Jeff Behymer, managing partner of PrOEM said, "We are excited for the opportunities and expanded capabilities this merger brings to our industry partners."

Spray Tech Industrial Solutions, Inc. provides solutions for powder coating and liquid coating applications. Batch ovens, powder coating guns, plural component mixing systems, and fluid handling systems are some of the industrial equipment supplied by Spray Tech Industrial Solutions, Inc. Now, with the addition of PrOEM's staff, Spray Tech Industrial Solutions, Inc. also provides services: paint or powder coating application training, process development and implementation, factory installation and startup of paint application equipment, paint line or powder line assessment and process flow improvement, and preventative maintenance and training. Many customers have also utilized PrOEM as their finishing resource for hire and to provide continuous improvement, along with cost savings analysis.

Jeff Cummins, technical sales director, Spray Tech Industrial Solutions, Inc. states, "Our customers will benefit with the addition of the industrial paint and powder coating services. We are thrilled to have their system expertise as part of a complete offering for industrial paint systems."

Spray Tech Industrial Solutions, Inc. provides paint and powder coating solutions across the nation. They are members of the Powder Coating Institute (PCI) and involved with the Chemical Coaters Association International (CCAI). Their team of experienced paint and powder coating specialists have helped many manufacturers resolve issues, increase throughput, reduce bottlenecks, or migrate to a new system.

Announcing the Infinity Surface Cleaning Intelligence Program: A Collaboration Between Brighton Science and Hubbard-Hall >>

Brighton Science has announced a strategic initiative to help expand Hubbard-Hall's services and accelerate the speed at which their customers can innovate. Launched in July of 2022, the companies offer a service that combines Brighton Science's technologies and materials science expertise alongside Hubbard-Hall's chemistry and cleaning knowledge, titled the Infinity Surface Cleaning Intelligence Program.

Combining both Brighton Science and Hubbard-Hall's strengths, the goals of this collective service offering are to solve, prevent, and control the variables and risks manufacturers face when preparing surfaces for bonding and adhesion. Through this program, customers can ensure that critical cleaning processes are predictable and data-driven, and enable innovation to match customers' ever-changing surface cleanliness needs.

There are two versions of the Infinity Surface Cleaning Intelligence Program. The first is the Infinity Brighton Specification Package, a proactive solution meant for those who have yet to invest in a critical cleaning line. Brighton Science will provide a set of cleaning specification parameters to be measured by their surface analyst technologies. With those parameters defined, customers will have access to material science PhD-level consultants to solve, prevent and control critical surface cleaning challenges, improve value engineering, and optimize the cleaning process.

The second version of the program, the Infinity Optimizer Package, focuses on optimizing and innovating an existing cleaning process through consultations with Hubbard-Hall and Brighton Science experts. The conversations will center around value engineering and how it can positively affect your cleaning process and establish process specifications.

The Infinity Surface Cleaning Intelligence Program will help a variety of suppliers, manufacturing engineers, and management teams by mitigating risk through surface cleanliness checks as well as locating bonding and adhesion mistakes as they happen—instead of when it is too late. This helps keep faulty products from ever reaching customers, helping avoid customer and brand reputation damages as well as the potential for monetary repercussions for the companies involved.

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SAMES KREMLIN and iNTEC SAMES KREMLIN become Sames to Strengthen its Fundamentals >>

On October 1st, 2022, SAMES KREMLIN and iNTEC SAMES KREMLIN became Sames: a new name, a new logo, and values that are reinforced to better meet the technological and environmental challenges of its customers, partners, and employees.

Since 1925, the French expert in paint and sealant application solutions has been expanding worldwide in all industrial markets. With the acquisition of iNTEC in 2020, SAMES KREMLIN strengthened its presence in the bonding sector. In 2022, the company will go even further by asserting its positioning with ambitions resolutely turned towards innovation and the preservation of the environment.

This redesigned identity is an opportunity for Sames to express loud and clear a business philosophy rooted in its DNA and focused on customer benefits: Simply Applying Most Efficient Solutions, which is the acronym of its name. A development that allows it to refocus on its fundamentals: Sames supports its customers' industrial processes—the bonding of components and the protection and embellishment of the surfaces of finished products.

To put it simply, Sames bonds, protects, and beautifies all materials.

Sames will market its solutions under several product ranges leveraging its historical brands:

- Sames Intec for high viscosity extrusion;
- Sames Kremlin for conventional spraying;
- Sames Nanocoat for rotating bell spraying;
- Sames Inocoat for powder coating;
- and Sames Services for the turnkey projects and services.

Micro Powders Moves to Sustainable Castor >>



Micro Powders has taken another step in its ongoing commitment to offer products with best-in-class sustainability. Effective immediately, all fine and coarse powder products based on hydrogenated castor oil will now be manufactured exclusively with SuCCESS™ castor oil. This program, the world's first sustainable castor code, is managed by the Sustainable Castor Association, a not-for-profit organization that unites stakeholders from the various sectors of the castor industry, including castor farmers, castor oil mills and refineries, and derivative processors.

"Sustainability is an important business objective for many of our customers," said Rich Czarnecki, vice president, Micro Powders. "As part of our Corporate Social Responsibility and UN Global Compact initiatives, we took this action to ensure that we are sourcing materials that align closely with our CSR goals."

Products based on hydrogenated castor oil include the Naturescrub H exfoliant series and Naturesoft 810 for the personal care market, and NatureFine H325 for the industrial coatings market. For more information on the SuCCESS sustainable castor oil program, visit www.castorsuccess.org.



UPCOMING EVENTS

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Powder Coating Done Right: Advanced
Amherst, OH

2023

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Powder Coating 101
Powder Coating Done Right: Basic Essentials with Lab
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FEBRUARY
6-8
Powder Coating Week 2023
Orlando, FL

MARCH
7
Powder Coating 202
Powder Coating Done Right: Advanced
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ChemQuest Technology Institute to Support Application Development and Market Strategy for Universal Matter's Sustainable, Scalable Graphene Technology™ >>

The ChemQuest Technology Institute has entered a three-year, collaborative innovation agreement to support the growth and validation of Universal Matter's graphene technology based on sustainable feedstocks. ChemQuest will explore the benefits of the technology in applications for paints and coatings and identify the most valuable markets and opportunities for growth.

"In this collaboration, Universal Matter seeks to leverage ChemQuest's 40-plus years of industry expertise and technology development experience and to validate performance and value creation benefits in the target applications that will ultimately accelerate the industry transformation," said John van Leeuwen, CEO of Universal Matter.

Universal Matter has pioneered high performing, economical graphene technology based on a range of carbon materials, including coal, cokes, biomass, and recycled rubber and plastics, which dramatically reduces its environmental footprint versus graphene based on traditional feedstocks.

"Our team is excited to continue working with this unique and valuable material. Not only is Universal Matter's graphene technology sustainable thanks to raw materials based on biological and circular sources—it is also economical, scalable, and extremely high performing. This is because of its innovative and novel production process," said Daniel Murad, CEO of The ChemQuest Group.

Universal Matter produces its graphene using rapid, flash-fired bursts of electrical energy. The process enables the bonding of carbon into few layers of turbostratic graphene, as opposed to AB-stacked (Bernal) graphene, resulting in exceptional performance benefits in the target applications. The flash process is modularized into compact manufacturing units and can be scaled by adding more modules of identical configuration. Many different carbon-based feedstocks can be transformed into high purity turbostratic graphene using this flash process.

Earlier collaboration between Universal Matter and ChemQuest demonstrated the effectiveness of the technology in formulations for specific applications. Proven performance improvements included compressive strength, tensile strength, barrier properties, rheological enhancement, and flow characteristics. Expanding on the past work and collaboration between the two companies, the current initiative will focus on developing knowledge for a broader range of applications in paints and coatings.



PPG VERSOLON™ Solutions Launched to Support Light Industrial Customers >>

PPG has announced the launch of PPG VERSOLON™ solutions, a newly formed brand designed to simplify PPG's offerings to light industrial customers including liquid coatings, powder coatings, and allied products, as well as provide exceptional service.

PPG Versolon solutions represents the merger of the PPG TRUEFINISH® brand and Commercial Performance Coatings product line. The result is one streamlined solution servicing a wide range of applications, such as agricultural and construction equipment, trailers, wheels, and sheds.

The team of PPG Versolon experts will work alongside OEMs to understand product needs and requirements to deliver coatings and finishes through a variety of distribution channels. Local PPG Versolon specialists equip customers with personalized support, local logistics management, and delivery service.

"The combination of a streamlined product offering and specialist support gives us the opportunity to provide better service to all our customers," said Daniel Bencun, PPG director commercial coatings, automotive refinish, U.S. and Canada. "PPG Versolon solutions will now make it easier for them to do business with us."

As part of the new suite of PPG Versolon solutions, customers have streamlined access to a wide range of innovative and durable PPG coatings designed to deliver protection against aggressive environments, including:

- Liquid coatings—Innovative technologies created to maximize protection while creating efficient production, speed, and performance.
- Powder coatings—A wide range of powder technologies from over 300 in-stock RAL® colors, as well as a large specialty-effect and ultra-durable library.
- Solvents and allied products—PPG offers a variety of painting supplies, equipment, and accessories to meet customer's needs and a full range of allied products such as pretreatment, adhesives, sealants, and aerosols.

With more manufacturers dependent on speed and quality of standard industrial color, PPG Versolon solutions delivers a wide range of pre-formulated and in-demand colors for coatings applications. This extends to accurate matches, custom colors and a variety of color tools, and support that includes the latest in digital technology.

MOCAP Expands S Series Product Offerings >>



In an effort to continually update and add to their extensive range of products, MOCAP is pleased to announce that they have expanded their offerings of the S Series *Straight Plastic Caps*. These caps are ideal for use as shipping caps, end caps, pipe caps, product protection, paint protection, and thread protection.

These S Series caps are available with a plain top, and many of the sizes are also available with a knurled top collar, which makes them easy to grip and remove. In addition, the caps are also available in both LDPE plastic and flexible TPE. They are available in nearly 200 total metric and imperial sizes to fit .078" (2mm) to 5.250" (133.35mm) outside diameters.

All MOCAP parts are in stock for immediate shipment in box, mini-pack, and micro-pack quantities. Same day shipping for orders placed online before 2 pm CST.

Statesville, North Carolina, Start-Up Offers Turnkey Industrial Finishing Systems >>

United Finishing Systems LLC, a new startup provider of turnkey industrial finishing systems, has opened for business. The company will focus on the southeastern U.S. and offers full industrial automatic powder and paint finishing systems and batch systems, as well as service on all manufacturers' powder and wet paint lines. In addition to new finishing systems, the company can provide retrofits to existing systems.

United Finishing System's philosophy revolves around customization and service. "Whether you need an electrocoating, powder coating, or liquid coating system, we offer custom solutions to meet your requirements. Our approach to powder coating and liquid finishing systems is first to listen—we hear the needs of our customer," says Alwyn Moody, president. "And then we draw on our team's collective experience to create versatile, adaptable, efficient, and effective surface treatment lines."

The team at United Finishing Systems comprises more than 100 years of combined finishing experience for industrial, furniture, heavy truck and bus, and automotive tier suppliers.

Stepan Company Completes Acquisition of U.S. Surfactants Producer >>

Stepan Company has announced the completion of its acquisition of the surfactant business and associated assets of PerformanX Specialty Chemicals, LLC. The acquisition includes intellectual property, commercial relationships, and inventory. Financial terms of the transaction were not disclosed.

