POWDER COATED TOUGH

The Official Publication of the Powder Coating Institute®

2025 BUYERS GUIDE

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November/December 2024

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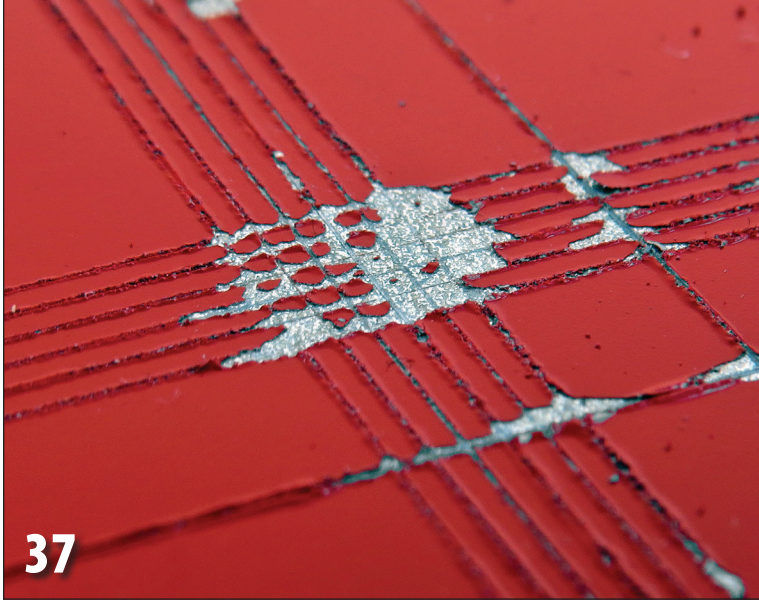

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Kevin Coursin

Frog in the Pot: Lessons Learned

Reflecting on my forty-plus years in the finishing industry, I feel fortunate to have been surrounded by many mentors and experienced individuals. Working with and learning from them has been invaluable. It's similar to the story of the frog in a pot of water on the stove; you don't realize the extent of the knowledge you're gaining until you take a moment to reflect on what you've learned. As my career progressed, I faced new challenges. By listening to and following the advice of others, I successfully completed tasks and assignments, growing in my own experience. This, in turn, led to opportunities for bigger roles and responsibilities, achievements I could not have made without my colleagues and outside suppliers who took the time to educate me on various aspects of engineering, project management, sales, and overall management. These mentors took the time to teach me the real-world concepts that you don't learn in college.

As I advanced in my career, I made it a point to help others learn about the industry by teaching them as I had been taught. This aligns with PCI's commitment to promote the benefits of powder technology. We offer numerous training workshops, webinars, conferences, books, and white papers to educate others. The commitment of PCI members is remarkable; the countless hours they contribute each year are a testament to their dedication. Members often tell me that they gain far more than they give by supporting others in doing things the right way. This is why PCI's goal is "Powder Coating Done Right."

Additionally, my involvement in trade associations has made me better at my job. Meeting new people who have valuable insights and collaborating on association projects has allowed me to share the knowledge I've accumulated throughout my career. By paying it forward, I am contributing to the education of the next generation in the finishing industry. Although progress may be gradual, if we all continue to work toward this goal, it will eventually be realized. There is considerable discussion about transferring knowledge from those nearing retirement to Millennial and Gen Z workers. I believe the most effective approach is through one-on-one interactions. Since we all have a vested interest in the continued success of our industry, this method seems natural and beneficial. PCI offers various avenues for this, including our committees and focus on young professionals. While it may require effort from both sides, I am confident that the benefits will be significant for everyone involved.

Just like the frog in the pot, we may look back and marvel at how much has changed. Unlike the frog, however, this change is beneficial for our industry. We should remember this when asked to get involved with a PCI project or answer a question. In this way, we can be assured that the industry we love will continue well into the future after we have long retired.

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BYK to End Production of Additives Containing PFAS >>

BYK Additives is delivering a strong message to the chemical industry and customers throughout the world. For years, BYK has been actively promoting extensive research efforts towards replacing its per- and polyfluoroalkyl substances (PFAS) with more environmentally compatible alternatives. Dr. Stefan Mößmer, managing director marketing & commercial, states, "As a leading manufacturer of additives, we have been pursuing a number of major research strategies in recent years, one of which is to replace additives containing PFAS with alternative substances. It's not enough for us to be a leading innovator, we also want to help our customers phase out products containing PFAS by offering them differentiated alternatives at an early date and showing them new ways in the formulation of sustainable solutions with less environmental impact. Our specific goal is to offer fluorine-free solutions by the end of 2025 for our customers' applications in which, currently, additives containing PFAS are still used. This is also the cut-off date at which BYK will ship the last batch of additives with PFAS content."

BYK does use fluorinated alkyl compounds to a very small extent as raw materials in the manufacture of selected additives. These are chemically bound in the additives, are non-volatile, and are used only in closed or contained systems. They are found in a variety of product groups such as defoamers, surface additives, wax additives, etc., where they produce many special effects in architectural, industrial, wood and furniture coatings, printing inks, automotive coatings, corrosion protection systems, can or coil coatings, floor coatings, adhesives and sealants, polishes, and leather and PVC and as process additives in extrusion, injection molding, foils, and fibers.

Even today, the percentage of PFAS-containing additives in BYK's extensive product portfolio is very small. BYK Division President Dr. Jörg Hinnerwisch explains, "BYK takes its responsibility as a leading additive manufacturer seriously and consistently focuses on forward-looking and sustainable solutions. Thanks to our special customer proximity and as a development partner to many major global customers, we identify trends at an early stage and are able to set the next milestone. Even before the EU or other legislative bodies table an exit schedule, we are converting our entire portfolio to sustainable products and PFAS-free production."

Matthias Kramer, managing director global production shares, "BYK will not only be producing all of its additives free of PFAS by the end of 2025 but will also have converted all its production facilities worldwide to PFAS-free firefighting foam. To this end, BYK has invested heavily in new or modified firefighting equipment."

Per- and polyfluoroalkyl substances have become the subject of discussion as an ultra-stable group of chemical compounds. They are therefore also termed "forever chemicals". PFAS are almost entirely non-degradable and can accumulate in the environment, in human beings, and in animals.

AGC Inc. Unveils Sustainable Fluoropolymer Manufacturing Process >>

AGC, a manufacturer of glass, chemicals, and other high-tech materials, has developed an innovative process to manufacture fluoropolymers without the use of surfactants. Using the technology, AGC aims to achieve a continuous and stable supply of fluoropolymers, which is indispensable for the realization of a carbon-neutral and digital society.

Some fluoropolymers have been conventionally manufactured through a method called emulsion polymerization using fluorinated surfactants as polymerization aids. In the past few years, there has been a growing demand for the development of manufacturing technologies not using fluorinated surfactants. However, some other currently developed technologies using non-fluorinated surfactants have some issues, such as the generation of fluorinated byproducts and inferior performance of products compared to those manufactured through conventional technologies.

The technology AGC has developed makes it possible to manufacture fluoropolymers having the same type of high-performance properties as those produced by conventional methods with an extremely low generation of fluorinated byproducts, without using any surfactants.

Fluoropolymers are used in multiple applications in various fields, including semiconductors, automobiles, electronics, and energy, and are indispensable materials for the sustainable development of society. Fluoropolymers produced using the technology demonstrate the same kind of excellent properties as those of conventional products, such as heat resistance, cold resistance, chemical resistance, durability, and other properties. The technology is currently in development with the aim of starting industrial-scale production by 2030.

Gleco Plating Expands Capabilities with Strategic Acquisition of 3-D Powder Coating >>

Gleco Plating, a leading provider of metal plating solutions in Rowlett, TX, is pleased to announce the acquisition of 3-D Powder Coating, a well-established company known for its expertise in painting and powder coating. With the acquisition complete, 3-D Powder Coating will now operate under the name Gleco Paint & Powder Coating (GPP). This rebranding reflects the company's commitment to offering expanded services and enhanced quality under the Gleco Plating umbrella.

By integrating Gleco Paint & Powder Coating's advanced powder coating and painting capabilities, Gleco Plating will now offer enhanced surface finishing options, meeting the growing demand for high-quality, durable finishes across various industries. This acquisition underscores Gleco Plating's commitment to innovation and excellence, ensuring that clients continue to receive superior products and services.

"We are thrilled to welcome Gleco Paint & Powder Coating into the Gleco family," said Matt Fodge, president of Gleco Plating. "This acquisition not only broadens our service portfolio but also aligns with our goal to provide our customers with the best possible solutions for their metal finishing needs. We look forward to leveraging Gleco Paint & Powder Coating's expertise and continuing to deliver the exceptional quality our customers expect."

The integration of Gleco Paint & Powder Coating's operations into Gleco Plating is expected to be seamless, with no disruption to existing services. Customers of both companies can look forward to an expanded array of finishing solutions, backed by the combined experience and dedication of both teams.

Keymark Corp. Expands Coating Operations >>

Aluminum extrusion manufacturer Keymark Corp. of Fonda, NY, has added a new coating facility to its Lakeland, FL, operations. Keymark manufactures architectural aluminum extrusions for the U.S. curtainwall, storefront, and architectural window markets. Keymark's capabilities include die engineering design and manufacturing, aluminum extrusion finishing, powder and wet painting, anodizing and custom packaging, among others.

As part of the expansion, Keymark has installed a new chrome conversion-free, 25-foot vertical powder coating facility. The new 76,000-square-foot facility complements the company's existing 40-foot horizontal wet/powder coat line. The addition is an effort to meet market demands from the architectural and residential fenestration sectors.

The new facility brings the company's total production space in Lakeland to more than 330,000 square feet and generates an additional 40-plus jobs for the community.

Texas Steel Conversion, Inc. Announces New Internal Plastic Coating Facility >>

Texas Steel Conversion, Inc. (TSC), a leader in steel tubular processing and drill pipe manufacturing, is proud to announce the installation of a state-of-the-art internal plastic coating (IPC) line at its Miller Road plant in northeast Houston. This significant investment reinforces TSC's commitment to innovation and customer service excellence in the oil and gas industry.

The new IPC line, expected to be operational in early 2025, will enhance the performance and longevity of their customers' pipe used in the most demanding drilling, completion, and transportation environments. The line will initially be able to apply coating to tubulars ranging from 2.375" to 12.750" in both Range 2 and Range 3. The IPC line will employ advanced technology to apply a uniform and durable powder coating throughout the internal diameter of the pipe. By integrating this process within their operations, TSC gains greater control over the coating schedule, thus enabling them to offer their customers reduced operational interruptions. This move also allows TSC to fully control its quality standards. TSC's process will allow customers to select a highly specialized IPC product capable of withstanding modern-day drilling fluid requirements for improved flow rate and productivity.

