

Challenges

A large Tube & Pipe manufacturer was looking for a series of process improvements in their pipe coating processes. They were dealing with poor coating issues that lead to cleanup/disposal costs, warranty returns and lost production due to downtime. In addition, they needed a partner for service and engineering assistance. Key improvement areas desired by the customer included:

- Reduce drippage to floor, thereby reducing cleanup and disposal cost
- Reduce re-coat cost, due to poor coating, resulting in rusted pipe. Estimated 5% of pipe required re-coating.
- Needed to be in compliance with TEQEC air permit without switching to a water-based product in the summer
- Wanted a service provider
- Needed engineering assistance in design of new coater equipment
- Needed improved coating efficiency
- Needed a strong buyer/seller relationship that instilled trust and confidence

Providing Solutions

Quaker introduced their QUAKERCOAT® 556 product and worked with the customer to meet their service/engineering needs. As a result, the customer was able to reduce costs, gain process efficiencies and increase uptime, all while lowering the manpower required. The impact of the following benefits can be seen in the customer's decision to renew their contract with Quaker for an additional three years:

Product Description

QUAKERCOAT® 556 is a solvent-based, high solids coating intended for use as a decorative corrosion inhibiting coating on metal, particularly on tube and pipe surfaces. It is a low VOC coating.

Process & Equipment Info

Operation:	Spray applied pipe coating – final corrosion inhibitor
Material:	Low carbon steel
Part Produced:	Oil field pipe

Base Line Performance	New Performance
\$85,000 per year to clean drippage from floor and dispose of waste.	No drippage to floor – no cleanup and disposal costs. Savings more than \$85,000/year.
Poor coating required customer to re-coat.	No re-coat required. Quaker provided equipment and product that gives excellent coverage and protection. Estimated savings in excess of \$100,000.
No engineering assistance in design of new coater equipment.	Quaker engineered a coater that operates trouble-free.
Extensive downtime due to poor coating.	No downtime – uptime increased by 25%.
Had to switch to water-based product – resulting in poor coating and wash off.	Complete elimination of HAPs solvents. Reduced VOC emissions by 40%.
No service. Two men assigned to coater maintenance.	Quaker TSS on-site two days every other week. No manpower assigned to coater maintenance.
Coating efficiency at 80%.	Coating efficiency over 95%. Increased efficiency reduced product consumption 17%.
No existing relationship with their supplier.	Strong partnership developed with Quaker.

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, hydrotreating compounds, corrosion preventives and a complete line of high-value coatings (including solvent, water-based and UV coatings).