"Alkoxylates are a core surfactant technology critical to Stepan's agriculture, oilfield, construction, and household end use markets," said Scott R. Behrens, president and chief executive officer of Stepan Company. "We are pleased to have closed the acquisition of PerformanX and welcome PerformanX's customers to Stepan."

New Company WolfRayet Heats up the Gas Catalytic IR MDF Powder Coating Market >>

WolfRayet, a new company that designs and manufactures gas catalytic IR powder coating ovens and offers entire powder coating systems for MDF and heat sensitive substrates, has launched.

WolfRayet offers gas catalytic Infrared ovens for powder coating, MDF, and other heat sensitive substrates. The WolfRayet Galaxy product range includes:

- The Galaxy 6, 8, and 10 systems, which are designed for medium to large scale operations. Each system can be customized at the initial design stage.
- The Galaxy Lyte which is an easy-to-use small-scale system. Suited for low volume coaters to achieve a high quality coating finish. The Galaxy Lyte is designed for cabinet shops and existing custom metal powder coaters, allowing for powder coating of both wood and MDF as well as metal parts.
- The Galaxy Ultra Lyte which is the smallest system available for those looking to powder coat one kitchen set of MDF doors and drawer fronts on a daily basis.
- Pre-gel or booster ovens to prepare product before entering convection ovens.
- The complete Galaxy range comes with innovative space saving overhead conveyor systems.

Mike Chapman, WolfRayet Chief Technical and Strategy Officer explains, "At WolfRayet our mission is to apply the latest design and technology to manufacturing. Working with application partners, we can deliver complete systems. Every system can be used to powder coat MDF and other heat sensitive substrates."

Explaining the oven technology, Chapman continues, "We believe that our gas catalytic IR technology, together with PLC systems, gives total process control. Altogether it is an exciting new high tech, low operating cost solution. Our complete systems deliver a perfect cost-effective cure for all powder coaters."

Mike Chapman is known in the industry as the founder of Vulcan Catalytic Systems (now owned by Heraeus Noblelight America LLC) and has been an industry leader in gas catalytic IR development over the past 35 years. WolfRayet is pleased to have Mike leading the development and implementation of this exciting industry sector.

Beginning in November, WolfRayet will showcase all three of the Galaxy lines at their Gainesville, Texas facility. Customers will be able to coat their wood based products on the line that best suits their production requirements.

Arkema Joins Spanish Consortium to Advance Recycling Solutions for Powder Coatings >>

Arkema, together with a consortium of companies, is exploring and advancing the recyclability of post-consumer PET (from bottles and other plastic items) to regain monomers for reuse as raw materials for more sustainable polyester powder resins for the coating market.

The project, entitled Suschempol, is led by the Spanish Superior Council of Science Research (CSIC) and was founded by the Spanish Ministerio de Ciencia e Innovación and the Agencia Estatal de Investigación as part of the NextGenerationEU Initiative.

"This project was a natural fit for Arkema. As a leading provider of polyester resin for solvent free powder coating technology, we are constantly exploring new paths, partnerships, and scientific research that advance the circularity of our products. We are excited by the long term goals of this project and look forward to sharing more innovation with our customers and partners in the years to come," said Neil Tariq, global business director for coating resins at Arkema.

ChemQuest Promotes Edye Fox Abrams to Vice President, Business Development and Marketing



Fox Abrams

The ChemQuest Group has promoted Edye Fox Abrams to the role of vice president, business development and marketing. Fox Abrams' new role expands on her previous responsibilities as vice president, business development at ChemQuest. She will have responsibility for the development and execution of the firm's global marketing strategy, in addition to identifying and capturing opportunities for revenue and strategic growth and leading key business initiatives, client projects, and communications.

This includes fostering the firm's base business in markets where it is well known—particularly coatings, adhesives, sealants, and other formulated industrial products—while also expanding opportunities for the firm's burgeoning segments, such as additive manufacturing, composites, plastics, consumer products, cleaners, personal care, and fragrance.

Fox Abrams has 25 years of experience in specialty chemicals and materials and has been a respected member of the ChemQuest executive leadership team since 2015. Prior to joining ChemQuest, she garnered significant industry expertise as the owner of Fox Industries, Inc., a manufacturer of engineered products and systems to restore, protect, and repair concrete, steel, and wood substrates. She oversaw the successful sale of Fox Industries to Simpson Strong-Tie in 2011 and directly supported the integration following the acquisition.

Fox Abrams holds a B.A. in History and Communications from the University of Pennsylvania in Philadelphia. Outside of her role at ChemQuest, she also serves as a member of the Jewish Professional Women Leadership Committee for the Associated Jewish Federation of Baltimore.



Springer Industrial Hires Bryan Riensche as Director of Continuous Improvement



Riensche

Springer Industrial has added Bryan Riensche as its director of continuous improvement. In this role, Riensche will supervise the company's sales team, identifying ways to enhance Springer Industrial's processes and improve its offerings to customers. He will be based in the Chandler, AZ, office.

Before joining Springer Industrial, Riensche worked in management roles for several leading companies, including time as the managing partner for consulting and investment entity Fractious; head of operations in North America for global manufacturer FAIST Group; and general manager of Coating Innovations, a technical powder coating developer for tier 1 manufacturers.

"Bryan's credentials speak for themselves. He has the utmost passion for not only the finishing industry but also for learning and seeking out ways to improve it," says David Springer, president of Springer Industrial. "We are excited to have him on our team and for him to share his experience and his knowledge with our customers."

Hubbard-Hall's New Technical Service Rep, Jameson Grout, Brings Heart and Plating Expertise to the Metal Finishing Industry



Grout

Hubbard-Hall adds depth to the technical department with the addition of Jameson Grout. He will utilize his 10 years of experience and passion for being tank-side in the metal finishing industry to help customers in the New England region solve their toughest problems.

Prior to joining Hubbard-Hall, Grout worked his way up the plating lines, from lab technician to plating manager and eventually, production manager. In addition to plating, he has experience with aluminum finishing, black oxide, phosphating, nickel, copper, and gold plating, as well as electropolishing and electroless nickel.

"I have worked on both sides of the metal finishing coin, as a vendor and manufacturer. I hope to marry these experiences and provide comprehensive support to our customers. I love this corner of American manufacturing, and I am proud to be a part of its future," stated Grout.

Grout holds a bachelor of science from Norwich University and CEF-1 certification through the National Association for Surface Finishing.



Powder Coating Week 2023 Planned for February 6-8 in Orlando

PCI's Powder Coating Week 2023 returns to the Renaissance Orlando at SeaWorld® in Orlando, FL, from February 6-8. The event will again be comprised of four separate programs that offer the perfect combination of training, keynote presentations, technical sessions, tabletop exhibits, roundtable discussions, expert panels, and networking activities.

The week begins with PCI's Powder Coating 101 Workshop on Monday, February 6, and Tuesday, February 7. The Custom Coater Forum will take place on Monday afternoon, February 6, opening with a noon luncheon followed by the program beginning at 1:00 PM. The Powder Coating Technical Conference begins with breakfast and an OEM panel discussion on Tuesday, February 7. Chris Kuehl with Armada Corporate Intelligence will deliver the general session keynote, followed by breakout sessions through Wednesday, February 8. The Tabletop Exhibition will be open Monday evening and during Tuesday's lunch and evening reception. See registration information for tabletop access for each attendee type. The Powder Coating Technical Conference will close with a lunch and roundtable discussions that will bring attendees and speakers together to exchange ideas and share information among peers. This popular session, an attendee favorite, will allow discussion of challenges and successes in upgrading your powder coating system, tips for controlling the quality of parts, helpful initiatives to maintain staff, and the biggest challenge facing your powder coating operation. We'll compile responses and share them with the entire audience making it the perfect way to close the event.

"Powder Coating Week grows bigger each year. We are excited to return to the Renaissance Orlando at SeaWorld® which has been the site of our successful events in recent years," says PCI Executive Director Kevin Coursin. "We have an outstanding line up of educational offerings along with enthusiastic exhibitors ready to share their knowledge with everyone in the industry. We continue to see new faces and younger attendees getting more involved, which benefits all our members and the future of the powder coating industry. We are looking forward to seeing you in Orlando in February!"

This synopsis gives you the overall details but visit conference.powdercoating.org for complete presentation descriptions, registration fees, hotel reservations and more.

POWDER COATING WEEK 2023

MONDAY, FEBRUARY 6	Powder Coating 101	Custom Coater Forum	Powder Coating Technical Conference
8:00 - 8:30 AM	Breakfast		
8:30 AM - Noon	Powder Coating 101 Workshop Morning Session		
Noon - 1:00 PM	Lunch	Lunch	
1:00 - 4:30 PM	Powder Coating 101 Workshop Afternoon Session	Custom Coater Forum	
4:30 - 6:30 PM	Powder Coating 2023 Tabletop Exhibition & Reception	Powder Coating 2023 Tabletop Exhibition & Reception	Powder Coating 2023 Tabletop Exhibition & Reception

TUESDAY, FEBRUARY 7	Powder Coating 101	Powder Coating Technical Conference
8:00 - 8:30 AM	Breakfast	
8:30 - 9:30 AM	Powder Coating 101 Workshop Morning Session and Final Exam	Breakfast
9:30 - 11:00 AM		Technical Conference Advanced General Session
11:00 AM - 1:00 PM	Lunch in the Powder Coating 2023 Tabletop Exhibition	Lunch in the Powder Coating 2023 Tabletop Exhibition
1:00 - 1:55 PM		Technical Conference Opening General Session Keynote
2:00 - 5:15 PM		Technical Conference Breakout Sessions
5:15 - 7:00 PM		Powder Coating 2023 Tabletop Exhibition & Reception

WEDNESDAY, FEBRUARY 8	Powder Coating Technical Conference
8:30 - 9:30 AM	Breakfast
9:45 - 11:15 AM	Technical Conference Breakout Sessions
11:15 AM - 1:00 PM	Closing Lunch & Roundtable Discussions
1:00 PM	Powder Coating Technical Conference Concludes

REGISTRATION

To register for any of the Powder Coating Week 2023 events, visit **conference.powdercoating.org** and click the **REGISTER** button at the top of the page. Combination discounts are available for attendees registering for both the Technical Conference and either the Powder Coating 101 Workshop or the Custom Coater Forum.

POWDER COATING 101

Powder Coating Done Right: The Basics



PCI's Powder Coating 101 is a one-and-a-half day workshop that introduces attendees to powder coating by focusing on materials, application, reclamation, testing & evaluation, quality control, the powder manufacturing process and much more. Attendees will gain knowledge of powder coatings and the powder coating process from industry experts as well as have the opportunity to network with speakers and other attendees during lunch and breaks. They will also benefit by attending the Tabletop Exhibition reception on Monday evening. This PCI training workshop is unbiased, commercial-free, and provides a great foundation for the technical conference that follows later in the week.

Topics covered include:

Pretreatment Chemistries, Methods and Equipment
Brian Korecky, *Bulk Chemicals*

Choosing & Testing the Correct Powder Coating
Mike Withers, *Axalta Powder Coatings*

Processing Powder Materials
Scott Persyn, *PPG*

Application Methods & Equipment
Chris Merritt, *Gema USA Inc.*

Powder Booths & Recovery Systems
Frank Mohar, *Nordson Corporation*

Introduction to System Design
John Podach, *Fostoria Infrared*

Dry Off & Curing Ovens
Marty Sawyer, *Trimac Industrial Systems*

Measurement Equipment
Jay Kunick, *Fischer Technologies*

CUSTOM COATER FORUM

PRESENTED BY pci Powder Coating Institute

PCI's Custom Coater Forum is designed for custom coaters to network with peers and industry leaders, hear presentations on timely issues important to their business, and participate in roundtable discussions that allow for sharing information. The event includes a lunch and access to the PCI tabletop exhibits and reception on February 6.