Essentra Accelerates Trials of Bioplastic Alternatives >>

Essentra PLC, the global manufacturer of essential industrial components, is accelerating the development of new bioplastic materials to create more sustainable product ranges following a series of successful trials since opening its new global Centre of Excellence at the start of the year.

In the first six months of operation, teams within the Centre of Excellence at its UK headquarters in Kidlington have completed 19 trials from 14 different materials, resulting in 52 individual product samples (i.e., a different part with a different material) and nine individual SKUs.

A particularly exciting innovation is the ongoing trials utilizing seaweed, in collaboration with business start-up FlexSea, to create flexible, seaweed-derived bioplastics that can in turn be the source of a new range of products, rather than being used to substitute existing raw materials. This novel material is 100% bio-based and truly home compostable, raising standards within the bioplastics industry.

Other materials being tested are different types of bio-woods, polylactic acids (PLA) and nylons, including post-industrial recycled (PIR) nylons and a variety of different low density polyethylene (LDPE) from both PIR and post-consumer recycled (PCR) sources. It is also trialing industrial and consumer products that have already been recycled once, thus completing the full circularity of a product material.

Significant investment is being made pre-trial to ensure the ethical sourcing and procurement of new materials, as well as their technical viability and safety in the molding process. Materials that then subsequently enter the trial process are tested for their product performance (and repeatable consistency of performance) prior to a more detailed evaluation of commercial viability, including validation of the future supply chain and analysis of true sustainability and environmental impact.

Jennifer Spence, ESG Director at Essentra PLC, says that customers are very much focused on the detail of the materials they are using: "We continue to receive requests from customers around the sustainability aspects of our products," she explains, "which is why we go into so much detail before the start of any trials into where the products have come from and how a material performs at the end of its life."

"The Centre of Excellence is not only driving the development of new and more sustainable products, but also directly contributing to our scope three emission targets in line with our Environment, Social, and Governance (ESG) responsibilities and ambition towards achieving net-zero in our operations by 2040 and across our value chain by 2050."

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PPG Reaches Agreement to Sell Architectural Coatings U.S. and Canada Business to American Industrial Partners >>

PPG, a global leader in paints, coatings, and specialty materials, announced that it has reached a definitive agreement to sell 100% of its architectural coatings business in the U.S. and Canada at a transaction value of $550 million to American Industrial Partners (AIP), an industrials investor.

The transaction, which is expected to close in late 2024 or early 2025, subject to customary closing conditions, is the result of PPG's evaluation of strategic alternatives for the business, which was first announced on February 26, 2024. Net cash paid to PPG at closing will include customary adjustments for working capital and net debt. Goldman Sachs & Co. LLC acted as PPG's exclusive financial advisor and Hogan Lovells U.S. LLP served as its legal advisor.

The company also announced a comprehensive cost reduction program with anticipated annualized pre-tax savings of approximately $175 million once fully implemented, including savings of $60 million in 2025. The multi-year program is focused on reducing structural costs primarily in Europe and in certain other global businesses, along with other corporate costs following the two recently announced agreements to sell PPG's silicas products business and the architectural coatings business in the U.S. and Canada. The program includes various facility closures and other targeted fixed costs. The company will record a pre-tax charge of approximately $250 million in the fourth quarter 2024, and other charges over the next several years when certain costs are incurred. In total, PPG expects the cost reduction program to impact about 1,800 positions, primarily in Europe and the U.S.

"We are pleased to reach an agreement with American Industrial Partners and believe the business is well positioned to leverage its current positive momentum, leading brands, proven innovation, established customers, and dedicated and talented employees," said Tim Knavish, PPG chairman and chief executive officer. "I want to thank the architectural coatings U.S. and Canada employees for their dedication and commitment throughout the years to deliver the quality products and services that meet our customers' evolving needs."

PPG's architectural coatings businesses in the other regions around the world, including in Latin America, Europe, and Asia Pacific, where PPG holds strong positions in a number of key countries, remain core businesses within the company's portfolio.

Steelhead Technologies Unveils New Features >>

Steelhead Technologies, a leader in metal finishing job shop software, is excited to announce the release of two groundbreaking reporting features designed to elevate the efficiency and productivity of manufacturing operations: *Insights* and *Watch Tower*.

The new *Insights* feature provides a turnkey suite of critical reports that work seamlessly out of the box, offering high configurability to meet the unique needs of any job shop. Designed to empower both owners and managers, *Insights* transforms raw data into actionable intelligence, fostering a culture of accountability and continuous improvement.

Watch Tower is Steelhead Technologies' new real-time dashboard, offering an unparalleled overview of all active parts in a plant. This feature enables users to see active orders, filter them by customer, treatment, date, process step, and more. With *Watch Tower*, job shops can run production reports on the parts being viewed, providing detailed insights into the financial value of work-in-progress at any location or station.

Whether tracking the status of a specific customer order or assessing the overall productivity of the plant floor, *Watch Tower* delivers real-time data that enables informed decision-making and enhances operational transparency.

"Our goal at Steelhead Technologies has always been to provide job shops with the most advanced tools to enhance their operations," explained Jeff Halonen, chief executive officer and co-founder of Steelhead Technologies. "With the introduction of *Insights* and *Watch Tower*, we are responding to two of the most frequent questions we hear, 'Where are the parts?' and 'How are we performing as a business, and at each line?' These features are designed to take full advantage of a digital production floor and bring to light a deep suite of automated insights to drive more profitability and prosperity in job shops."

Personnel changes? New website? New location?
Send it to: editor@powdercoatedtough.com

DeGeest Corporation Acquires CDT for Exclusive Rights to Eurosider Patented Technologies >>

DeGeest Corporation, a leading provider of fabrication, automation, and finishing services to manufacturers across North America, is pleased to announce the acquisition of Coating Delivering Technology (CDT), along with the exclusive North American rights to patented nitrogen technologies and equipment from Eurosider—a renowned company that brings savings to liquid and powder finishing applications.

"We are thrilled to welcome CDT into the DeGeest and LestaUSA families," said Derek DeGeest, president of DeGeest Corporation and LestaUSA. "This acquisition enhances our ability to serve our customers with proven technologies that will greatly impact their ROI and bottom line. By combining our expertise and resources, we're well-positioned to meet the growing demands of the finishing industry and deliver up to 30% savings to your system."

The acquisition will streamline the sales and distribution of Nitrotherm and Polifluid, Eurosider technologies that use nitrogen instead of compressed air as a carrier to eliminate variables such as temperature and humidity. This results in less time needed to coat while improving quality due to reduced atomization, and material savings because of less liquid or powder being needed to coat effectively.

Having worked together since 2019, the integration of CDT will be seamless, ensuring continuity of service and support for existing customers of both companies. The combined expertise will drive innovation, providing customers with access to improved efficiency and unparalleled support of both Nitrotherm and Polifluid technologies for the liquid and powder coating industries respectively.

"I'm excited about the opportunities that are ahead," said CDT President Bill Robinson, who will remain as part of the DeGeest team, as well as Application Sales Manager, Kris Bonnegent. "Joining forces with DeGeest and LestaUSA allows us to leverage their vast resources and expertise to provide even better solutions to manufacturers. It's a deal where everyone wins."

Nitrotherm and Polifluid technologies are currently being used for liquid and powder coat application in the wood, plastics, composites, and metals markets.

Covestro Announces Takeover by ADNOC >>

Covestro AG signed an investment agreement with entities of the ADNOC Group, including ADNOC International Ltd. and its subsidiary, ADNOC International Germany Holding AG ("the bidder"). The agreement stipulates that the bidder will make a public takeover offer for all outstanding shares of Covestro at a price of €62.00 per share. ADNOC International is also committing to fully support the company's Sustainable Future strategy. At the same time, the board of management and the supervisory board of Covestro decided that, upon completion of the transaction, the company's share capital will increase by 10% (18,900,000 shares), and at closing, the new shares will be issued to the bidder at the offer price of €62.00 per share. This totals €1.17 billion, with a simplified exclusion of subscription rights.

Dr. Markus Steilemann, CEO of Covestro, said, "We are convinced the agreement reached today with ADNOC International is in the best interest of Covestro, our employees, our shareholders, and all other stakeholders. With ADNOC International's support, we will have an even stronger foundation for sustainable growth in highly attractive sectors and can make a greater contribution to the green transformation. We regard ADNOC International as a financially strong and long-term partner with whom we will further drive our successful Sustainable Future strategy in all market conditions. Our complementary growth strategies and shared commitment to advanced technologies, innovation, and sustainability are key cornerstones of our partnership."

His Excellency Dr. Sultan Ahmed Al Jaber, ADNOC managing director and group CEO, said, "As a global leader and industrial pioneer in chemicals, Covestro brings unmatched expertise in high-tech specialty chemicals and materials, using advanced technologies including AI. This strategic partnership aligns seamlessly with ADNOC's ongoing smart growth and future-proofing strategy and our vision to become a top five global chemicals company. It represents a pivotal step for both organizations and embodies our disciplined approach to investing in strategic assets that drive long-term value and unlock new growth opportunities, while reinforcing our commitment to diversifying ADNOC's portfolio. Our aligned strategies uniquely position us to meet the growing global demand for energy and chemical products while accelerating the transition to a circular economy."

PFAS Legislative Updates

Below is a summary of recent PFAS legislative efforts in the U.S. For up-to-date information, visit the Hunton Andrews Kurth PFAS State Tracker located at www.huntonak.com.

Environmental Protection Agency (EPA) *Toxic Substances Control Act (TSCA) Section 8(a)(7)*. The EPA has finalized reporting and recordkeeping requirements which requires any person that manufactures (including import) or has manufactured (including imported) PFAS or PFAS-containing articles in any year since January 1, 2011, to electronically report information regarding PFAS uses, production volumes, disposal, exposures, and hazards.

CONNECTICUT *SB 292*. In June 2024, the Governor of Connecticut signed SB 292 into law, which imposes restrictions on products containing intentionally added PFAS.

RHODE ISLAND *S.2152*. In June 2024, the Governor of Rhode Island signed S.2152 into law, the Comprehensive PFAS Ban Act, which prohibits intentionally added PFAS in various products sold in the state.

