

### Challenges

A major Tube and Pipe manufacturer was experiencing the following problems due to the coating they were using:

- Corrosion problems in the field
- Very high clean-up expenses
- Uncontrollable coating usage
- Fire and health hazards
- Double processing of pipes

Instead of focusing on the coating, Quaker used a value added approach, centering on the identification of the manufacturer's necessities and problems, and delivering solutions.

After Quaker met with the manufacturer and identified the specific problems on the line, they proposed a trial of an upgraded solvent-based coating QUAKERCOAT® 547 as a solution to their problems and a way to optimize their lines. Throughout the duration of the trial, Quaker was able to demonstrate how their solution worked in the field and allowed time to educate and build trust with the manufacturer. The value added approach used with the manufacturer lead to them choosing Quaker as a supplier, and converting their line to QUAKERCOAT® 547.

Trial results for solvent-based QUAKERCOAT® 547:

- Significant reduction in smell
- Elimination of mist and harmful vapors
- Elimination of dripping and costly clean-ups and reduction in waste
- Increased drying speeds
- Improved pipe appearance and protection
- Simplified production process
- 63% reduction in total cost



QUAKERCOAT® 547



QUAKERCOAT® 547:  
Total solution to clean up issues

Properties Comparison		
	QUAKERCOAT® 547	Competitive Product
Solids/volume	46%	36%
Average DFT (mils) (1 mil = 25 microns)	0.90	1.40
Transfer Efficiency	83%	65%
Actual Applied Coverage	683.2	266.4
% Recovery (Estimated Average)	30%	0%
Additional coverage from recovery	34.2	0.0
Total Coverage (ft <sup>2</sup> /gal)	717.3	266.4

Properties Comparison		
	QUAKERCOAT® 547	Competitive Product
Gallons/year	42,081.18	113,322.56
ft <sup>2</sup> /gal	820	412
\$/ft <sup>2</sup>	\$0.0263	\$0.0367
Clean-ups	\$0	\$60,000
Total Cost/yr	\$410,977	\$1,106,742

### Process & Equipment

<b>Part:</b>	Seamless Pipe
<b>Concentration:</b>	No dilution
<b>Line Speed:</b>	200 ft./min.
<b>Pipes produced/year:</b>	586,432
<b>Pressure:</b>	400 - 600 psi
<b>Specific Operation:</b>	Spray applied pipe coating

### Product Description

QUAKERCOAT® 547 is a solvent-based, high solids coating intended for use as a decorative corrosion inhibiting coating on metal, particularly tube and pipe surfaces.

#### Benefits

- High solids technology results in greater coating coverage per gallon of product, thus reducing applied coating costs.
- Costly surface corrosion is inhibited because of inherent consistent film uniformity.
- Clean-up costs are minimized due to drying properties and minimal drain-off and drippage.
- Relatively low VOC content allows use in many locations where VOC limitations are stringent.

### Product & Process Expertise

Quaker is a worldwide developer, producer and marketer of custom formulated Tube & Pipe process chemicals and coatings. From first coil to final cut, Quaker is capable of providing process chemicals for all operations in ERW and Seamless mills, and delivers the in-depth process expertise to help maximize your productivity.

Quaker's product line includes hydraulic lubricants, high-temperature greases, cleaners, forming & sizing coolants, drawing & forming compounds, sawing lubricants, hydrotesting compounds, corrosion preventives and a complete line of high-value coatings (including solvent, water-based and UV coatings).