The Forum will feature the following presentations:

Utilizing Existing Data in Powder Coating
Aaron Halonen, *Steelhead Technologies*

Establishing & Elevating Your Brand
Douglas Berger, *REMIXED – The Branding Agency*

Roundtable Discussions



View full session descriptions and registration details at conference.powdercoating.org.

Powder Coating Technical Conference

PCI's Powder Coating Technical Conference has been offering outstanding educational opportunities to the industry for more than 30 years! The Technical Conference features general sessions of interest to all powder coaters, breakout sessions covering all aspects of powder coating, and a tabletop exhibition, allowing for networking, learning and conversation with exhibitors and other powder coaters. This is your chance to learn about the latest innovations and explore all things powder coating! Check out the keynote and breakout sessions on the next few pages, then register at **conference.powdercoating.org**.







TECHNICAL CONFERENCE PROGRAM

TUESDAY, FEBRUARY 7
9:30 – 11:00 AM

1. Technical Conference Advanced Session

OEM Panel Discussion

One of the best ways to learn is by listening to the experiences of your peers. In this advanced session that opens our 2023 Technical Conference, we've pulled together a wide array of OEM industry experts that have varying experiences in powder coating in their manufacturing facility. This session will take you on a journey with these powder coaters to discuss important topics that make a company stronger and produce better products including how they got into powder, how they go about improving powder coating operations, how they determine when to upgrade or expand their powder coating operations and more.

- **Diamond C Trailers**
- **Mercury Marine**
- **Additional OEMs to be added. Check website for updates.**

TUESDAY, FEBRUARY 7
1:00 – 1:50 PM

2. Opening Keynote

Explaining Tomorrow Why Predictions of Yesterday Didn't Come True Today – Understanding Our Economy

Chris Kuehl, ***Armada Corporate Intelligence***



The economy is certainly a huge topic of discussion these days. There is no better way to stay up to date than to hear from finishing industry economist, Chris Kuehl. He monitors a variety of manufacturing economic indices and delivers information to the industry that is understandable, entertaining and honest. Chris promises to engage the audience to make everyone understand why the economy is important.

TUESDAY, FEBRUARY 7
2:00 – 3:30 PM

3. Setting Up and Operating a Batch Powder System? Learn Best Practices Now!

Frank Mohar, *Nordson Corporation*
John Sudges, *Midwest Finishing Systems*
Mike Withers, *Axalta Powder Coatings*

4. Cleaning Metal with Sustainable Pretreatment Practices

Zirconium Pretreatment in the Real World
Rashid Zakeri, *Circle-Prosco, Inc.*

Save the Green - How Sustainable Paint Pretreatment Can Increase Profitability and Reduce Carbon Footprint
Brandon Lloyd, *Atotech USA*

5. Don't Take Safety for Granted

Marty Korecky, *MJ Korecky Consulting LLC*

6. Maintenance Best Practices to Optimize Your Powder Line

Maintenance: "Make Time or Break Time"
Ryan Allen, *Gema USA Inc.*

Sustainable In-house Paint Removal: Lower Running Costs and Improved Productivity
Stephen Taylor, *Atotech USA, LLC*

3:45 – 5:15 PM

7. Uses and Characteristics of High-Performance Powder Coatings

Effects of Particle Size on Appearance
Connie Przeslawski, *AGC Chemicals Americas*

Advancing Powder to Further Support a More Sustainable World
Sameer Shaikh, *Arkema*

High-Performance Powder Coating Trends in the Architectural Market
Phil Hagerty, *AGC*

8. Rack and Roll with the Gun Movers

Choosing the Right Hanging Method for Your System
Isaiah Haley, *Magic Rack*

To Move or Not to Move
Joseph Glassco, *Wagner Industrial Solutions*

9. New Technologies

"Game-Changing Next Generation" Zirconium-based, Non-phosphorous Pretreatment, Gardobond® X 4548
Suresh Patel, *Chemetall US, Inc.*

GemaConnect - Cloud Based Digital Intelligence Tool
Chris Merritt, *Gema USA Inc.*

UniPrep ACS 1000P: The Path to Cleaning and Descaling in a Single Step
Brandon Lloyd, *Atotech USA*

Novel, Super Durable+ Flexible Powder Coatings
Josh Gesford, *Covestro LLC*

10. Powder Coating on Wood-Based Substrates? Yes, You Can!

Scott Perysn, *PPG* and JR Rogers, *Wagner Industrial Solutions*



For complete session descriptions, registration fees, hotel information and to register, visit conference.powdercoating.org.

WEDNESDAY, FEBRUARY 8
9:45 – 11:15 AM

11. Maximizing Your Finishing Line - Cradle to Grave

Daniel Nesper, Max George and Dave Garczynski, *DuBois Chemicals*

12. Acid Etching and Thermoplastic Powder Coatings for Corrosion Protection

The Importance of Acid Etching of Aluminum

Martin Ings, *BASF/Chemetall*

Thermoplastic Powder Coatings: What Are They and Where Can They Be Used?

Michael Withers, *Axalta Coating Systems*

13. Powder Gun Pro Tips

Proper Powder Coating Techniques - How to Do It Right!

John Cole and Riley Cole, *Parker Ionics*

Tips for Manual and Automatic Gun Settings

Dan Bowens, *Nordson Corporation*

14. Tracking and Measuring for Accuracy and Savings

Jetness - Understanding Jetness Measurement and its Importance in Production

Jeralyn Camp, *BYK-Gardner*

Cost Savings Measures for Powder Coaters

Bob Kelly, *PPG*

11:15 AM – 12:45 PM

15. Closing Lunch and Roundtable Discussions

Some of the best information exchange at the conference comes from roundtable discussions with peers. The roundtables will take place during the closing luncheon on the last day of PCI's Powder Coating 2023 Technical Conference program. These informal discussions will be captured and shared with the entire audience. Roundtable topics will include:

- Challenges and/or successes you've faced in upgrading your powder coating system
- Tips for controlling the quality of parts
- Initiatives that are helpful in maintaining staff
- The biggest challenge you foresee in the next year related to your manufacturing/powder coating operations?

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PCO

PF PRODUCTS FINISHING

You won't want to miss the chance to visit with tabletop exhibitors on February 6 & 7. This will be your opportunity to meet a variety of companies providing products and services to the powder coating industry. We anticipate more than 70 exhibiting companies; here is the list of exhibitors as of September 23.

Tabletop exhibitors are added frequently. Check our website for updates: **conference.powdercoating.org**

AkzoNobel Powder Coatings
Allnex USA, Inc.
Arkema Coating Resins
Atotech USA LLC
Axalta Coating Systems
Belco Industries, Inc.
Bulk Chemicals, Inc.
BYK-Gardner USA
Caplugs
Carlisle Fluid Technologies
Catalytic Industrial Systems
CFCM Magazine
Chemetall US, Inc.
Chemical Coaters Association International
ChemQuest Powder Coating Research
Circle-Prosco, Inc.
Covestro LLC
DeFelsko Corporation
Dinamec Systems LLC
DuBois Chemicals
Elcometer, Inc.
EPSI - Engineered Products & Services, Inc.
Estron Chemical
Evonik Corp
FAMIS, Inc.
Fostoria Infrared
Gema
George Koch Sons, LLC
Global Finishing Solutions
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Hubbard-Hall Inc.
IFS Coatings
Intech Services, Inc.
IntelliFinishing
IPCM
Keyland Polymer UV Powder, LLC
LS Industries
Magic Rack / Production Plus
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
Nordson Corporation
Omnirobotic
Parker Ionics
Parker Trutec Group
PEM Inc.
Powder Coating Institute/*Powder Coated Tough*
PowderCoatingOnline.com
PPG
Products Finishing (Gardner)
Richards-Wilcox Inc.
RollSeal, Inc.
Sames
Sherwin-Williams Company
Southern Fluid Systems
Steelhead Technologies
TCI Powder Coatings
The Electrocoat Association
Therma-Tron-X
TITAN Catalytic
Trimac Industrial Systems, LLC
Wagner Industrial Solutions
Yaskawa America, Inc., Motoman Robotics Div.

To see an up-to-date list of exhibitors, visit conference.powdercoating.org.









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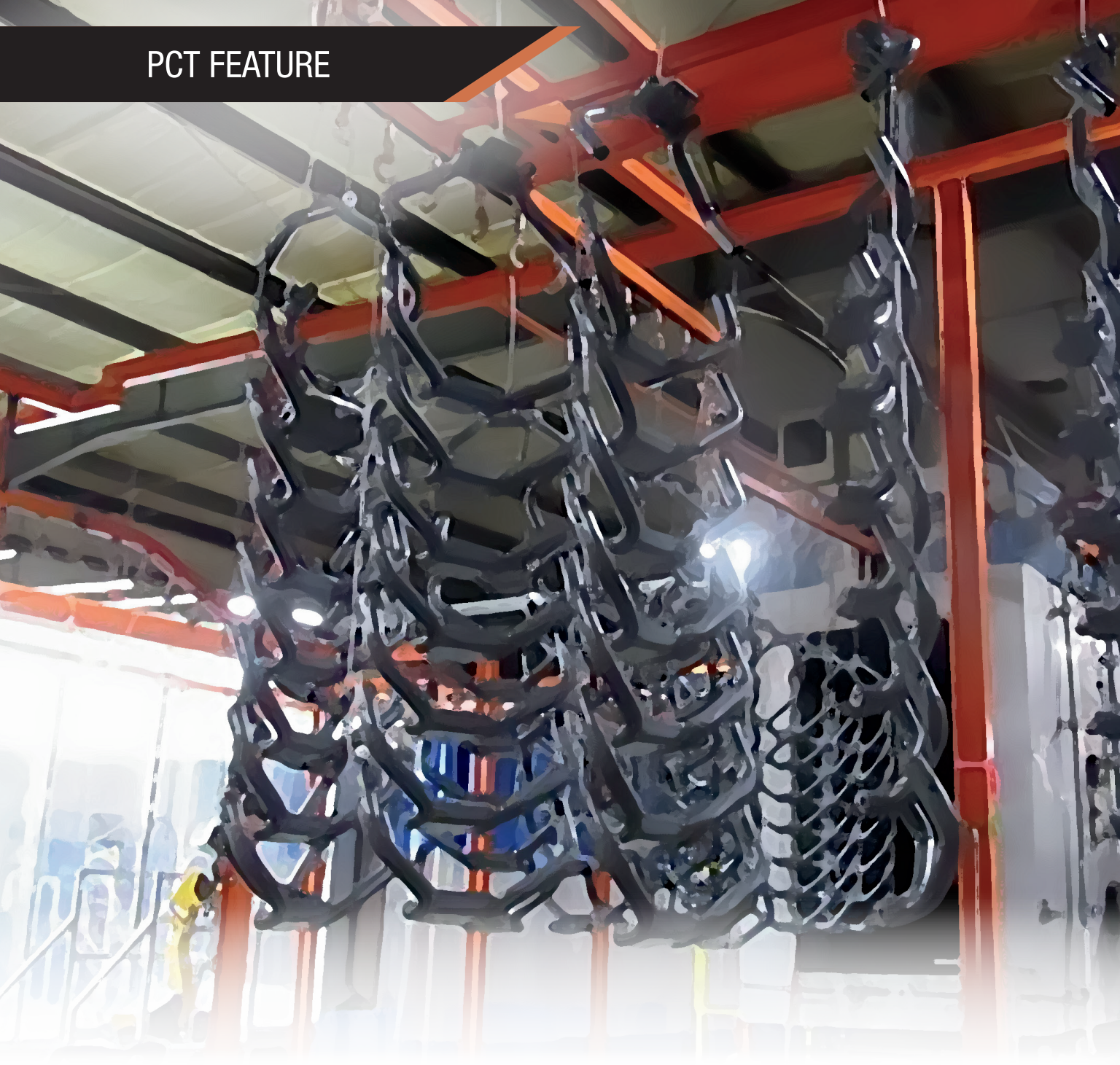


On the Path to PCI Certification

By Sheila LaMothe

In February 2019, Greg Schultheis purchased the assets of a company in Evansville, IN, that would become Amrosia Powder Coating. He invested heavily in equipment to meet the needs of his customers, primarily in the hotel and office furniture market, but he didn't stop there. Looking to make Amrosia the best powder coating company it could be, Greg and quality manager Janis Allard began their pursuit of PCI 3000 Certification. They shared their nearly 24-month journey with PCT's *editor.*

How did you hear about PCI Certification?