UPCOMING EVENTS

DECEMBER
10-11
Powder Coating 101
Powder Coating Done Right: The Basics
Houston, TX

2025

JANUARY
28-29
Powder Coating 101
Powder Coating Done Right: The Basics
Greensboro, NC

FEBRUARY
18-19
Powder Coating 202
Powder Coating Done Right: Advanced
Plymouth, MN

MARCH
4-5
Powder Coating 101
Powder Coating Done Right: The Basics
Cleveland, OH

APRIL
14-16
Powder Coating Week 2025
Orlando, FL

MAY
6-7
Powder Coating 101 in Spanish
Powder Coating Done Right: The Basics
FABTECH Mexico

6-8
FABTECH Mexico
Monterrey, Mexico

For more information and/or to register to any of these events, go to www.powdercoating.org and click on the Events tab.

Qemtex Launches Powder Coatings Plant in UAE Targeting Global Market >>

Qemtex Chemical Holding has announced the launch of its new powder coatings plant in the UAE. The facility, situated in the Umm Al Quwain Free Trade Zone, produces a wide range of products, including architectural, industrial, and specialized powder coatings.

Production capacity expansion will be implemented in two stages: the initial output of 5,000 tons per year will be increased to 10,000 tons during the second stage. Qemtex plans to allocate at least 30% of its production to the UAE domestic market, with the remaining 70% destined for export to Gulf Cooperation Council (GCC), Middle East and North Africa (MENA), E.U., and U.S. markets.

Alexandr Glukhov, group CEO, stated, "We've assembled a strong international team of experts with up to 30 years of industry experience from a dozen countries. This allows us to develop innovative, environmentally friendly solutions for clients from all around the world."

The company invested $16 million in production facilities and a state-of-the-art R&D center. This center is designed to become one of the top three powder coatings research facilities in the region.

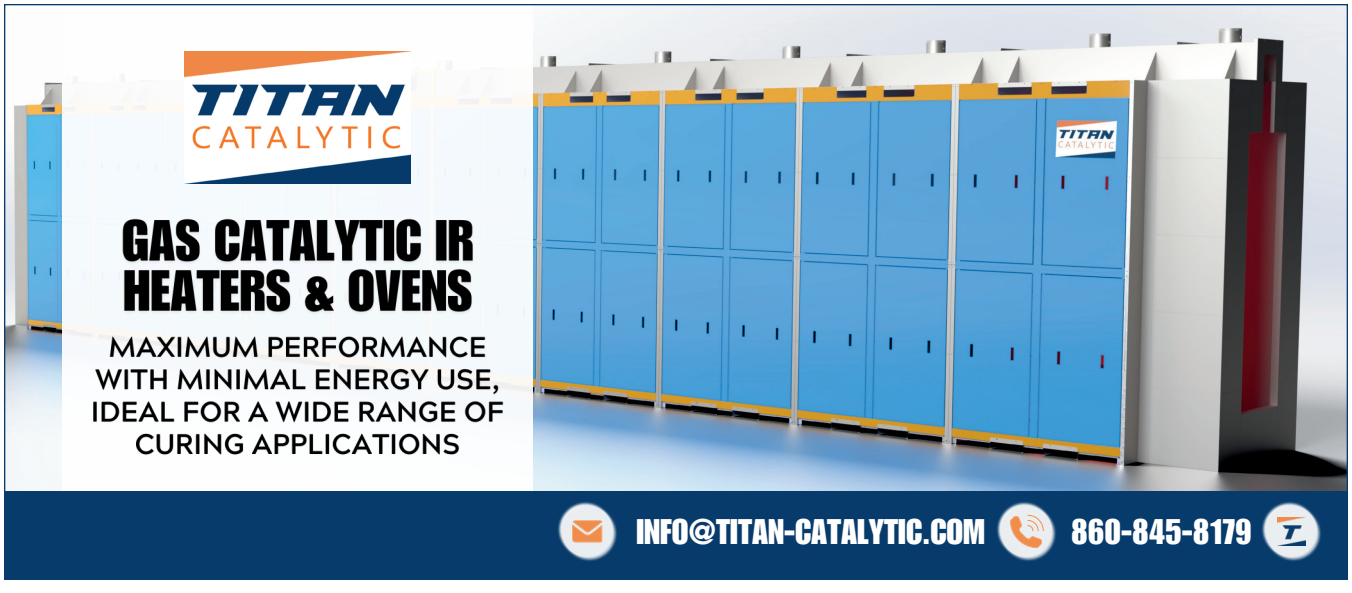
Gema Announces New Company Headquarters in Gossau, Switzerland >>

Gema Switzerland GmbH, a Graco Inc. Company, is proud to announce the relocation of its headquarters to a new, cutting-edge facility in Gossau, Switzerland. This move highlights the company's dedication to future growth, sustainability, and environmentally conscious technologies.

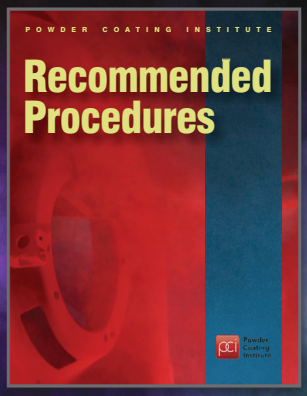
Spanning 20,000 square meters, the new headquarters features spacious office areas, modern meeting spaces, and state-of-the-art technological infrastructure. The facility's high-bay warehouse and expanded production areas will enhance manufacturing efficiency and increase production capacity, positioning Gema for continued growth.

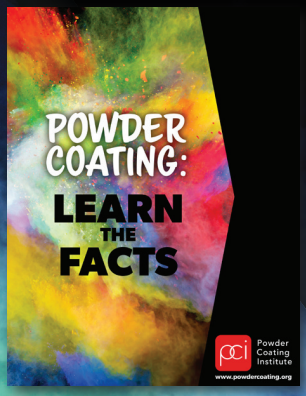
Additionally, the upgraded test and customer application lab, equipped with four advanced coating lines, will enable coating tests to be carried with maximum efficiency and practicality.

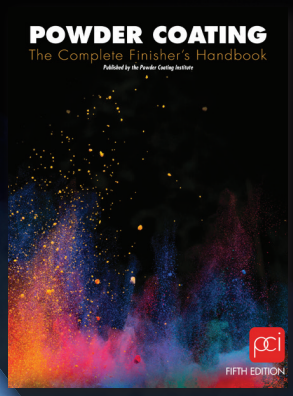
From the new Gossau facility, Gema will continue to develop, manufacture, and distribute its renowned components and systems to clients worldwide. This move marks a key milestone in the company's journey, reinforcing its commitment to delivering quality, innovation, and exceptional customer service.



Visit the PCI Store today for all of your powder coating resource needs







All the Information You Need.

All in One Place.

PCI offers a wide variety of comprehensive powder coating resources in our online store. Products are available to both members and non-members, and include technical briefs, troubleshooting help, recommended procedures, visual standards and more. And don't miss ***Powder Coating: The Complete Finisher's Handbook***, now in its 5th edition.

www.powdercoating.org/store

Powder® Coating Institute

Alan Alex Joins Carlisle Fluid Technologies

Alex

Carlisle Fluid Technologies is pleased to announce that Alan Alex has joined the company as sales director, North America. Alan brings over ten years of progressive leadership experience to the Carlisle Fluid Technologies team.

Alan's vast experience as commercial director, North America for AkzoNobel's Coatings business and business director and business development manager at AkzoNobel will help define new opportunities to advance the industry. His solid track record will help lead the North American sales team and valued partners to achieve increased revenue and drive overall growth.

Brian Zumbolo, chief commercial officer, believes, "Alan Alex's experience and leadership will help bring Carlisle Fluid Technologies' vision for growth to our valued distributors and customers." Brian adds, "Alan will help elevate our business and take us to the next level."

New Senior VP at allnex

McManus

Jeff McManus has been named senior vice president of Americas at allnex, a global leader in industrial coating resins and additives.

Jeff has an excellent background in strategic business development and leadership. With an impressive 18-year career at Clariant in various leadership roles, Jeff has proven his ability to drive growth and innovation across multiple segments and regions. His extensive experience in steering complex business units and his deep understanding of the industry make him a valuable addition to the allnex team.

Originally from North Carolina, Jeff holds a bachelor of biochemistry from North Carolina State University along with an MBA from Auburn University.

Jeff enjoys cooking and exercising and is based in Alpharetta, GA.

Keyland Polymer Material Sciences Appoints Andrew Walton to Vice President

Walton

Keyland Polymer Material Sciences, a global leader in UV curable solid resin and powder coatings, appointed Andrew Walton to the position of vice president effective immediately. Walton will manage all business operations of Keyland Polymer UV Powder, Keyland Polymer UV Systems, and DVUV Wood Powder Coating.

Michael Knoblauch, president of Keyland Polymer, states, "This appointment is a result of our unprecedented growth in business. Andrew is a strong leader, focused on company culture, communication, and achieving business goals. His knowledge and expertise are invaluable to our business, as we continue to grow. I, and the rest of the Keyland team, are excited to work alongside Andrew."

Walton joined the company in 2007 as a specifications representative for DVUV Wood Powder Coating. He most recently served as business development manager, North America & Asia Pacific for Keyland Polymer UV Powder, building the market for UV cured powder coating applications in aerospace, automotive, recreational equipment, healthcare, and other industries.

Marty Powell Joins Trimac Industrial Systems as Sales Engineer

Powell

Trimac Industrial Systems announces that Marty Powell has joined their team as sales engineer. Marty has been in the finishing business for over 40 years, specializing in equipment sales and service and working as a manufacturer as well as a distributor. His focus is on turnkey systems, batch systems, chain-on-edge systems, parts washers, infrared ovens, and a variety of applications across many industries in addition to powder coating.

Marty is involved in PCI and CCAI, speaks and teaches at various coatings industry workshops, and has been published in trade media on topics including climate control for systems, oven design and improvement, fire safety and compliance, and finishing systems design. He will serve Trimac's customers nationwide based out of his home office in Pennsylvania.

Kevin Braun Named Senior Vice President, Operations at PPG

Braun

PPG announced that Kevin Braun, previously senior vice president, industrial coatings segment, became senior vice president, operations, effective October 1, 2024. Braun will succeed Ram Vadlamannati, who announced his intention to retire from PPG after 25 years with the company. Vadlamannati will leave the company at the end of the year. Braun will continue to report to Tim Knavish, PPG chairman and CEO, and serve on PPG's operating committee. In his new role, Braun will lead the operations organization that includes PPG's supply chain, operational excellence, manufacturing operations, procurement, and environment, health, and safety functions. He will also maintain executive oversight accountability for packaging coatings, and specialty coatings and materials. The automotive OEM and industrial coatings businesses, which remain part of the industrial coatings segment, will transition to report directly to Knavish.

