Quaker
It's what's inside that counts.®

TUBE AND PIPE

CASE STUDY

CORROSION PREVENTIVE
QUAKERCOAT®556

CHALLENGES

A large Tube & Pipe manufacturer dealt with poor coating issues that lead to:

- Cleanup/disposal costs
- Warranty returns
- 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 which reduced cleanup disposal cost
- Reduce re-coat cost due to poor coating
- TEQEC compliant air permit without switching to a water-based product in the summer
- Service provider
- Engineering assistance in design of new coater equipment
- Improved coating efficiency
- Strong buyer/seller relationship

THE SOLUTION

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:

- Lower the manpower required
- Reduce costs
- Gain process efficiencies
- Increase uptime

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.

THE PRODUCT

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.

THE 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).

PROCESS AND EQUIPMENT

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

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