Janis: The previous owner received *Powder Coated Tough* magazine, and it still came to the shop. I was reading through it and saw an ad for PCI's Certification program. I showed it to Greg who suggested I find out more. I reached out to Kevin Coursin at PCI and as luck would have it, he was living in the Evansville area at the time and paid us a visit.

What made you decide to pursue certification?

Greg: We don't know what we don't know. We are always looking for ways to improve and hold ourselves accountable and want to communicate these efforts to our existing and future customers. We are powder coaters, so a certification program focused on powder coating just makes sense.

We also have aspirations of ISO certification to better position us to work with large domestic and international OEMs. In fact, we started down that path, but quickly realized we had bitten off more than we could chew at that particular time. So, we pumped the brakes and that's when Janis learned about PCI Certification. It seemed like a great stepping-stone to ISO, which we still intend to pursue.

Did you take advantage of PCI's opportunity to purchase sample audit questions in advance of the audit?

Janis: Since the $100 fee would be credited towards our application fee, it seemed like a no brainer. While the questions were somewhat intimidating, they were also extremely helpful. We needed them because we had no idea where to begin. Having an idea of what the auditor would be looking for helped us understand what to expect and what it would take to be certified.

Once you decided to pursue certification, how did you prepare?

Greg: We knew we needed to assign someone who was going to own the process and take the lead. That person was, and still is, Janis. It was clear that documentation is a crucial component of PCI Certification and frankly, it's what most concerned us. There were lots of things we knew how to do but we weren't documenting them. Then there were the physical things we needed to do, like preventive maintenance—how often do we clean the oven, what are we doing with our chemicals, spray booth, etc. Ultimately, we took a two-pronged approach—what we were already doing but needed to document, and actionable steps that had to be taken and then documented.

Janis: When I was asked to lead this effort, I started with baby steps. While Greg has some familiarity with powder coating as a result of his 20-plus years in office furniture manufacturing, I knew nothing about powder coating. So, I started by educating myself. I got involved in our powder coating operation and asked lots of questions. I found the documentation piece a bit overwhelming but started putting together policies and procedures in a few areas and from there things started to come together.

Can you describe your on-site audit experience? What surprised you about it?

Janis: When the day of our on-site audit arrived in February 2022, I was extremely nervous. I had never experienced an audit before and all I could think of was an IRS auditor, which didn't give me the warm fuzzies. I was sure this guy was just going to dig for the bad stuff, but I could not have been more wrong. Turns out the auditor was not 'out to get us' and was very personable and positive. Before we got started, he briefed us on the process, ground rules, and expectations, and by the time we headed to the shop floor for the detailed inspection, I was much more at ease. Ultimately the physical audit was a positive experience and extremely informative.

Did you achieve certification on the first try?

Janis: At some point during the audit process, it became clear we weren't going to pass. From that moment, our mindset changed from focused on passing to a 'let's get finished and see where we are' attitude. Some of the areas where we struggled weren't a surprise, but in others we were in a much better place than we thought. In some cases, only simple steps were required to improve our score, like posting a document where everyone could see it. In fact, at one point I told the auditor I had something he was looking for. He responded with, "Well, let me see it." I gave it to him, and it immediately had a positive impact on our score.

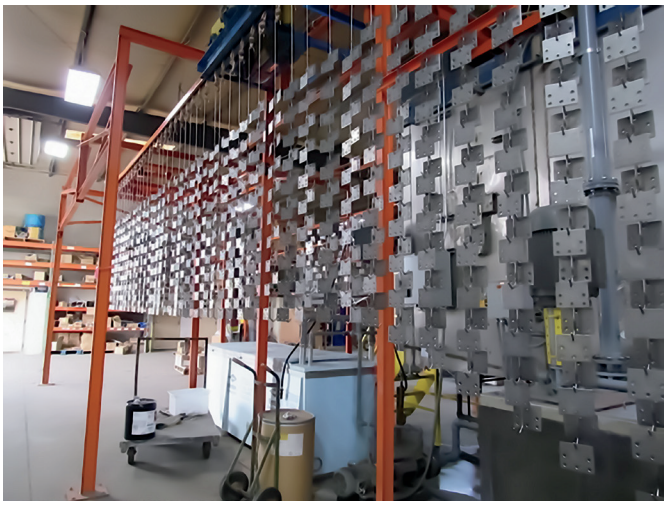
Greg: There were things we didn't know that we needed to do and other things we were doing but didn't know how to acknowledge them. So, while the advance questions certainly helped us prepare, we still needed someone with expertise to help us understand the reality of implementation. Truth is, we really weren't that far off. In most cases we were doing the right things, just not documenting it correctly.

After receiving the final audit report, what steps did you take?

Janis: While we knew we didn't qualify for certification at the end of our on-site audit, we received the full report with official scoring within a week. We went through the report line by line. The layout of the report was easy to navigate. It was broken down by section, detailing each question with possible answers and scoring, which made it easy to understand the improvements required to achieve certification. For the most part, we needed more documentation, better posting of procedures, and improved tracking. We got to work and after a review of the implemented changes, Amrosia was PCI 3000 Certified in May.

Looking back on the experience, what did you find to the be most challenging?

Janis: Hands down, documentation. We didn't have a lot, so we had to start mostly from scratch. We also had to change the mindset of everyone involved from doing things because



Amrosia Powder Coating offers both manual and automated coating operations.



The PCI Certification audit identifies areas for improvement and offers opportunity to increase efficiency.

we always did it that way, to following processes, procedures, and continually looking for ways to improve.

Greg: Like many other companies, we experienced a variety of COVID-related issues, in particular a high turnover rate. With regular employee turnover it is a challenge to get everyone on the same page, doing the same thing. We were also growing extremely quickly, which compounded the situation. In the middle of our audit preparations, we added a second shift, a major addition to Janis' responsibilities. It was an all hands-on-deck situation which pushed our audit preparations to the back burner, resulting in our having to stop and restart our efforts a couple of times. We started our audit preparations in the second half of 2020 with the expectation of scheduling the on-site audit toward the end of 2021, but we didn't get there until first quarter of 2022.





What advice do you have for companies considering certification, but are concerned they won't pass?

Janis: Do it anyway. You'll find out exactly where you stand and then you can focus on what needs improvement. We knew we weren't perfect but found out we were further along than we thought.

Greg: The audit highlighted things we weren't focusing on, things we were getting away with but eventually were going to burn us, as well as things we just didn't know. While it was a daunting task, we learned how important documentation is. You could be doing everything the right way but unless you document it how are you going to prove it to your customer?

Do you think PCI Certification is worth the investment?

Greg: Absolutely. The financial investment isn't significant. The soft costs, like dedicating someone to manage the process, can be more taxing than the dollars, but ultimately the benefits far outweigh the costs. There is an educational value, not just for the project manager, but for all of the employees. Certification puts everyone in a position to be better, and if a mistake is made, how to fix it, making us a stronger, more knowledgeable team. It's an investment in our people.

Education isn't free, which brings a favorite anecdote to mind. A vice president says to the company president, 'Did you see the cost of this training? What if we spend the money to train our employees and they leave?' The president responds, 'What if we don't train them and they stay?' We didn't get PCI Certified because we had problems we were trying to fix. We did it because we want to be better and the only way to get better is to go through processes like this. PCI Certification will make you a better company.

To learn more about PCI Certification visit www.powdercoating.org/certification.

Sheila LaMothe is editor of Powder Coated Tough.

PCT





STAND OUT FROM THE CROWD
GET PCI CERTIFIED

PCI Certification is an extensive audit process that evaluates Custom Coater and OEM operations. Certified coaters can show, through audited performance measurement, that they have the equipment and processes in place to correctly clean, coat and cure products.

BENEFITS OF PCI CERTIFICATION

- Qualified, third party evaluation and assessment of capabilities.
- Recognizes the merits of a capable coater.
- Differentiation from other coaters.
- Access to business opportunities requiring PCI Certification.
- Provides a basis for a continuous improvement process.
- Serves as a benchmark against industry standards.
- Image elevation from association with high standards of certification.

PCI 3000 CERTIFIED — Powder Coating Institute

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AUDITED AREAS INCLUDE:

- ***Incoming Quality Control***
- ***Surface Preparation***
- ***Booth & Recovery***
- ***Powder Application***
- ***Ovens & Curing***
- ***Training***
- ***Maintenance***
- ***Process Management***
- ***Final Quality Control***
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TITAN Catalytic
Trimac Industrial Systems, LLC
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George Koch Sons, LLC
IntelliFinishing
Midwest Finishing Systems, Inc.
Mighty Hook, Inc.
Richards-Wilcox, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic

OVENS

Convection
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
IntelliFinishing
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Convection, Gas
Catalytic Industrial Systems
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
IntelliFinishing
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
Parker Ionics
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Cure/Force Dry/Dry Off/Boost
Catalytic Industrial Systems
Eaton Fabricating Co., Inc.
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
Hedson Technologies North America
Heraeus Noblelight America LLC
IntelliFinishing
LS INDUSTRIES
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Electric
Carlisle Fluid Technologies
Fostoria Infrared
George Koch Sons, LLC
Hedson Technologies North America
IntelliFinishing
LS INDUSTRIES
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Infrared (IR)
Carlisle Fluid Technologies
Catalytic Industrial Systems
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
Hedson Technologies North America
Heraeus Noblelight America LLC
IntelliFinishing
LS INDUSTRIES
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
Parker Ionics
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

IR, Electric IR
Carlisle Fluid Technologies
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
Hedson Technologies North America
Heraeus Noblelight America LLC
IntelliFinishing
LS INDUSTRIES
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

IR, Gas IR
Catalytic Industrial Systems
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
Hedson Technologies North America

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IntelliFinishing
LS INDUSTRIES
Micron Fiber-Tech
Midwest Finishing Systems, Inc.
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

IR, Near IR
Fostoria Infrared
George Koch Sons, LLC
Hedson Technologies North America
Heraeus Noblelight America LLC
LS INDUSTRIES
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Parts & Maintenance
Carlisle Fluid Technologies
Fostoria Infrared
George Koch Sons, LLC
Global Finishing Solutions
Hedson Technologies North America
Heraeus Noblelight America LLC
LS INDUSTRIES
Micron Fiber-Tech
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Ultraviolet (UV)
George Koch Sons, LLC
Hedson Technologies North America
Heraeus Noblelight America LLC
Nordson Corporation
Trimac Industrial Systems, LLC

PRETREATMENT EQUIPMENT, CHEMICAL

Headers/Risers
George Koch Sons, LLC
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
Uni-Spray Systems, Inc.