Say Hello to PCI's Newest Member >>

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Minimizing Challenges When Building a Powder Coating System

By Anne Goyer & Kevin Coursin

Purchasing a powder coating system is no small feat. It's a major investment for companies and many spend a great deal of time doing research, creating a specification, vetting vendors, developing an implementation plan, and so on.

Liken building a new powder line to building a home. When you think you've done everything correctly, and finalize your plans, you create a sense of excitement about your new system. More efficient processes, improvement in throughput, and the opportunity to operate a new line are great for management and employees alike. But it's not a simple nor easy process. Read on to learn how you can make the process as stress-free as possible and what you should do when something goes awry.

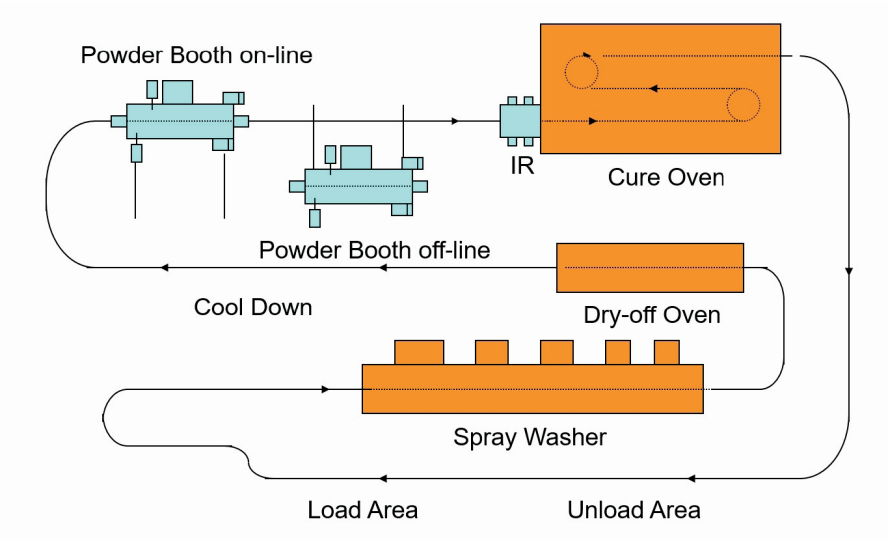

Figure 1: *A typical layout for a powder coating line.*

Writing a Spec

It is critically important that you create a specification that accurately depicts your requirements. Let's begin with the size of a new powder coating system (Figure 1). Size depends on the dimensions and quantities of the products to be coated. A production analysis is necessary to address both current and future requirements. Without an accurate and comprehensive production analysis, there is a risk of misallocating capital equipment funds and encountering issues with the system's expected production capacity.

When developing your spec, it is advisable to consult with both a pretreatment supplier and a powder supplier to determine the process requirements needed to ensure the powder coatings perform optimally. These requirements will dictate the type of pretreatment system and oven(s) you will need.

Most systems will be designed to accommodate the largest part you will be powder coating. This "profile window" can also be utilized for smaller parts included in the production plan. At this stage, some assumptions are necessary, such as identifying the largest part profile the system should accommodate (height, width, length, and weight). Additionally, considerations for how these parts will be presented to the system (vertically or horizontally), the number of color changes, reject rates, production hours per day, and the number of production days per year are required. Information about the existing plant area or whether a new building is involved must also be included.

Research

Once you have a specification fleshed out, you need to have someone who is very good at research to begin planning for a new powder coating line. Knowing where to find accurate information is critical because it all factors into your overall experience of building a new line. While there is a great deal of information online these days, you can't really tell what's accurate or how often the information is updated. Consider running a Dunn & Bradstreet report (DNB) on the companies that provide proposals, including checking on any lawsuits they've been involved in. You are making a large capital investment that you want to protect.

This may sound like a shameless plug, but one of the best places to do research is at PCI's annual Powder Coating Week. It's the largest gathering of powder coating specific suppliers and end users each year. Beyond visiting with top suppliers in the industry who can provide you with system quotes, it's a terrific opportunity to network with others who have already gone through the process of putting in a new system. You can pick their brains and walk away with valuable information that can help you make good decisions. Your next chance to attend Powder Coating Week is April 14–16, 2025.

Budgeting

Once the factors noted above are determined and documented in a specification, it can be sent to various system houses and powder booth application equipment vendors for budgetary quotes. With this information, a proper budget can be developed and submitted to the owner or management of your company for fund approval. If approved, a final specification can be sent for detailed quotations.

Seeking & Comparing Proposals

After you've written your specifications and determined your budget, it's time to reach out to vendors and request detailed proposals. Be very specific in providing a deadline to receive proposals. Be reasonable. Start a spreadsheet to compare the approaches and equipment proposed.

Connect with Referrals

Request at least five referrals that you can reach out to during your search process. While you likely won't receive a referral that may have had an unpleasant experience, if you take the time to speak to the referrals you receive, you should

get a good overview of what it is like to work with a company throughout the entire process. Ask them for the good, the bad, and the ugly. Sometimes the ugly does rear its head and you want those details to help avoid facing the same pitfalls.

Contracting

Contracting is one of the most important steps in the process. Contracts should serve to protect you and your vendors, and there should be no gray areas of uncertainty. Contracts should clearly detail the cost, the timeline, when you'll receive progress reports, the equipment you'll be receiving, consequences when the schedule falls behind, the process to make changes once the contract is signed, etc. It is highly recommended that your legal counsel reviews a contract prior to signing. You want to avoid any legal issues along the way as they quickly become very costly. A solid contract that you and your vendor(s) are comfortable with will assist in getting you the system you want, when you want it.

Another area to consider is payment terms. Since a new system can take a long time to manufacture and install, the payment terms should follow expenditures of the vendor. If you allow the progress payments to track expenditures, neither party will get behind the proverbial eight ball if something goes wrong.

Once the system is up and running, have staff trained by your vendors so you can begin producing quality parts.

Progress Reports

Ensure you receive progress reports as noted in your contract. Depending on the size of your system, months at the outset may be fine; perhaps require them every week beginning six months out from project completion. Get the reports in writing and save them. When you don't receive them, it's imperative you document the lack of reporting in writing back to the vendor, saving that communication as well. In other words, DOCUMENT EVERYTHING! If you see things falling behind in reports, ask the vendor to provide details on why things are not on schedule and what they plan to do to get it back on schedule. Of course, save that information as well.

Installation & Start Up

It's a big day when the installation of your new system begins. Ensure you and your staff are ready and that

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everything you needed to do for the installation is in place. Your facility should be clean and clear of anything that would hamper the system installation. Installations can take from four to twelve weeks depending on the size of your system. Your vendors should provide you with all the installation details before anything arrives at your plant.

Once installed, it's another big day when you start up the system. There should be a training period from your vendors on the operation of the system. Every staff member involved in running the system should be thoroughly trained to ensure they can operate and maintain the system after the vendor leaves. It is a good idea to have your maintenance people available to watch the installation and to shadow the start-up personnel to learn how to troubleshoot the system. There's nothing better than hands-on experience before you are running production parts.

Up & Running

Once you are up and running, there will always be tweaks you'll need to make. For example, you may need to modify your hanging arrangement or powder gun settings. It is best to continuously keep data on the operation of the equipment such as temperatures, spray pressures, chemical concentrations, gun settings, etc., so you can always compare if something changes. You may need to make adjustments in your equipment from summer to winter conditions. It might be a good idea to include a service call from your vendors in your contract for the evaluation of the equipment twelve months after start-up to get additional eyes on the system and ensure everything is running properly.

When Things Go Wrong

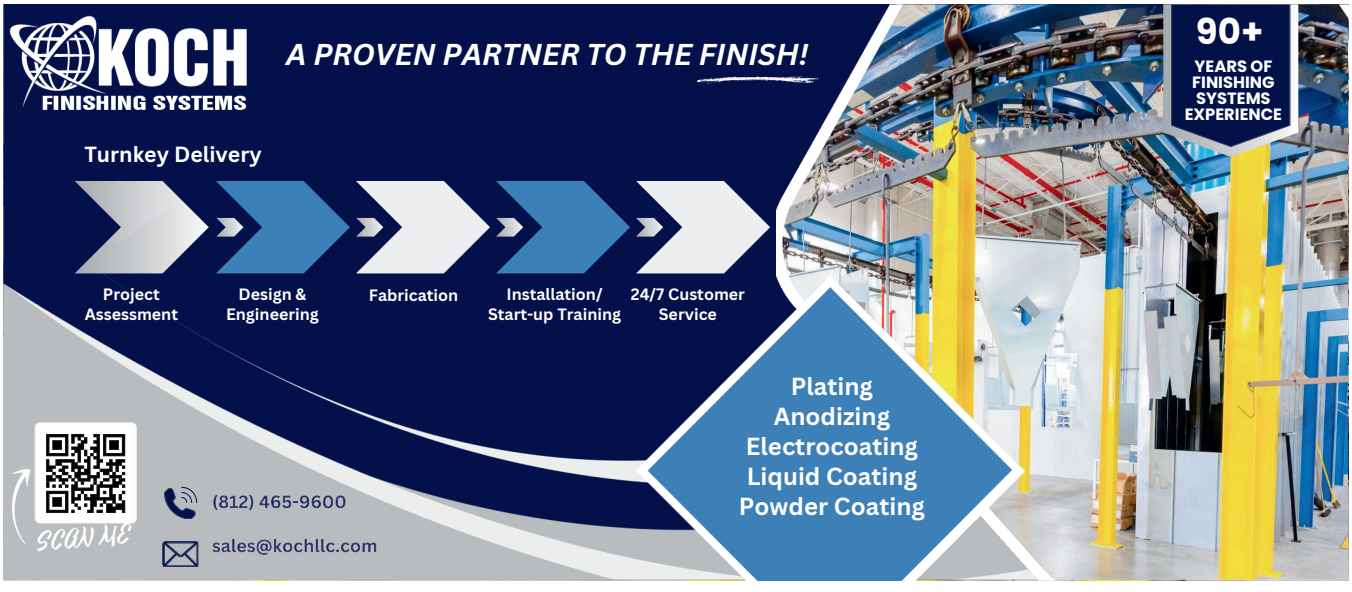
What do you do when things don't go quite as well as you hoped? If you've followed the suggestions above, you should have everything documented and have records of communications with your vendors. We can't stress the importance of this enough. Use your documentation to try and solve problems as they happen. Having a strong record of the process and any issues that have occurred should encourage vendors to work closely with you when something goes wrong. Sometimes, however, the fix isn't easy. Remember that you are making a large investment in your powder coating operations and that your business can be severely impacted when there are significant delays with a new line. While this may be your last resort, you may need to involve your legal counsel to protect your investment and get results. No one wants to do this, but sometimes it's necessary. Remember, this is your business and it's important that everyone delivers as contracted.