Immersion Pretreatment
Atotech USA, LLC
Chemetall US, Inc.
George Koch Sons, LLC
Henkel Corporation
LS INDUSTRIES
PEM Inc.
Quaker Houghton
Therma-Tron-X, Inc.
Torch Surface Technologies
Trimac Industrial Systems, LLC

Parts (Nozzles)
Elcometer, Inc.
George Koch Sons, LLC
Henkel Corporation
LS INDUSTRIES
Quaker Houghton
Sames
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
Uni-Spray Systems, Inc.

Spray Washers
Fostoria Infrared
George Koch Sons, LLC
Henkel Corporation
IntelliFinishing
LS INDUSTRIES
Midwest Finishing Systems, Inc.
PEM Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
Torch Surface Technologies
Trimac Industrial Systems, LLC

Vapor Degreasers
George Koch Sons, LLC
Henkel Corporation
Trimac Industrial Systems, LLC

PRETREATMENT EQUIPMENT, MECHANICAL

Blast Equipment
Elcometer, Inc.
LPI LIFT SYSTEMS
LS INDUSTRIES

Vibratory Equipment
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Sames

OTHER AUXILIARY EQUIPMENT/SUPPLIES

Air Compressors
Digilube Systems

Air Dryers
Digilube Systems
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Trimac Industrial Systems, LLC

Air Filters
LS INDUSTRIES
Nordson Corporation

Air Knives
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC

Air Makeup Systems
Global Finishing Solutions
LS INDUSTRIES
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC

Air Purifiers
Elcometer, Inc.
LS INDUSTRIES
TITAN Catalytic

Blow-off Equipment
IntelliFinishing
LS INDUSTRIES
TITAN Catalytic

Burners
Global Finishing Solutions
LS INDUSTRIES
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic

Centrifugal Systems
Chemetall US, Inc.

Cleaning, Degreasing and Lubrication
Chemetall US, Inc.
Digilube Systems
Hedson Technologies North America
Henkel Corporation
LS INDUSTRIES
Torch Surface Technologies

Combustion Systems
LS INDUSTRIES
TITAN Catalytic

Cooling
Eaton Fabricating Co., Inc.
IntelliFinishing
LS INDUSTRIES
RTT Engineered Solutions
Trimac Industrial Systems, LLC

Deburring Equipment
Heraeus Noblelight America LLC
LS INDUSTRIES

Decoration/Decals
EPSI - Engineered Products & Services, Inc.
Menphis S.p.a.

Dehumidifiers
RTT Engineered Solutions

Environmental Rooms
George Koch Sons, LLC
Global Finishing Solutions
IntelliFinishing
LS INDUSTRIES
Midwest Finishing Systems, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC

Etchants
Hedson Technologies North America
Torch Surface Technologies

Fans/Blowers
Fostoria Infrared
Global Finishing Solutions
LS INDUSTRIES
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic

Filters
Chemetall US, Inc.
Digilube Systems
EPSI - Engineered Products & Services, Inc.
Gema USA Inc.
Global Finishing Solutions
LS INDUSTRIES
Nordson Corporation
RTT Engineered Solutions

Fire/Explosion Detection Systems
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation

Hangers/Hooks/Racks
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Magic Rack / Production Plus
Mighty Hook, Inc.
TITAN Catalytic

Heat Exchangers
TITAN Catalytic
Trimac Industrial Systems, LLC

Lighting
Fostoria Infrared
Global Finishing Solutions
RTT Engineered Solutions

Masking Supplies, Caps
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Mighty Hook, Inc.
MOCAP

Masking Supplies, Custom
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Magic Rack / Production Plus
Mighty Hook, Inc.
MOCAP

Masking Supplies, Plugs
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Mighty Hook, Inc.
MOCAP

Masking Supplies, Tapes
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Mighty Hook, Inc.
MOCAP

Masking Supplies, Tubing and Cord
EPSI - Engineered Products & Services, Inc.
Mighty Hook, Inc.
MOCAP

Mixers/Blenders
Therma-Tron-X, Inc.

Personnel Lifts
Gema USA Inc.
LPI LIFT SYSTEMS
RTT Engineered Solutions

Polishing/Sanding/Buffing Equipment
LS INDUSTRIES

Process Management
Chemetall US, Inc.
LS INDUSTRIES
Sames
Steelhead Technologies

Protective Clothing
Elcometer, Inc.

Respiratory Supplies
Elcometer, Inc.

Rust Removers/Inhibitors
Chemetall US, Inc.
Hedson Technologies North America
LS INDUSTRIES
Torch Surface Technologies

Software Systems
Sames
Steelhead Technologies

Steam Cleaning
Chemetall US, Inc.
Trimac Industrial Systems, LLC

Stripping Equipment, Aqueous or Dry Blasting
LS INDUSTRIES
Mighty Hook, Inc.

Stripping Equipment, Burn-Off Ovens
LS INDUSTRIES
Mighty Hook, Inc.
Pollution Control Products
Trimac Industrial Systems, LLC

Stripping Equipment, Fluidized Sand
Dinamec Systems LLC
Mighty Hook, Inc.

Stripping Equipment, Salt Baths
Mighty Hook, Inc.

Stripping Equipment, Solvent
Chemetall US, Inc.
Mighty Hook, Inc.

Tanks
Chemetall US, Inc.
George Koch Sons, LLC
LS INDUSTRIES
Therma-Tron-X, Inc.

Temperature Control Equipment
Chemetall US, Inc.
LS INDUSTRIES
Pollution Control Products
RTT Engineered Solutions
Therma-Tron-X, Inc.
Torch Surface Technologies

Temperature Profiling Equipment
BYK-Gardner USA

Touch Up Paint, Aerosol
EPSI - Engineered Products & Services, Inc.
Sherwin-Williams Company

Touch Up Paint, Liquid Spray
EPSI - Engineered Products & Services, Inc.
Sherwin-Williams Company

Ultrasonic Cleaning Equipment
Chemetall US, Inc.
LS INDUSTRIES
Trimac Industrial Systems, LLC

Valves
Elcometer, Inc.

Waste Treatment
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George Koch Sons, LLC
PEM Inc.
Therma-Tron-X, Inc.

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POWDER COATING 101

Powder Coating Done Right: The Basics

An introduction to powder coating for those with little or no knowledge of powder coatings.

January 17-18: Axalta Coating Systems
Houston, TX

February 6-7: Powder Coating Week|Orlando



POWDER COATING 202

Powder Coating Done Right: Advanced

An advanced workshop that focuses on in-depth knowledge of all aspects of the powder coating process.

December 6-7: Nordson Corp.|Amherst, OH

March 7-8: Carlisle Fluid Technologies|Toledo, OH



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George Koch Sons, LLC
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Keyland Polymer UV Powder, LLC
Menphis S.p.a.
Nordson Corporation
Oliver Wyman
Orr & Boss Consulting Incorporated
Pollution Control Products
Powder Coating Consultants, Division of Ninan, Inc.
Sames
Spray Tech Industrial Solutions, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Product Development
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ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
George Koch Sons, LLC
Henkel Corporation
Industrial Finishing Solutions LLC
Keyland Polymer UV Powder, LLC
Nordson Corporation
Powder Coating Consultants, Division of Ninan, Inc.
Sames
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Spray Tech Industrial Solutions, Inc.

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Omnirobotic
Powder Coating Consultants, Division of Ninan, Inc.
Sames
Steelhead Technologies

Systems Design
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Carlisle Fluid Technologies
Chemical Technology Inc.
Gema USA Inc.
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Henkel Corporation
Heraeus Noblelight America LLC
Industrial Finishing Solutions LLC
IntelliFinishing
Keyland Polymer UV Powder, LLC
Menphis S.p.a.
Mighty Hook, Inc.
Nordson Corporation
Powder Coating Consultants, Division of Ninan, Inc.
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Spray Tech Industrial Solutions, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Technical Training
Alabama Power Company
Baker Perkins
Carlisle Fluid Technologies
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Elcometer, Inc.
Gema USA Inc.
George Koch Sons, LLC
Henkel Corporation
Industrial Finishing Solutions LLC
Nordson Corporation
Parker Ionics
Powder Coating Consultants, Division of Ninan, Inc.
Sames
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Spray Tech Industrial Solutions, Inc.
Steelhead Technologies
TITAN Catalytic
Trimac Industrial Systems, LLC

Third Party Testing
ACT Test Panels, LLC
Chemical Technology Inc.
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
George Koch Sons, LLC
Industrial Finishing Solutions LLC
Nordson Corporation
Powder Coating Consultants, Division of Ninan, Inc.
Spray Tech Industrial Solutions, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Troubleshooting
Baker Perkins
Carlisle Fluid Technologies
Chemetall US, Inc.
Chemical Technology Inc.
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Gema USA Inc.
George Koch Sons, LLC
Henkel Corporation
Industrial Finishing Solutions LLC
Magic Rack / Production Plus
Nordson Corporation
Oliver Wyman
Powder Coating Consultants, Division of Ninan, Inc.
Sames
Sherwin-Williams Company
Spray Tech Industrial Solutions, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC









UNITED STATES

California
Applied Powdercoat, Inc.
Fusion Coatings, Inc.
Ikon Powder Coating, Inc.
Inland Powder Coating
Pacific Powder Coating, Inc.
PT Powder Coat
Star Finishes Inc.

Colorado
CW Elaborations
Powder Coating Specialties, Inc.
Structural Coatings, LLC

Connecticut
Compass Powder Coating LLC

Florida
Citrus Sandblast
Excell Coatings, Inc.
Pro Powder Coating, Inc.

Georgia
Georgia Powder Coating Inc.
Peachtree Powder Coating
RayPaul Coating, Inc.

Hawaii
Maui Powder Works

Idaho
Coatings Plus
Manufab
Premier Powder Coating & Custom Fabrication, LLC

Illinois
Acme Finishing, LLC
Americana Powder Finishing LLC
Core Finishing, Inc.
KVF Quad Corporation
Larsen Powder Coating
Micron Metal Finishing
Mineral Products, Inc.
Plastisol Products, Inc.
S & B Finishing Co., Inc.

Indiana
Amrosia Powder Coating LLC
Beacon Industries, Inc.
Carrara Industries, Inc.
IDS Blast
Kelly Group, The

Kansas
HMC
JR Custom Metal Products, Inc.
Salina Vortex Corp.
Thimesch Enterprises LLC
Webco Manufacturing Inc.

Kentucky
Exacta Solutions LLC

Louisiana
Martin Specialty Coatings, LLC
Powderdat
Quality Works of Southwest Louisiana LLC

Maryland
Chesapeake Coating Inc.

Massachusetts
Westside Finishing Co.

Michigan
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Allied Industrial Solutions
Anchor Bay Powder Coat LLC
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Mastercoat

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Valmont Coatings-Applied Coating Technology

Montana
Industrial Coating Solutions

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Advanced Powder Coating and Sandblasting
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Hirschi Iron LLC
NPSG Global

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ABQ Manufacturing, Inc.
Absolute Powder Coating LLC

New York
Deloka, LLC
Qualicoat, Inc.

North Carolina
R & R Powder Coating, Inc.