Minimize Your Challenges!

In speaking with others who have gone through this process, some take years to do their research, write a spec, seek proposals, and move forward with the purchase of their line. You can't rush this process, and you must realize that throughout this journey, unexpected things can and likely will happen. The key is that when they do, you are well prepared and can quickly react to avoid delays when possible. You can't predict a year like 2020 when supply chains were severely impacted, but it's critical that you have plans in place so you can continue to run your business. Minimizing your challenges when building a new system will serve you well in the long run!

Anne Goyer is president of Goyer Management International and Kevin Coursin is executive director of the Powder Coating Institute.

PCT



Expand your Powder Coating Knowledge with PCI Workshops!

Whether you are looking to enhance your own career path or ensure your workforce is trained effectively, PCI hands-on workshops can help you obtain the skills to make better decisions on coating-related issues. Taught by the highest quality professionals in the industry in an unbiased and commercial-free manner, PCI's training programs will surely give you the competitive advantage you need!

POWDER COATING 101

Powder Coating Done Right: The Basics

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

December 10-11: Axalta Coating Systems | Houston, TX

January 28-29: TCI Powder Coatings | Greensboro, NC

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.

February 18-19: Wagner Industrial Solutions | Plymouth, MN

May 13-14: Nordson Corporation | Amherst, OH

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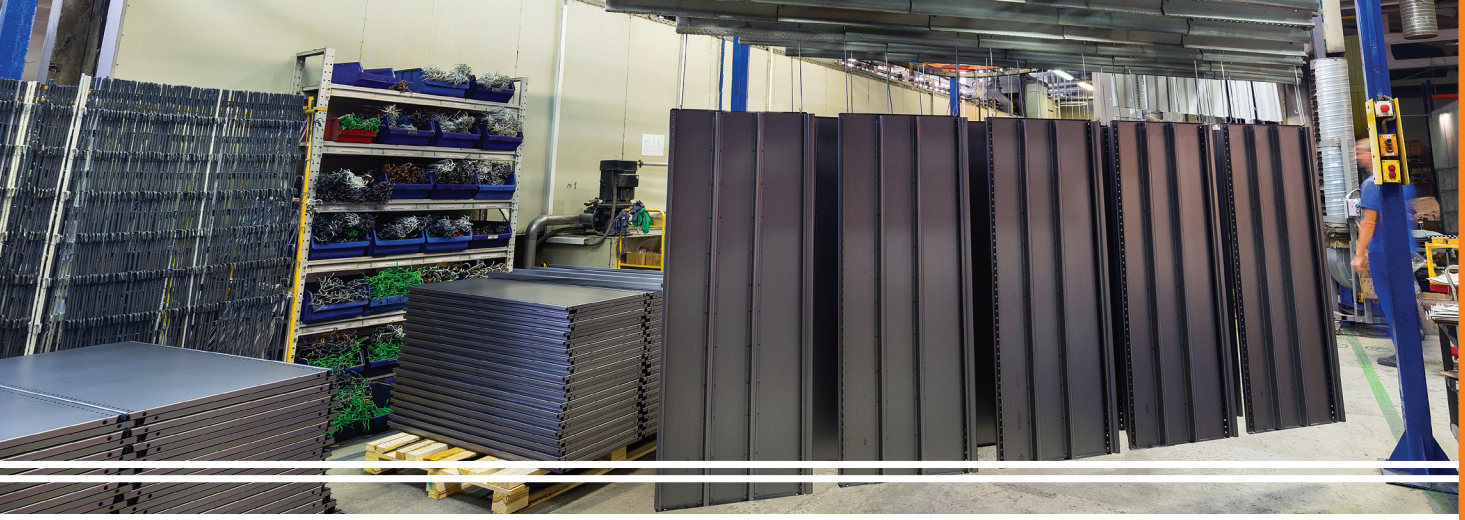

CONVEYOR EQUIPMENT

Belt
Carlisle Fluid Technologies
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LS Industries
Reliant Finishing Systems
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Chain-on-Edge
Carlisle Fluid Technologies
LS Industries
Reliant Finishing Systems
TITAN Catalytic
Trimac Industrial Systems, LLC

Enclosed Track
Digilube Systems
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Mighty Hook, Inc.
PEM Inc.
Reliant Finishing Systems
Richards-Wilcox, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Floor
Digilube Systems
KOCH Finishing Systems
LS Industries
Richards-Wilcox, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

I-Beam
Digilube Systems
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Mighty Hook, Inc.
Reliant Finishing Systems
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Parts
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Richards-Wilcox, Inc.
RTT Engineered Solutions
Sames
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Power-and-Free
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KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Mighty Hook, Inc.
Reliant Finishing Systems
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Wenker Inc.

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KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
PEM Inc.
Reliant Finishing Systems
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
United Finishing Systems LLC
Vulcan IR Systems
Wenker Inc.

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Belco Industries, Inc.
Carlisle Fluid Technologies
Fostoria Infrared
Hedson Technologies North America
IntelliFinishing
KOCH Finishing Systems
LS Industries
Reliant Finishing Systems
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
Vulcan IR Systems
Wenker Inc.

Infrared (IR)
Carlisle Fluid Technologies
Catalytic Industrial Systems
Fostoria Infrared
Global Finishing Solutions
Hedson Technologies North America
IntelliFinishing

Continued on page 22

Continued from page 21

KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Parker Ionics
RTT Engineered Solutions
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
Vulcan IR Systems
Wenker Inc.

IR, Electric IR
Carlisle Fluid Technologies
Fostoria Infrared
Global Finishing Solutions
Hedson Technologies North America
IntelliFinishing
KOCH Finishing Systems
LS Industries
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
Vulcan IR Systems
Wenker Inc.

IR, Gas IR
Catalytic Industrial Systems
Fostoria Infrared
Global Finishing Solutions
Hedson Technologies North America
IntelliFinishing
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
Vulcan IR Systems

IR, Near IR
Fostoria Infrared
Hedson Technologies North America
KOCH Finishing Systems
LS Industries
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC

Parts & Maintenance
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Carlisle Fluid Technologies
Fostoria Infrared
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Hedson Technologies North America
KOCH Finishing Systems
LS Industries
Reliant Finishing Systems
Therma-Tron-X, Inc.
TITAN Catalytic
Trimac Industrial Systems, LLC
United Finishing Systems LLC
Vulcan IR Systems

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KOCH Finishing Systems
Nordson Corporation
Trimac Industrial Systems, LLC

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Elcometer, Inc.
KOCH Finishing Systems
LS Industries
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC

Spray Washers
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KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
PEM Inc.
Reliant Finishing Systems
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
United Finishing Systems LLC
Wenker Inc.

Vapor Degreasers
KOCH Finishing Systems
Trimac Industrial Systems, LLC

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Elcometer, Inc.
Great Lakes Gages
LS Industries
Reliant Finishing Systems

Vibratory Equipment
LS Industries
Nordson Corporation
Parker Ionics
Sames

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Absorbents for Chemical Spills
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Air Compressors
Digilube Systems
Reliant Finishing Systems

Air Dryers
Digilube Systems
LS Industries
Nordson Corporation
Parker Ionics
Reliant Finishing Systems
Trimac Industrial Systems, LLC

Air Filters
LS Industries
Nordson Corporation
Reliant Finishing Systems

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

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

Air Movers
TITAN Catalytic

Air Purifiers
Elcometer, Inc.
LS Industries

Blow-Off Equipment
IntelliFinishing
LS Industries
Reliant Finishing Systems
TITAN Catalytic

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

Cleaning, Degreasing and Lubrication
Digilube Systems
Hedson Technologies North America
LS Industries
Reliant Finishing Systems

Combustion Systems
LS Industries
Reliant Finishing Systems
TITAN Catalytic

Cooling
IntelliFinishing
LS Industries
RTT Engineered Solutions
Trimac Industrial Systems, LLC

Deburring Equipment
LS Industries

Decoration/Decals
EPSI - Engineered Products & Services, Inc.

Dehumidifiers
RTT Engineered Solutions

Environmental Rooms
Global Finishing Solutions
IntelliFinishing
KOCH Finishing Systems

LS Industries
Midwest Finishing Systems, Inc.
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
United Finishing Systems LLC

Etchants
Henkel Corporation

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

Filters
Digilube Systems
Gema USA Inc.
Global Finishing Solutions
LS Industries
Nordson Corporation
Reliant Finishing Systems
RTT Engineered Solutions

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

Hangers/Hooks/Racks
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
LS Industries
Magic Rack / Production Plus
Mighty Hook, Inc.
TITAN Catalytic
United Finishing Systems LLC

Heat Exchangers
Reliant Finishing Systems
TITAN Catalytic
Trimac Industrial Systems, LLC

Lighting
Fostoria Infrared
Global Finishing Solutions
LS Industries
RTT Engineered Solutions

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

Masking Supplies, Custom
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Essentra Components
Frank Lowe
LS Industries
Magic Rack / Production Plus
Mighty Hook, Inc.
MOCAP

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

Masking Supplies, Tapes
Caplugs/Shercon
EPSI - Engineered Products & Services, Inc.
Essentra Components
Frank Lowe
LS Industries
Mighty Hook, Inc.
MOCAP

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

Mixers/Blenders
Therma-Tron-X, Inc.

Personnel Lifts
Gema USA Inc.
RTT Engineered Solutions

Polishing Media
LS Industries

Polishing/Sanding/Buffing Equipment
LS Industries
RTT Engineered Solutions

Process Management
BASF/Chemetall
LS Industries
Reliant Finishing Systems
Sames
Steelhead Technologies

Protective Clothing
Elcometer, Inc.
Frank Lowe

Respiratory Supplies
Elcometer, Inc.