Ohio
A Plus Powder Coaters, Inc.
DVUV
Greenfield Products, Inc.
Powderwerx
PPG Coatings Services
Sewah Studios
Simcote Inc.
Spectrum Metal Finishing, Inc.
Thomarios

Oklahoma
ABITL Finishing Inc.
ColorFast Coatings

Oregon
Columbia River Powder Coating LLC
Gheen Irrigation Works

Pennsylvania
Advanced Coating Technology
Applied Powder & Coatings, Inc.
BRIGHTSMITH Coaters
Custom Powder Coating and Fabrication
Ingham's Powder Coating
Keystone Koating LLC
Mannion Coatings
NYPRAK Industries LLC
Surtech Industries

Tennessee
ABJ Custom Powder Coating
Bluff City Powder Coating
Meco Corporation
Prime Restoration
ProCoat Metals LLC.
Pro-Kote, LLC

Texas
3P Industries, Inc.
AZZ Surface Technologies
Coating Specialists
Crosslink South Powder Coating
North Basin Coating, Inc.
WBT Paint LLC a Div. of All Metals Fabricating

Utah
Jorgensen Ford
Powder Coatings of Utah
Smith Powder Coating

Virginia
ASCO
SJS Industrial

Washington
Northwest Powder Coatings, Inc.
Skagit Powder Coating

Wisconsin
All-Color Powder Coating, Inc.
Blast Shop, The
Classic Coatings, Inc.
DaVinci Powder Coating Inc.
Elite Coatings, Inc.
Everbrite, LLC
Jor-Mac Company, The
Kettle Moraine Coatings
Rocket Powder Coating

Wyoming
Imperial Powder Coating

AUSTRALIA

Multicoat Pty Ltd.

CANADA

Manitoba
Red River Mega Coats

Ontario
Colourific Coatings Ltd.
Morin Industrial
Ontario Coatings

GERMANY

MC Oberflaechentechnik GmbH

SPAIN

FERCARE, S.A.

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Bremen, IN

Porter Corporation
Holland, MI

Valmont Industries
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POWDER APPLICATION EQUIPMENT & BOOTHS

Batch
Carlisle Fluid Technologies
Fostoria Infrared
Gema USA Inc.
George Koch Sons, LLC
Global Finishing Solutions
LS INDUSTRIES
Nordson Corporation
Parker Ionics
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Cartridge
Carlisle Fluid Technologies
Gema USA Inc.
Global Finishing Solutions
LS INDUSTRIES
Nordson Corporation
Parker Ionics
RTT Engineered Solutions
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Control Systems
Calvary Industries, Inc.
Carlisle Fluid Technologies
Chemetall US, Inc.
Gema USA Inc.
George Koch Sons, LLC
LS INDUSTRIES
Nordson Corporation
Parker Ionics
RTT Engineered Solutions
Sames
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Corona Applicators
Gema USA Inc.
Nordson Corporation
Parker Ionics
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Cyclone
Carlisle Fluid Technologies
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Fluidized Bed
Carlisle Fluid Technologies
George Koch Sons, LLC
LS INDUSTRIES
RTT Engineered Solutions
Sames
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Hoppers
Carlisle Fluid Technologies
Gema USA Inc.
Nordson Corporation
Parker Ionics
RTT Engineered Solutions
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Maintenance Services
Gema USA Inc.
George Koch Sons, LLC
Parker Ionics
Trimac Industrial Systems, LLC

Oscillators
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Powder Pumps
Carlisle Fluid Technologies
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Quick Color Change
Carlisle Fluid Technologies
Gema USA Inc.
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Reciprocators
Carlisle Fluid Technologies
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Reclaim/Recovery Systems
Carlisle Fluid Technologies
Gema USA Inc.
Global Finishing Solutions
LS INDUSTRIES
Nordson Corporation
Parker Ionics
RTT Engineered Solutions
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Replacement Parts
Carlisle Fluid Technologies
Gema USA Inc.
Global Finishing Solutions
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Robots
Carlisle Fluid Technologies
Gema USA Inc.
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions



Spray Applicators
Carlisle Fluid Technologies
Gema USA Inc.
LS INDUSTRIES
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Spray Applicators, Powder Bells
Carlisle Fluid Technologies
Gema USA Inc.
Nordson Corporation
Sames
Trimac Industrial Systems, LLC

Tribo Applicators
Gema USA Inc.
Nordson Corporation
Parker Ionics
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

SYSTEM DESIGN

Finishing Systems Engineering & Installation (Systems Houses)
Carlisle Fluid Technologies
George Koch Sons, LLC
Global Finishing Solutions
Heraeus Noblelight America LLC
IntelliFinishing
LS INDUSTRIES
Midwest Finishing Systems, Inc.
Omnirobotic
Parker Ionics
Powder Coating Consultants, Division of Ninan, Inc.
Richards-Wilcox, Inc.
RollSeal, Inc.
Sames
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
Wagner Industrial Solutions

Powder Application Rooms/Clean Rooms/ Environmental Rooms
Carlisle Fluid Technologies
George Koch Sons, LLC
Global Finishing Solutions
IntelliFinishing
LS INDUSTRIES
Midwest Finishing Systems, Inc.
Omnirobotic
Parker Ionics
Powder Coating Consultants, Division of Ninan, Inc.
RollSeal, Inc.
RTT Engineered Solutions
Sames
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC

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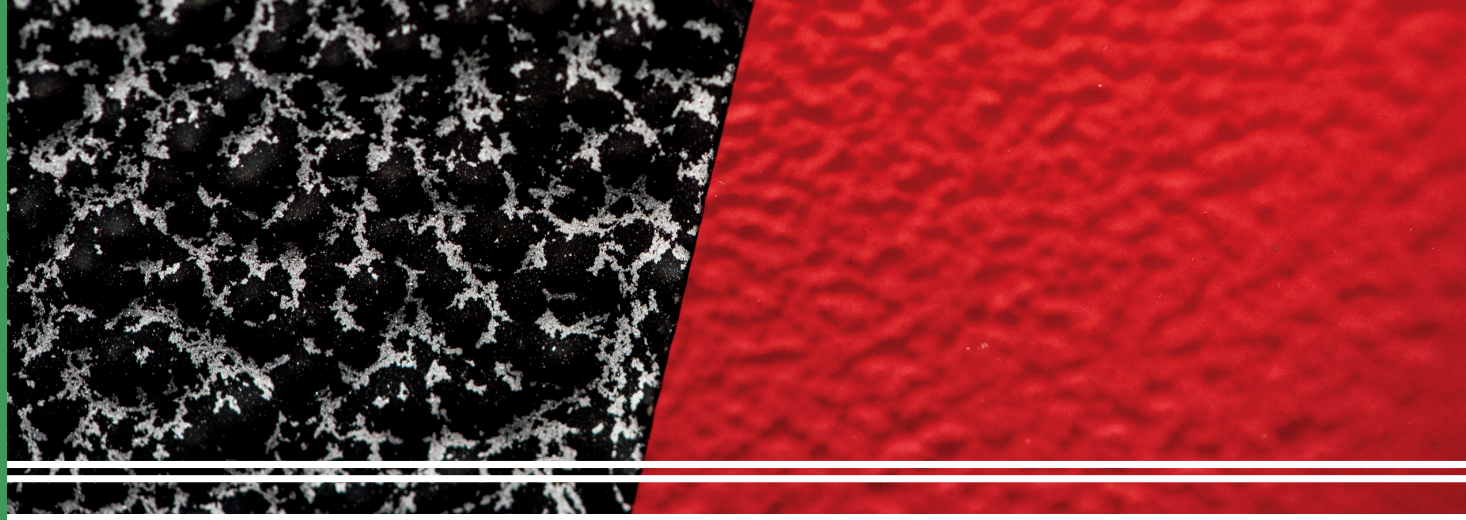

POWDER COATINGS

Thermoplastics, Nylon
AkzoNobel Powder Coatings
IFS Coatings
Menphis S.p.a.

Thermoplastics, Polyolefin (PO)
AkzoNobel Powder Coatings
Axalta Coating Systems
IFS Coatings

Thermoplastics, Polypropylene (PP)
AkzoNobel Powder Coatings
IFS Coatings

Thermoplastics, Polyvinylidene Fluoride (PVDF)
AkzoNobel Powder Coatings
IGP North America
PPG

Thermoplastics, Vinyl
AkzoNobel Powder Coatings

Thermoset, Acrylic
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Cardinal Paint and Powder
ChemQuest Powder Coating Research
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings

Thermoset, Epoxy
AkzoNobel Powder Coatings
American Grinders
American Powder Coatings, Inc.
Axalta Coating Systems
Cardinal Paint and Powder
ChemQuest Powder Coating Research
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings

Thermoset, Fusion Bonded Epoxy
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
ChemQuest Powder Coating Research
Diamond Vogel, Inc.
Hentzen Coatings Inc.
IFS Coatings
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings

Thermoset, Hybrids
AkzoNobel Powder Coatings
American Grinders
American Powder Coatings, Inc.
Axalta Coating Systems
Cardinal Paint and Powder
ChemQuest Powder Coating Research
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
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Spectro Coats
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Continued from page 37

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The* Powder Coated Tough *staff, along with the Powder Coating Institute's* PCT *Subcommittee, worked hard this past year to plan exciting features for our readers. Here are the engaging topics we will tackle in 2023: Maintaining Your Powder Line; The Rise of Powder Coatings in Architecture; Beauty and Color; Ovens and Curing Technologies; Innovations in Powder Coating Technology.





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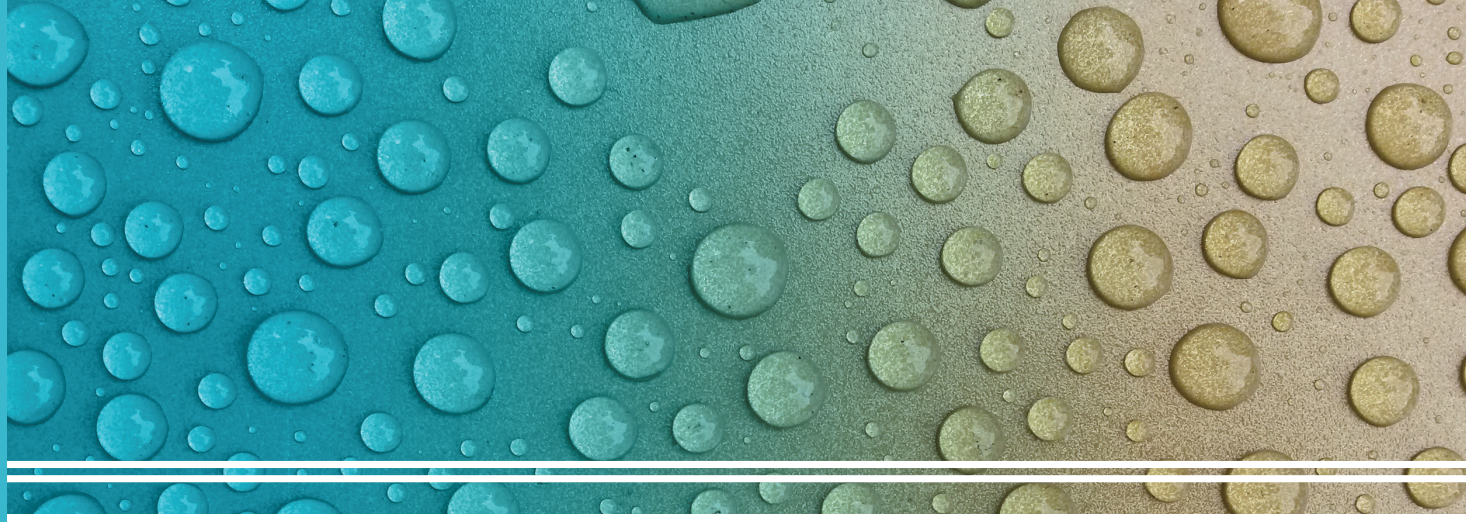