Rust Removers/Inhibitors
BASF/Chemetall
Henkel Corporation
LS Industries
Reliant Finishing Systems

Software Systems
Steelhead Technologies

Steam Cleaning
Reliant Finishing Systems
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
Reliant Finishing Systems
Trimac Industrial Systems, LLC

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

Stripping Equipment, Salt Baths
Mighty Hook, Inc.

Stripping Equipment, Solvent
Mighty Hook, Inc.

Tanks
Digilube Systems
KOCH Finishing Systems
LS Industries
Therma-Tron-X, Inc.
United Finishing Systems LLC

Temperature Control Equipment
BASF/Chemetall
Henkel Corporation
LS Industries
Pollution Control Products
RTT Engineered Solutions
Therma-Tron-X, Inc.

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
LS Industries
Trimac Industrial Systems, LLC

Valves
Elcometer, Inc.

Waste Treatment
BASF/Chemetall
KOCH Finishing Systems
Therma-Tron-X, Inc.

WHY JOIN PCI?

The Powder Coating Institute (PCI) is your most comprehensive and unbiased resource for all things powder coating. Join our association and get involved to take advantage of the resources, knowledge, and people that can help you stay connected to the powder coating industry.

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Access to the most comprehensive, unbiased resource for powder coating education & training.

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Powder Coating
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Industrial Finishing Solutions LLC
Larea Corp.
Orr & Boss Consulting Incorporated
Spray Tech Industrial Solutions, a Combined Finishing Company

Product Development
Beyond Powder Coatings Ltd.
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Industrial Finishing Solutions LLC
Larea Corp.
Spray Tech Industrial Solutions, a Combined Finishing Company

Software
Bluestreak | Bright AM
Industrial Finishing Solutions LLC
Spray Tech Industrial Solutions, a Combined Finishing Company
Steelhead Technologies

System Design
Industrial Finishing Solutions LLC
Larea Corp.
Spray Tech Industrial Solutions, a Combined Finishing Company

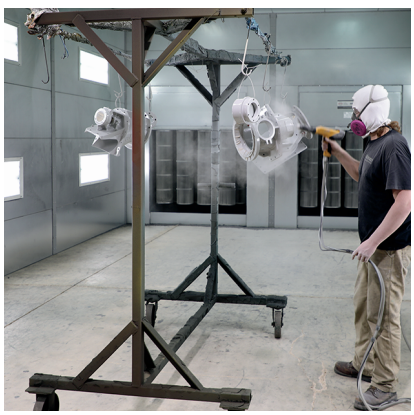
Technical Training
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Industrial Finishing Solutions LLC
Spray Tech Industrial Solutions, a Combined Finishing Company
Steelhead Technologies

Third Party Testing
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Industrial Finishing Solutions LLC
Spray Tech Industrial Solutions, a Combined Finishing Company

Troubleshooting
ChemQuest Powder Coating Research
Danick Specialties & Support Inc.
Industrial Finishing Solutions LLC
Larea Corp.
Spray Tech Industrial Solutions, a Combined Finishing Company

ONE-STOP SHOP **FOR BATCH POWDER COATING**

SURFACE PREPARATION


POWDER APPLICATION

POWDER CURING

Increase profitability while better controlling product quality and production rates by bringing powder coating in-house with a Batch Powder Coating System from Global Finishing Solutions (GFS). Featuring equipment for surface preparation, powder application and curing, GFS serves as a one-stop shop for batch powder coating operations.

GFS GLOBAL FINISHING SOLUTIONS

globalfinishing.com | 800-848-8738

UNITED STATES

Alabama
Premiere Powder Coating

California
Fusion Coatings, Inc.
Gemtech Coatings
Ikon Powder Coating, Inc.
Inland Powder Coating
Master Powder Coating Inc.
Pacific Powder Coating, Inc.
PT Powder Coat
Star Finishes Inc.

Colorado
CW Elaborations
Powder Coating Specialties, Inc.

Connecticut
Compass Powder Coating LLC

Florida
Custom Industrial Products
Eastern Metal Supply
Excell Coatings, Inc.
Florida Fence Products
Pro Powder Coating, Inc.

Georgia
Georgia Powder Coating Inc.
RayPaul Coating, Inc.
Two State Construction

Hawaii
Maui Powder Works

Idaho
Coatings Plus
Premier Powder Coating & Custom Fabrication, LLC

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

Indiana
Amrosia Powder Coating LLC
Beacon Industries, Inc.
Carrara Industries, Inc.
IDS Blast
Kelly Group, The
M&S Industrial Metal Fabricators Inc.
Rush Powder Coatings, Inc.
Winona Powder Coating

Kansas
Anchor Fabrication Kansas
BEPC
HMC
Salina Vortex Corporation
Webco Manufacturing Inc.

Kentucky
Exacta Solutions LLC

Louisiana
Advanced Powder Coating
Martin Specialty Coatings, LLC
Powderdat
Quality Works of Southwest Louisiana LLC

Maine
GDL Powder Coating

Maryland
Chesapeake Coating Inc.

Massachusetts
Westside Finishing Co.

Michigan
Albar Industries
Anchor Bay Powder Coat LLC
Diesel Freak LLC
Powder Masters LLC
Rapid-Line

Minnesota
Associated Finishing, Inc.
D & K Powder Coating
Douglas Finishing
Industrial Finishing Services, Inc.
Twin City Powder Coating

Missouri
Hi5 Metal Fab
Metaltech Products, Inc.

Nebraska
Central Nebraska Fabrication

Nevada
Advanced Powder Coating and Sandblasting
AR Iron, LLC
Hirschi Iron LLC
Proficient Powder Coating LLC

New Mexico
ABQ Manufacturing, Inc.
Absolute Powder Coating LLC

New York
Deloka, LLC

North Carolina
R & R Powder Coating, Inc.

North Dakota
Powdercoat Specialists

Ohio
A Plus Powder Coaters, Inc.
DVUV
Greenfield Products, Inc.
Mid-Valley Chimney
Parker Trutec
PPG Coatings Services
Sewah Studios
Simcote Inc.
Spectrum Metal Finishing, Inc.
Thomarios

Oklahoma
ABITL Finishing Inc.

Oregon
Gheen Irrigation Works

Pennsylvania
Advanced Coating Technology
Applied Powder & Coatings, Inc.
BRIGHTSMITH Coaters
Ingham's Powder Coating
Keystone Koating LLC
Lane Enterprises, Inc.
NYPRAK Industries LLC
Surtech Industries

South Carolina
Tower Powder Coating

Tennessee
ABJ Custom Powder Coating
PowderworX615, LLC
Prime Powder Coating
Pro-Kote, LLC
Storm Power Components

Texas
3P Industries, Inc.
AZZ Surface Technologies

Utah
Jorgensen Ford
Powder Coatings of Utah
Smith Powder Coating

Virginia
American Stripping Company
ASCO
SJS Industrial

Washington
American Structures & Design Inc.
Fence Specialists
Secoma Powder Coating and Fabrication
Skagit Powder Coating

Wisconsin
All-Color Powder Coating, Inc.
Blast Shop, The
Classic Coatings, Inc.
Everbrite, LLC
Rocket Powder Coating

Wyoming
Imperial Powder Coating

AUSTRALIA

Multicoat Pty Ltd.

CANADA

Manitoba
Red River Mega Coats

Nova Scotia
Versa Coatings

Ontario
Colourific Coatings Ltd.
IXS COATINGS
Morin Industrial
Ontario Coatings

Quebec
SRT Peinture Industrielle

SPAIN

FERCARE, S.A.

PCI 3000 Certified companies listed with:
PCI Certification is an extensive audit program that evaluates powder coating processes and procedures, equipment, maintenance practices, and quality control to ensure the coater has the capability of producing a high-quality powder coated product. To learn more about PCI Certification, visit www.powdercoating.org/certification.

POWDER COATING DONE RIGHT

The following companies have recently been PCI Certified or Recertified.

Prime Powder Coating
Memphis, TN

Digger Specialties, Inc.
Bremen, IN

Porter Corporation
Holland, MI

Valmont Industries Inc.
Valley, NE

Slocum Equipment, Inc.
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Whether you are looking to build a Turnkey System for large production runs or building a Batch System to finish varying size parts, Slocum Equipment has the knowledge and experience of powder coating systems that guarantees that you will get the right equipment at the right price!

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or visit us on the web: www.slocumequipment.com

POWDER APPLICATION EQUIPMENT & BOOTHS

Batch
Carlisle Fluid Technologies
Fostoria Infrared
Gema USA Inc.
Global Finishing Solutions
KOCH Finishing Systems
LS Industries
Nordson Corporation
Parker Ionics
PEM Inc.
Reliant Finishing Systems
RTT Engineered Solutions
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
United Finishing Systems LLC
Wagner Industrial Solutions

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

Control Systems
Carlisle Fluid Technologies
Gema USA Inc.
KOCH Finishing Systems
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
KOCH Finishing Systems
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.
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
Reliant Finishing Systems
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.
LestaUSA Robotic Finishing
Nordson Corporation
Parker Ionics
Sames
Trimac Industrial Systems, LLC
Wagner Industrial Solutions
Yaskawa America, Inc. Motoman Robotics Div.

Spray Applicators
Carlisle Fluid Technologies
Gema USA Inc.
LS Industries
Nordson Corporation
Parker Ionics
Reliant Finishing Systems
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)
Belco Industries, Inc.
Global Finishing Solutions
IntelliFinishing
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Parker Ionics
Reliant Finishing Systems
Spray Tech Industrial Solutions, a Combined Finishing Company
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
United Finishing Systems LLC
Wenker Inc.

Powder Application Rooms/Clean Rooms/ Environmental Rooms
Global Finishing Solutions
IntelliFinishing
KOCH Finishing Systems
LS Industries
Midwest Finishing Systems, Inc.
Reliant Finishing Systems
RTT Engineered Solutions
Spray Tech Industrial Solutions, a Combined Finishing Company
Therma-Tron-X, Inc.
Trimac Industrial Systems, LLC
United Finishing Systems LLC

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POWDER COATINGS

Thermoplastics, Nylon
AkzoNobel Powder Coatings
IFS Coatings

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.
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

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

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

Thermoset, Hybrids
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Thermoset, Polyesters
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

POWDER COATING CHARACTERISTICS

Anti-Graffiti
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Antimicrobial
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Architectural Grade
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Clearcoats
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Conductive
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Electrical Insulating
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

FDA/NSF Compliant
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Fluorescents
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Beyond Powder Coatings Ltd.
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

For Heat-Sensitive Substrates (Low Cure)
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Continued on page 32

Continued from page 31

Hammertones
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

High-Reflectance
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Spectro Coats
TCI Powder Coatings
Vitracoat

High-Temperature Resistant
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Meets Military Specs
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Metallics
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Metallics, Bonded
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Near-Infrared-Curables
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Sherwin-Williams Company
Spectro Coats
Vitracoat

Pearlescents
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
Diamond Vogel, Inc.
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Post-Formable
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Sherwin-Williams Company
Spectro Coats
TCI Powder Coatings
Vitracoat

Smooths
AkzoNobel Powder Coatings
American Powder Coatings, Inc.
Axalta Coating Systems
Beyond Powder Coatings Ltd.
Cardinal Paint and Powder
EPC Powder Mfg. Inc.
Hentzen Coatings Inc.
IFS Coatings
IGP North America
Keyland Polymer UV Powder, LLC
PPG
Spectro Coats
TCI Powder Coatings
Vitracoat

Static Dissipating
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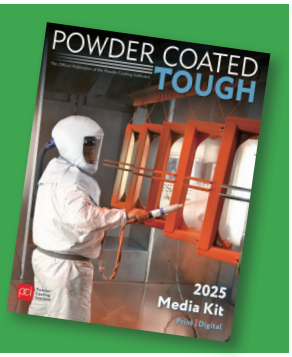
Powder Coated Tough ***has worked hard to plan exciting features for our readers. Here are the engaging topics we will tackle in 2025: Fabricating & Finishing; Agriculture & Construction; Beneficial Collaborations in the Powder Coating Industry; Audits & Certifications; Expansions & Evolutions.***



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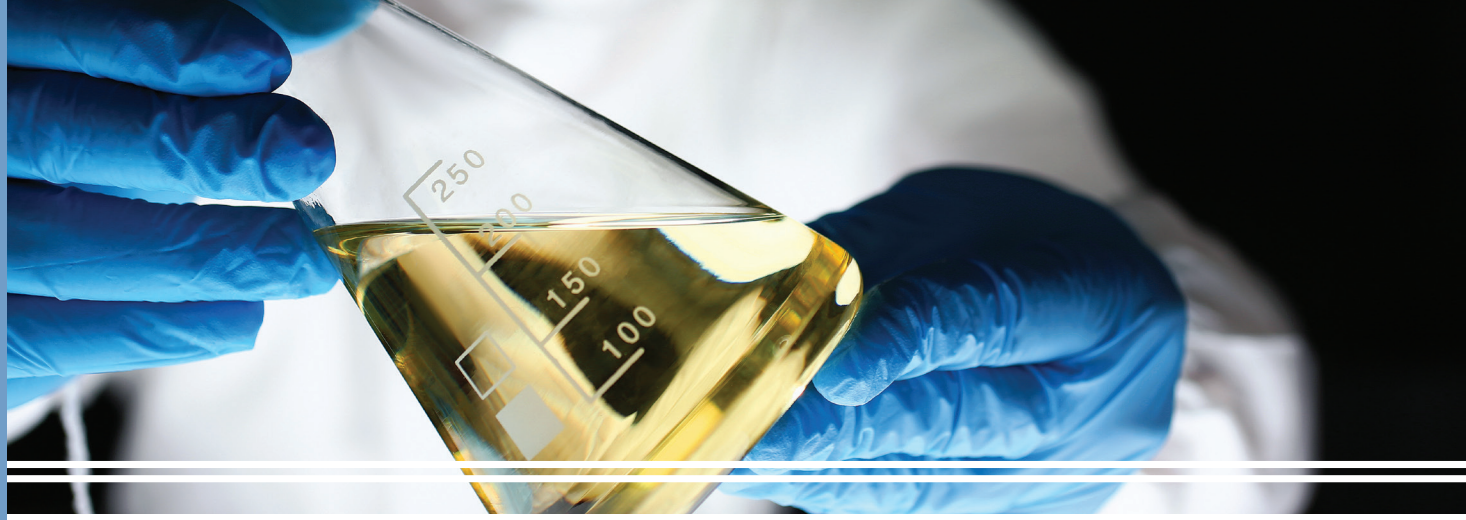

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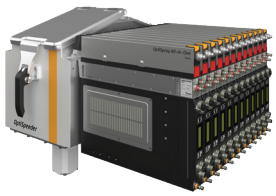

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You have questions, we have answers. In each issue of PCT, *our extensive network of powder coating experts provides information to help you with your powder coating challenges. Let us know what's keeping you awake at night, and we'll do our best to help you get a good night's sleep!*

Bath Time

We have been operating our powder paint line for several years. Like most companies, we have been running the line but have now had some turnover and training has become more difficult. Someone asked if we had documented standard operating procedures for our pretreatment system. However, these feel burdensome. Why are they important to our powder coating process?

Standard operating procedures (SOPs) are essential for maintaining the quality and safety of your chemical baths. These procedures should be developed in collaboration with your chemistry supplier and tailored to your specific system capabilities.

SOPs outline the manufacturer's intended use of their products and provide guidelines for assessing material quality. Testing standards may include parameters such as color, smell, pH, viscosity, and titration to determine the correct solution concentration. It's crucial for paint and pretreatment suppliers to offer regular training for operators and managers to ensure everyone can perform, interpret, and respond to test results effectively. Maintaining records of these results may also be required by customer or manufacturing auditors.

Routine parameter testing is vital for maximizing product effectiveness. If results fall outside recommended limits, specification testing serves as an early warning, enabling prompt corrective actions. Adhering to SOP parameters also promotes workplace safety. Using chemicals beyond their specified range can create hazardous conditions. For instance, chemicals used in metal pretreatment often contain reactive acidic or alkaline substances. Maintaining the stability of these products ensures proper substrate processing and a safe work environment for employees.

Learning Curve

I have started a new powder coating operation after having done liquid coating for many years. While still learning about applying powder the most efficient way, I wanted to learn if I can repair powder coating defects. What do I need to consider doing this properly?

Transitioning from liquid coating to powder coating can indeed present a learning curve. Repairing defective powder coating can sometimes be costly, so your first step should be to evaluate whether the part is worth repairing or if it should be scrapped. If repair is the most viable option, selecting the appropriate method is crucial for achieving a satisfactory result.

If the defect is a large area, the best method would be to strip the entire part. This can be accomplished via blasting, chemical stripping, thermal stripping, or with a fluidized sand bed. After the part is stripped, then the part can be coated as if it was a new part. If it is a small spot repair, the defect can be sanded to a feathered edge, wiped clean with water or a solvent, and recoated.

If you encounter any specific challenges or unique issues, consulting with the powder coating manufacturer or a professional in the field can provide additional guidance.

Thermophobia

Our company is introducing a new product made with a lightweight plastic composite material. We want a finish that is both protective and decorative. We are very sensitive to environmental, climate, and cost of energy issues and have ruled out solvent and water-based paints. The material will deform at 280 degrees Fahrenheit, so thermoset powder coatings are not an option because of high melt temperatures and long melt times. Is ultraviolet (UV) cured powder coating a possible finishing material for our product?

The key question to ask is, "At what temperature does the material begin to deform?" If this temperature is below 140 degrees Celsius (280 degrees Fahrenheit), you have what is typically referred to as a heat-sensitive part, which can be made from wood, plastic, composite, carbon fiber, or an assembled

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component with seals and/or liquid fluids. When you cure UV powder it is first melted in an IR oven, but the part does not heat like it would in a convection oven because it does not require extended dwell time to get the part up to temperature. The IR heats up the powder itself to melt it and then the part passes through a UV light to cure it. Because of this, you should not reach the heat threshold that would cause part deformation. As such, you should proceed with the test trials to make sure it will meet your other performance requirements.

The first trial involves testing adhesion to determine if the applied UV-cured powder passes either an X scribe or crosshatch adhesion test. If it does not, then test and evaluate various pretreatments and/or conductive primers. Once the adhesion test is passed, proceed to evaluating other physical properties as well as the finish appearance to determine if the UV powder meets the customer's requirements.

The Yachting Life

Our company powder coats stainless steel rods used on yachts. After powder coating, we cover the parts with black foam over the ends and high-contact points (such as stanchions and sharp bends), and then with a type of shrink wrap. When our customer receives the parts, some are stored inside their building and some outside. We've noticed an issue with the powder coating taking on the texture of the foam or plastic wrap on parts stored outside. We are using a TGIC powder coat material. Since this customer is storing the parts outside and is located along the southeast coast of the United States, I can't help but think something could be getting introduced without their knowing that could be causing some type of reaction. Can you help point me in what might be causing this to happen?

Given that these parts are stored outdoors along the southeast U.S. coast, it is conceivable that environmental factors or materials used in the packaging might be contributing to this issue. Plastic wrap, when exposed to heat and humidity, will often leach out plasticizers onto the metal substrate and in this case, onto the powder coating. It would be recommended to consider a different type of covering or a paper wrap layer before the plastic wrap.

Compatibility Quiz

Recently, we started coating parts from a new customer using new powder and have been having some issues and rejects. Prior to this, we had good quality parts. Can you point me to anything to help me understand what is happening? Any help would be greatly appreciated.

Since this problem began when you started to powder coat with a new type of powder, it would suggest you may have a compatibility problem. The issue of compatibility can arise when working with powder coatings of different colors or chemical compositions. Such issues may include changes in gloss, surface appearance, physical properties, or color contamination. To avoid discovering these problems on the coating line or at other inconvenient times, it is advisable to test the compatibility of the coatings by mixing and spraying them on test panels. A simple method for assessing powder coating compatibility is detailed in *Powder Coating: The Complete Finishers Handbook,* PCI Recommended Procedure #2.

It's important to note that a small amount of foreign powder can be more problematic than a larger quantity. The ratios provided in the recommended procedure help simulate conditions in a coating facility when switching between different coating colors and/or technologies. The results of the test may reveal issues such as cratering, outgassing, micro-popping, changes in gloss, color contamination, alterations in physical properties, or haziness.

A thorough cleaning of the application equipment between uses or using separate dedicated powder equipment for this new powder is recommended.

Survey Says

I am updating a risk survey for a powder coating operation which had previously received a recommendation for increasing the water density discharge of the sprinkler system in a small area (324 ft²) of shelf storage to 7 feet high of 50-pound boxes of powder, citing NFPA diamond ratings.

I am having difficulty finding the justification in the codes to require this sprinkler upgrade. I've been through NFPA 13 and NFPA 654, looking for storage guidance, but have come up short. I found a reference in the Fire Protection Handbook that powders are not customarily classified as hazardous and are commonly stored under ordinary combustible materials.