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Conversion Coatings, Chrome-Free
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Chemetall US, Inc.
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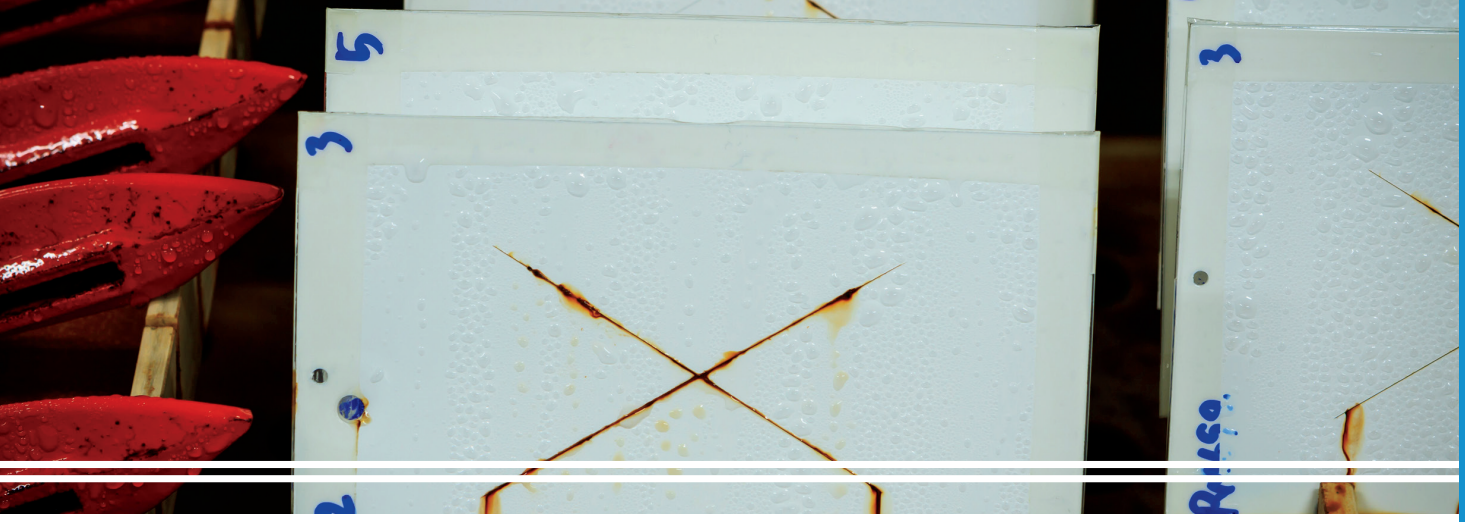

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Sweet Carolina

I am currently working on a design of a prototype deck repair in a commercial (condo) setting for a property located on the beachfront in South Carolina. The client requested a cable rail system to go back in place of the original rail system. We have selected a design and a vendor for the cable rail system and specified stainless steel to be used for rail posts. The vendor uses 316 stainless steel and will powder coat the posts to the client's preferred color.

We are familiar with AAMA 2603-5 for aluminum coatings, but I just wanted to clarify if there is an equivalent standard for powder coating of stainless steel to ensure we are getting a product that is going to stand up to the elements. Our vendor has a sandblasting operation and a five-stage iron phosphate washer with a non-chrome sealer. Any advice would be greatly appreciated.

To the best of our knowledge, there is not a corresponding specification system in place for stainless steel. Painting 316 stainless can be tricky; by its very nature, it is both chemical and corrosion resistant. The system you mentioned should work fine. Typically, any conversion coating is needing the presence of iron (for iron phosphate) or fluoride in the pretreatment chemical (for etching aluminum) to get these substrates to produce maximum effectiveness. 316 stainless does not contain iron and fluoride and will not provide a chemical etch.

If you sandblast the parts, this will create a mechanical bond between the surface and the paint. By processing the sandblasted parts through both alkaline cleaner (removes organics like oils and grease) as well as an iron phosphate (which also contains detergents to remove any acid loving soils like metal fines), rinsing in between, and applying a silane based final seal (adhesion promoter), the paint should not have a problem bonding to the surface.

The paint, not the pretreatment, will be doing all the work. The pretreatment will provide clean-only capabilities. To get the best finishing results, a zinc rich powder primer can also be considered as the first coat.

What's the Rub

I am hoping you can help with information on the MEK rub test standards such as the procedures and if there is an ASTM standard for this? I have heard about it and need to perform the test for one of my customers but am not sure how to go about it.

A solvent cure test has been devised which will differentiate between cured, partially cured, and uncured thermoset powder coated products. Problems with the cure of powder coatings can cause failures of physical properties such as impact resistance, flexibility, and adhesion. Incomplete cure of powder coatings can also contribute to problems with chemical and corrosion resistance in a hostile environment. Therefore, a quick, reliable method for determining cure of thermoset powder coating is needed.

The full test procedures can be found in either *Powder Coating: The Complete Finisher's Handbook* which is sold in the PCI store or in the ASTM–D4752 standard.

Up to Standard

I am trying to find out more about industry standards that are out there for powder coating. For example, many items will have to meet an ASTM standard. I was wondering if there was something similar for powder coating requirements. Thank you for your help with my research.

There is not any one specific powder coating industry standard. The determination of what type of pretreatment and powder coating are required is based upon the substrate to be coated and performance requirements of the coatings. For the automotive industry, this typically includes using galvanized material, zinc or zirconium pretreatment coatings, E-Coat (electrodeposition), and a final powder coat to achieve a durable, high gloss, long lasting finish. Throughout the finishing process, many ASTM specification procedures are

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used.These all end up being specified by the producer of the product (you).

To help you determine your performance requirements we suggest talking to powder coating and pretreatment suppliers who can help you determine your specifications. You can get a list of suppliers at www.powdercoating.org/directory. You can also purchase PCI's *Powder Coating: The Complete Finisher's Handbook* from the PCI store: www.powdercoating.org/handbook. This is the "bible" of powder coating with information on powders, pretreatment, equipment, quality, and testing.

Foodie

Hi there, I am a project engineer working with the food industry. I had a query about polyester powder coatings. We must coat the inner surface of some storage bins with a powder coating. Flour and food material must pass through these bins. I want to have a clarification about whether polyester powder coatings are food-safe, or do I need to consider another alternative?

Yes, there are FDA approved polyester powder coatings. Products are available for use in food contact applications as all raw materials conform to meet 21 CFR 175.300 (resinous and polymeric coatings) as well as 21 CFR 178.3297 (colorants for polymers).

Most powder producers will be willing to work with you to provide a coating to fit your needs.

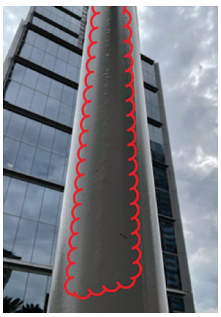
Proof of Performance

I'm wondering whether you have any case studies on the benefits/performance of powder coating vs. liquid spray painting? We are in the process of performing a feasibility study on replacing our current liquid spray painting system with powder coating; however, we cannot find any specifics on performance levels. I appreciate that there are many benefits (durability, automation, safety, environmental, etc.), but I'm hoping to view some quantifiable evidence around it. Do such information/case studies exist?

It seems there is no direct performance study comparing powder coating to liquid coating. However, both liquid and powder coatings are tested by the coatings manufacturers for many areas such as salt spray, UV resistance, chemical resistance, color and gloss retention, and durability to name a few. Powder coatings consistently perform the same or better than liquid coatings with the advantage that they are a green product with little or no volatile organic compounds (VOCs) or hazardous air pollutants (HAPs). In addition, powder coatings are safer for use in the painting facilities with fewer restrictions on safety requirements and waste handling.

If you would like to read a general article about a liquid paint line converted to powder, we recommend "A Successful Conversion from Liquid to Powder" from our September/October 2020 issue. If you are looking for a specific performance type, it is recommended that you talk with a coating supplier that provides powder coating. They would be able to steer you in the right direction to meet your needs.

Lighting the Way



I have some street light metal poles that were galvanized and powder coated. The customer stated that they have coating irregularities of various lengths throughout each pole at various spots. The manufacturer of the poles is telling us that the irregularities on the pole are due to the pole being galvanized. I need clarification and a second opinion if it is a reasonable assumption that the irregularities on the pole as seen in the picture are from the pole being galvanized?

Based on the straight line of the defect, it could be the result of one of two root causes. Either it's the weld seam line of the tube and it has issues, or this was hung horizontally and there's some chemistry (pretreatment) that accumulated on the bottom edge and didn't get rinsed immediately. If the surface has any type of irregularity it will show up even after it has been powder coated as the powder will be the same thickness across the entire part. Take a look at the raw part prior to the coating operation and see how the weld appears. Next check to see if there is any accumulation of pretreatment on the part before powder coating.

Impactful

We will be purchasing an impact tester to test our powder coat finishes in accordance with AAMA 2605. The PCI Architectural Comparison document on your website states that AAMA 2605 uses ASTM 5420 for impact testing. My understanding is that ASTM D2794 is to be used as noted in the table on page 26 of the ASTM D5420; for testing the impact resistance of flat, rigid plastic. Whereas, D2794 is for testing the resistance of organic coatings to deformation. Can you please clarify which is the appropriate test?

AAMA 2605 does in section 8.5–Impact Resistance state to follow "ASTM D5420 which describes a method to compare relative ability of a material to resist deformation caused by physical impact on a small area. In finishes standards, this test is useful in determining the ability of a coating or laminate to maintain adhesion to the substrate after impact." The procedure of using a 5/8-inch diameter round-nosed impact tester is similar to the ASTM D2794 test.

Have a question for our powder coating experts? Send it to asktheexperts@powdercoating.org.

Test Your Powder Coating Knowledge

This Edition's Deadline:
November 30
Good Luck!

Test your powder coating knowledge interactively with others in our industry and enter for a chance to win a PCI long- or short-sleeved t-shirt!

How it works: We've developed questions that test your powder coating knowledge using a copy of *Powder Coating: The Complete Finisher's Handbook (5th Edition)*. Pop Quiz questions can be found in each issue of *PCT*.

Put on your thinking cap and then email your answer to popquiz@powdercoatedtough.com using the subject line "Pop Quiz." All correct answers received by the deadline will be entered in a drawing to win an official PCI long- or short-sleeved t-shirt! In each subsequent issue of the magazine, the correct answer and the lucky winner's name will be published.

This Issue's Question:

In a conveyorized line, the chain and trolley system can develop a buildup of chain dirt over time. What unique material can be used by an outside contractor to clean the chain and trolleys?

A. Chromium oxide

B. Dry ice

C. Brilliantbark™

D. Stretchwool

E. Silicone

Send your answer for your chance to win!
popquiz@powdercoatedtough.com



Pop Quiz questions are now being taken from the **Fifth Edition** of **Powder Coating: The Complete Finisher's Handbook.**

Order your copy at **www.powdercoating.org** today!

Last Issue's Question:

The question for the September/October edition of Pop Quiz, along with the answer is:

Q: When discussing electrostatic powder application, what does the "wrap effect" describe?

A. Ripples are caused in the finish due to a vacillating electrostatic charge on the parts.
B. The tendency of powder to deposit on surfaces that are not in direct line of sight of the applicator.
C. The area of a part where the external electric field does not penetrate.
D. "Starring," or craters caused by an excessive free ion current from the gun's charging electrode(s).

A: *The correct answer is B. The tendency of powder to deposit on surfaces that are not in direct line of sight of the applicator. You will discover on page 111 of the* Handbook *that the stronger the powder particles' electrostatic charge and slower the airflow velocity near the part, the more pronounced the wrap will be around the edges. Optimizing your powder gun settings and part charge reduces the amount of powder needed to cover parts, which saves money.*



This issue's winner is:

Rod Schultz
Paint Engineer
Polaris Industries

The t-shirt you selected is on its way.

Congratulations!



WEBINAR WEDNESDAY
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Don't miss PCI's new Powder Coating Webinar Series! Members will regularly present on a wide variety of topics related to the powder coating industry. Webinars are free to attend!

November 30

Adhesion and Scratch Resistance of Powder Coatings Using Progressive Load Scratch Testing

Rahul Nair, *Fischer Technology Inc.*

Presented By PCI Powder® Coating Institute

Visit **www.powdercoating.org** to register today!



John Sudges



We Believe

Midwest Finishing Systems, Inc. has been involved with PCI since the early 1990s. We truly believe in our trade association and the credibility it brings to each member company. As a proud PCI member, we are quick to mention the association to potential customers, pointing out they should engage other member companies regarding their project.

When I first got involved with PCI, I jumped in with the Education Committee, looking to learn from the best in the industry, share experiences, and learn best practices. By increasing my powder coating knowledge, I could better educate the customer to help them make the best decisions for themselves and for their company.

Our company takes advantage of PCI's many educational offerings, including hands-on workshops and the popular PCI Powder Coating Technical Conference held during Powder Coating Week. Besides in-person learning opportunities, PCI offers a variety of print resources including *Powder Coating: The Complete Finisher's Handbook*, Technical Briefs, and basic troubleshooting guidelines.

Membership offers the opportunity to get involved with your association through a variety of committees including Education, Certification, Membership, Promotion, and Technical. I suggest you look into the committees to see what excites you and will help you get the most out of your membership.

There is also great value in getting to know other members in our industry. In addition to personal benefits, all of these resources benefit your fellow employees, and existing and future customers. It is rewarding to be part of a group that is focused on promoting powder coatings, growing and improving the industry, and creating lasting relationships.

There is always something going on within PCI. The popular custom coater Peer Groups continue to grow. These groups share practical experiences and best practices. Powder Coating Week 2023 will be here before you know it and is an event you won't want to miss. Check out the event video at conference.powdercoating.org that was coordinated by the Promotions Committee.

If you are member, get involved with PCI and its many opportunities. If you're not a member, join us. The more involved you are the more you and your company will benefit from your association.

John Sudges is regional sales manager for Midwest Finishing Systems, Inc.



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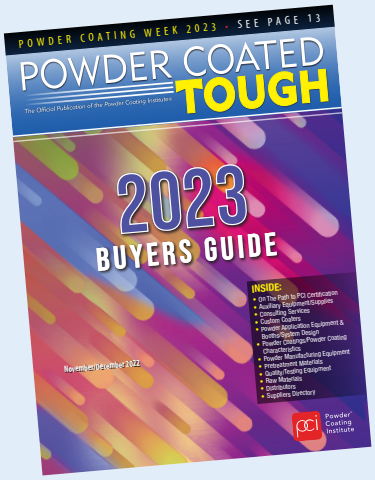

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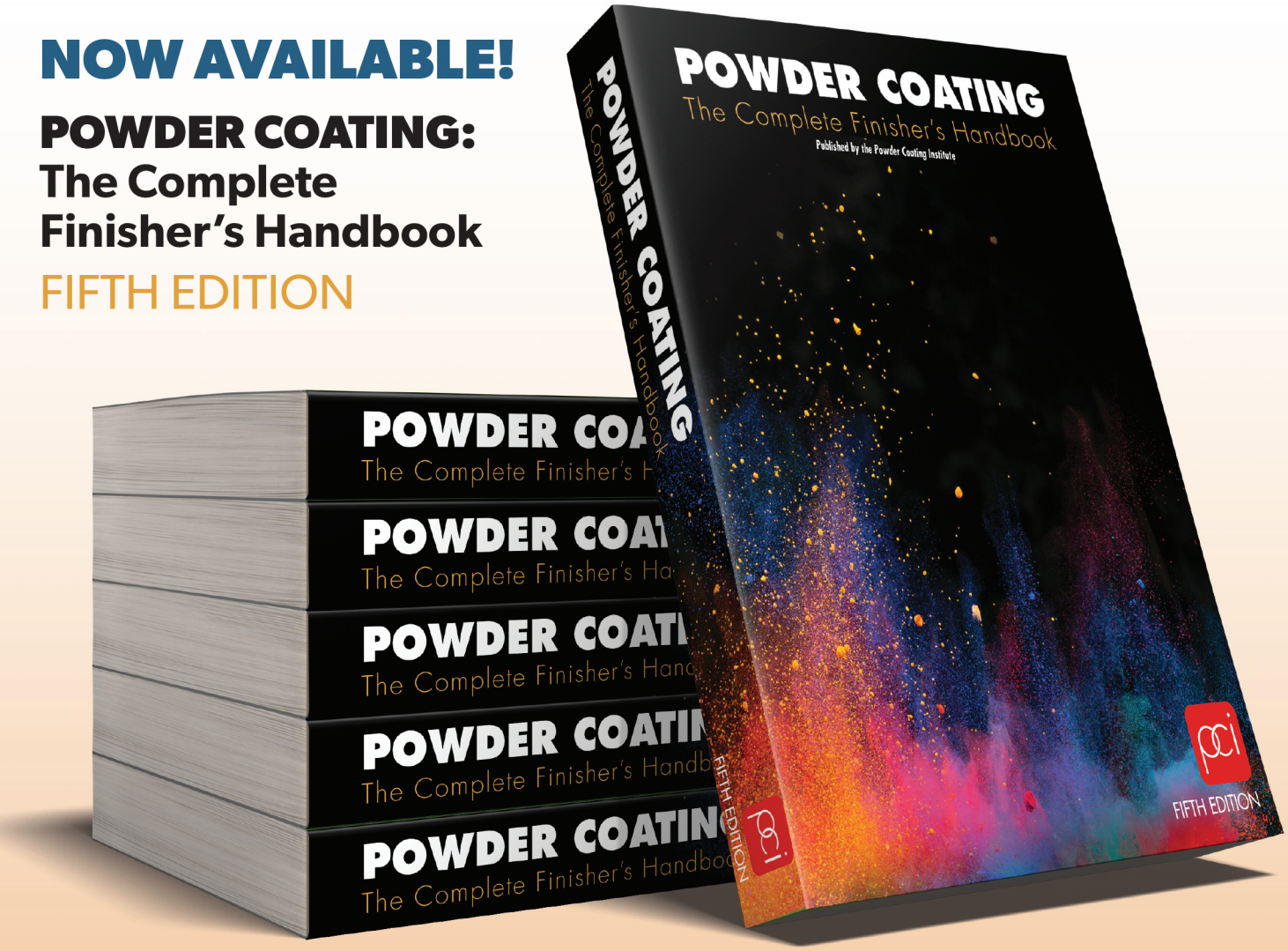

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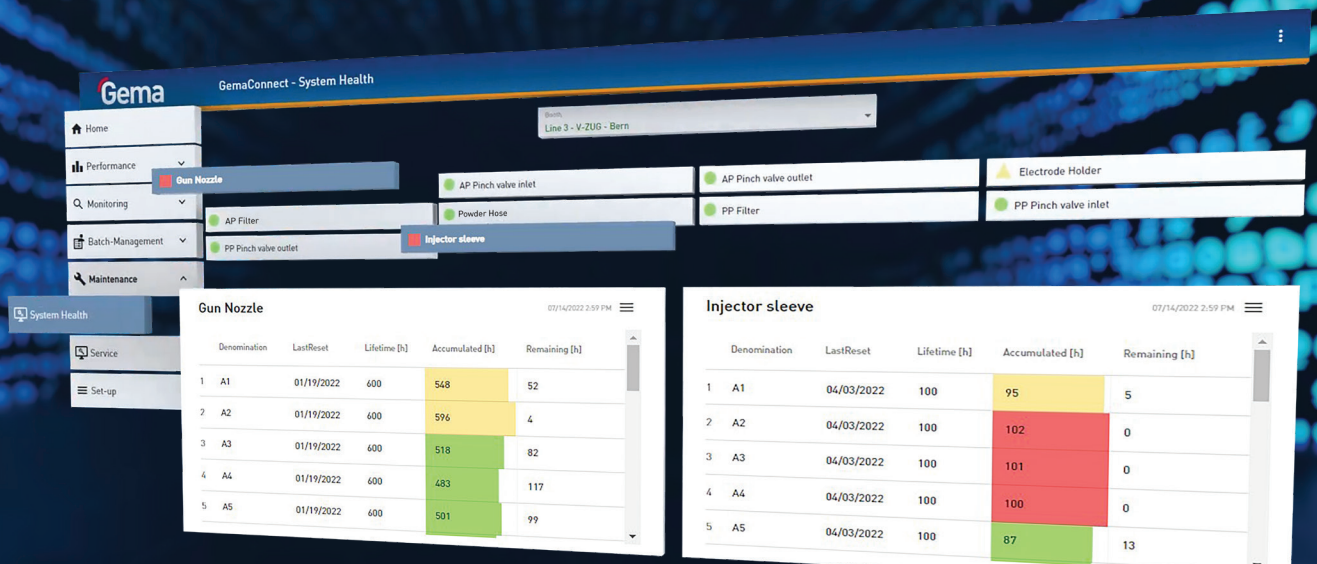

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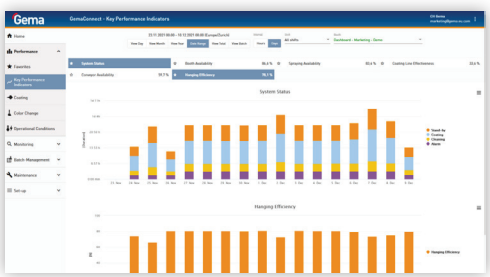

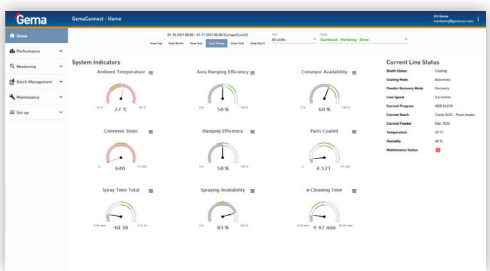

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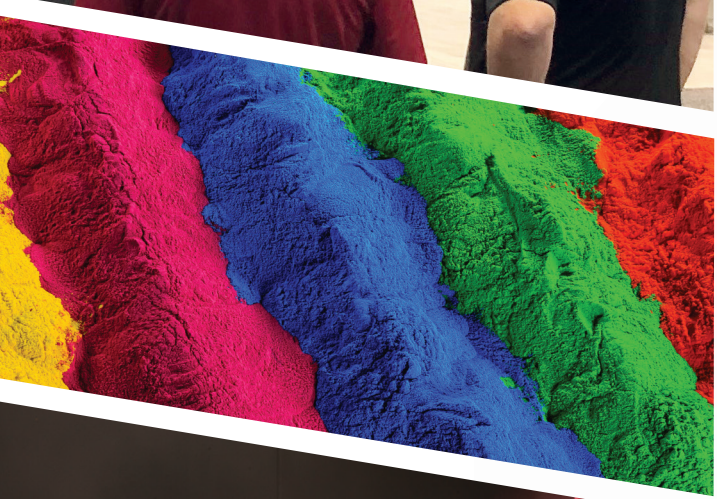



- Helping you reduce costs
- Powders for every application
- Hundreds of stock products
- Quick, flexible, easy ordering
- Improved transfer efficiency
- Better tech support
- Improved environmental footprint

Contact us for more details:

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