Just wondering if you have had this topic come up before and have some relevant info at your fingertips.

Powders are generally categorized as ordinary Group 1 hazard materials. However, NFPA 33 does not specify this classification, leaving it to the interpretation of the local Authority Having Jurisdiction (AHJ). NFPA 13 provides a commodity classification chart, but similarly, it allows for local AHJs to determine how powder coatings should be classified.

Most powder producers in the U.S. recommend storing powders according to local regulations, with many agreeing that powder should be stored under the standards for ordinary combustible materials.

In summary, there is no definitive answer beyond adhering to the recommendations or requirements set by your local AHJ.

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

Test Your Powder Coating Knowledge

This Edition's Deadline:
November 25
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:

What is a potential cause of black smut on steel or non-ferrous substrate after pretreatment cleaning?

A. Cleaner temperature is too high.

B. Cleaner is too concentrated.

C. Cleaner contact time is excessive.

D. Any of the above can potentially be a cause.

Send your answer for your chance to win!
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Pop Quiz questions are 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:

With the following measurements, calculate the minimum airflow required to contain powder overspray in the booth. How much airflow is required in cubic feet per minute?

Opening Type	Opening Size	Number of Openings
Part Opening	3 feet x 6 feet	2
Touch-Up Openings	2 feet 6 inches x 3 feet	1
Conveyor Slot	4 inches x 24 feet	1
Gun Slots	4 inches x 6 feet	4

A. 5,740 cfm

B. 6,840 cfm

C. 7,140 cfm

D. 8,040 cfm

A: *On page 143 of the Handbook, you will find the formula for calculating airflow: Total Openings Area x Average Face Velocity into Openings = Total Air Flow Required to Contain Powder in Booth.*

The desired average face velocity through the openings for booths using automatic equipment is typically 120 fpm. Using the numbers provided, the correct answer is C.

Pop Quiz continues to enjoy great participation.
We appreciate all those who took the time to answer!

This issue's winner is:
Jim Handzel
Director of ENSY Operations
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Larry Ensley

Membership Matters

Being a member of the Powder Coating Institute (PCI) is important for both me and Hubbard-Hall. It's one of the best ways to connect with others in the industry and share ideas.

Through PCI, I'm able to stay up to date with the latest trends and technologies. The conferences and workshops the association offers are valuable for seeing what's coming down the road and provide an opportunity to talk with people who face similar challenges. I also get the chance to share what we're doing at Hubbard-Hall and discuss how we approach things, which is helpful when meeting potential customers.

Hubbard-Hall benefits a lot from being involved in PCI. We've always focused on being a leader in the industry, and PCI helps us stay there. It gives us a solid network where we can not only learn, but also contribute. Whether it's discussions on process improvements or regulatory changes, we're able to bring our own knowledge to the table while learning from others who are facing the same issues.

The idea sharing that happens within PCI is something I really value. It's practical and to the point. We exchange real-world solutions and talk about what works and what doesn't. This kind of collaboration helps me fine-tune what we're doing at our company and make sure we're always looking for better ways to operate.

By leveraging PCI's insights on emerging trends, we're able to stay ahead and provide our customers with the knowledge they need to stay competitive in their markets. The relationships we build through PCI also open doors to new partnerships and collaborations that strengthen our business.

Overall, being part of PCI has helped me and Hubbard-Hall stay connected with the industry. It's not just about networking; it's about gathering and sharing the practical knowledge we need to keep improving. Being part of this community ensures we're continuously evolving alongside industry advancements.

Larry Ensley is director of technical applications at Hubbard-Hall Inc.

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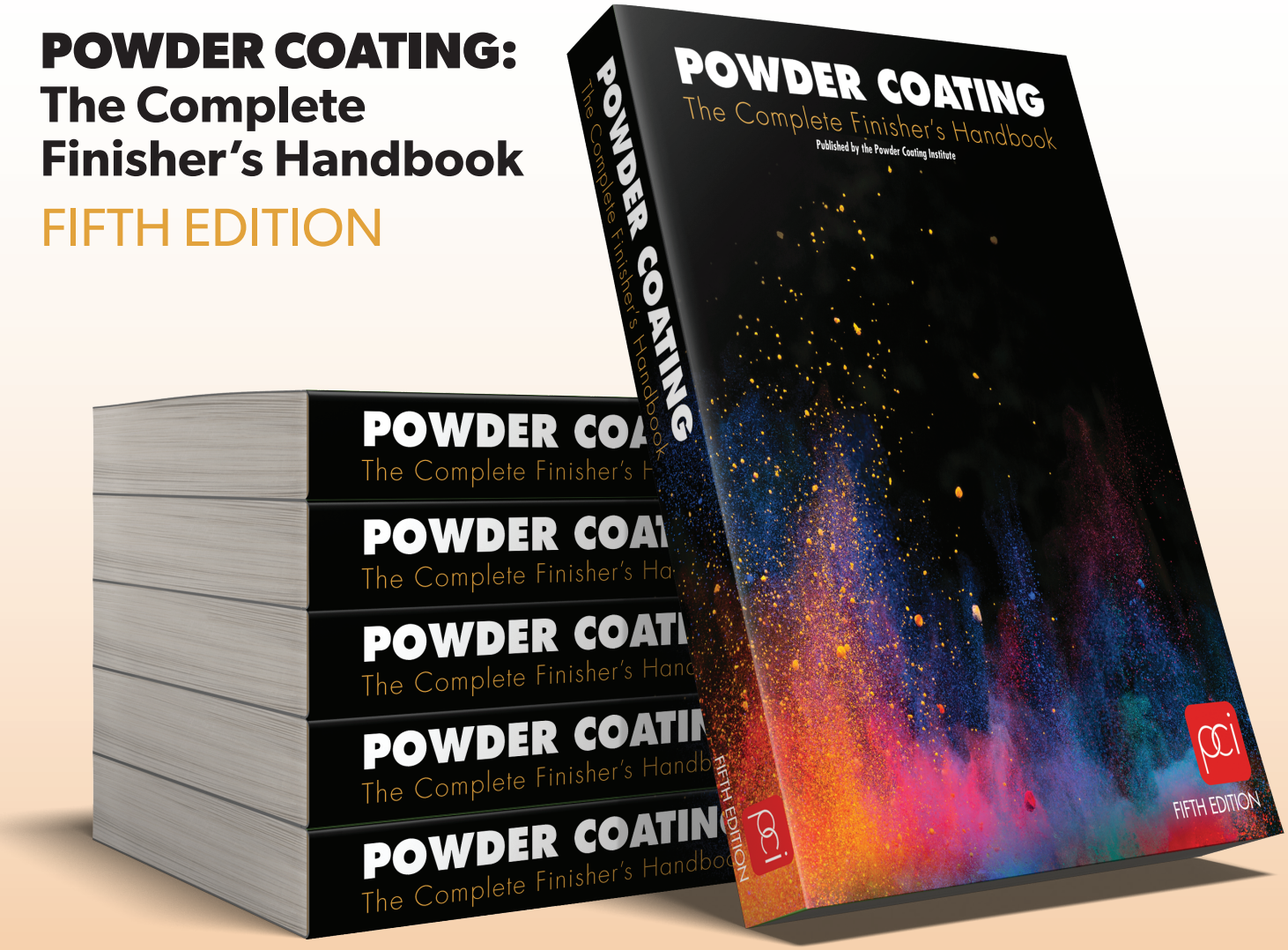

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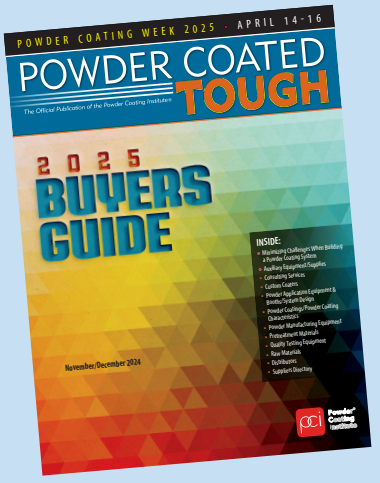

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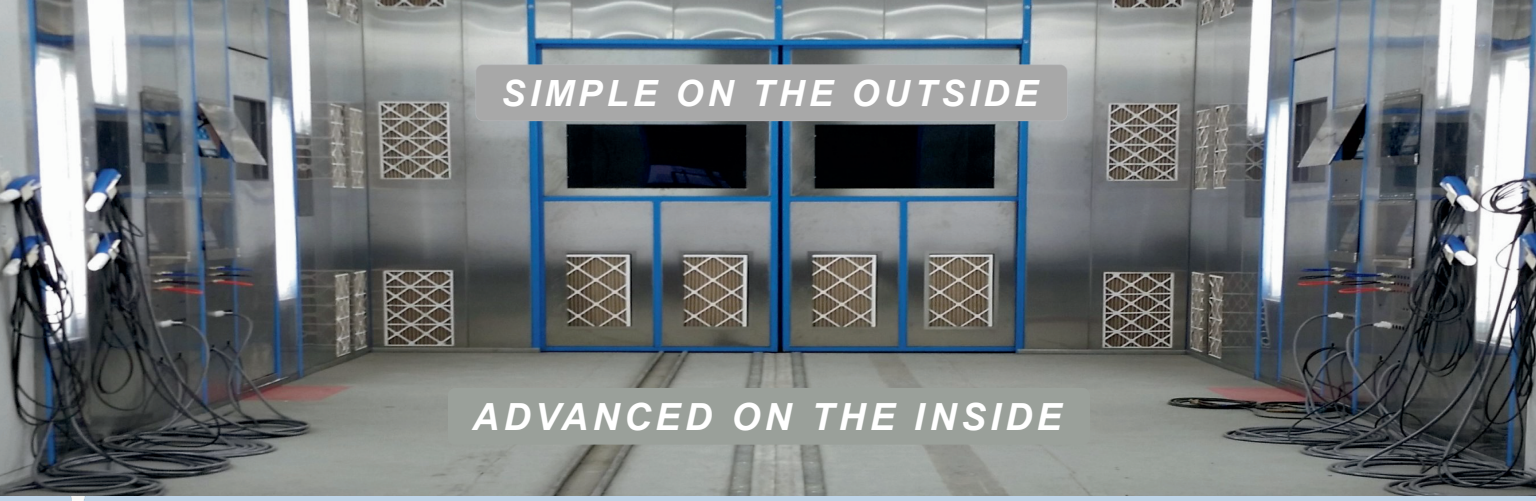

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