

**METAL COATERS®**

WHERE MORE THAN **COLOR** MATTERS



**METAL COATERS®**

Benefits of  
**PREPAINTED METAL**



# POSTPAINT HIDDEN COSTS

## WHO SHOULD CONSIDER PREPAINT?

- Any business that works with sheet metal that is fabricated into parts or products that are post painted either for decorative or corrosion protection purposes.
- Any business considering updating or replacing its paint line.
- Any manufacturing operation that suffers production bottlenecks due to painting operations.
- Any company that is constrained by space or capital.

## WHEN SHOULD A CONVERSION TO PREPAINT BE CONSIDERED?

Generally, conversions to prepaint occur when other major manufacturing changes are taking place. The time to consider a conversion is when:

- Costs must be lowered to remain competitive
- The down-sizing and or combining of plants is taking place
- A strategy of outsourcing is being pursued
- Plant capacity must be increased

Other factors for consideration include:

- Major capital improvements are planned such as new painting or waste treatment equipment.
- Compliance with United States Environmental Protection Agency (US EPA) regulations has become an issue of critical concern.
- New product model(s) are being designed.
- A plan to optimize use of limited plant floor space is being implemented.
- New fabricating or material handling equipment is being evaluated.

## WHAT MARKETS USE PREPAINT:

- Building Components
- Residential Roofing
- Architectural Roofing and Siding
- Rainwater/Roofing Accessories
- Garage and Entry Doors
- Windows
- Automobiles, Buses, Trucks, and Semi-Trailers
- Appliances
- HVAC
- Office Furniture
- Fixtures and Shelving
- Lighting
- Cans, Ends, Tabs, Crowns, and Closures
- Machinery and Industrial Equipment
- Signs and Displays

### 1. Inventory

- a. Cost of Possession
  - Paints
  - Chemicals
  - Solvents
  - Cleaners
  - Applicators
- b. Work-in-Process
  - Bare parts
  - Pretreated parts
  - Primed parts
  - Painted parts
- c. Stocking/Storing

### 2. Operating Costs

- a. Energy
- b. Filters
- c. Equipment maintenance
- d. Lubricants
- e. Shutdowns
- f. Delays
- g. Rejects
- h. Rework
- i. Spare parts

### 3. Finishing & Cleaning/Material Handling

- a. Receiving
- b. Inspecting
- c. Requisitioning
- d. Spoilage
- e. Cycle planning
- f. Disposition
- g. Preventative Maintenance
- h. Maintenance

### 4. Floor/Ceiling Space

- a. Cleaning equipment
- b. Pretreatment equipment
- c. Priming equipment
- d. Painting equipment
- e. Rework stations
- f. Work-in-progress conveyors

### 5. Environmental

- a. Clean-up programs
- b. Compliance programs
- c. Legal actions
- d. Fines and penalties

### 6. Purchasing (paint & chemicals)

- a. Sourcing
- b. Negotiating (specs and prices)
- c. Standard cost development
- d. Purchase orders
- e. Order follow-up
- f. Damaged goods
- g. Status reporting
- h. Stocking programs

### 7. Cleaning/Waste Treatment Removal

- a. Sludge removal
- b. Cleaning supplies
- c. Maintenance
- d. Cleaning tanks
- e. Clean-up

### 8. Insurance

- a. Part finishing area
- b. Toxic premiums

# WHY CONVERT TO PREPAINT?

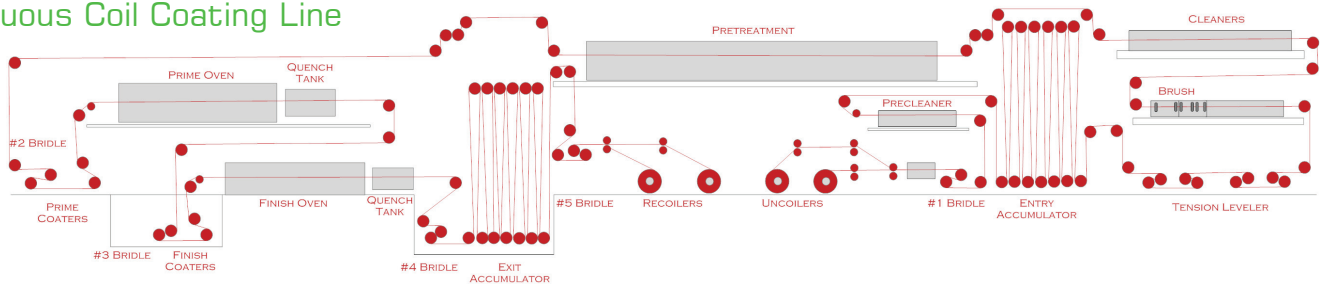
Metal Coaters® specializes in the conversion of manufacturers from their inefficient post-painted processes, to the use of highly efficient prepainted metal. When this opportunity arises, a dedicated supply chain team is created to identify the customer's needs and to engineer coating systems that meet their specific requirements.

## WHAT IS THE PROCESS FOR PREPAINTED METAL?

Metal Coaters® uses state-of-the-art techniques to clean, pre-treat, and roll-apply organic coatings through a continuous process before fabrication. This continuous coil coating process allows for a metal coil, of varying widths, to be unwound, top and bottom sides cleaned, chemically treated, primed, oven cured, top coated, oven cured again, rewound and packaged for shipment at a rate of approximately 700 feet per minute. Since the process allows metals to be finished in one continuous pass through a sophisticated processing line, there

is tremendous flexibility in how the metal is coated and the types of coatings. As a full service coil coater, Metal Coaters® offers a complete line of coating finishes including Polyesters, Silicone Modified Polyesters (SMP), Fluorocarbons (PVDF) and Plastisol (PVC). Coatings are available for interior or exterior and for warranted or non-warranted applications. Prepainted coils can be printed, striped, and embossed to create special visual effects.

## Continuous Coil Coating Line



## PREPAINT ADVANTAGES

As businesses constantly strive to generate revenues and profits, attempting to maintain and gain additional marketshare, the need to lower operating costs while producing a quality product and remaining competitive are priority.

In addition to coil coating, also known as prepaint, differentiating you from your competitor, it also affords you many other economic, environmental, technological, and manufacturing advantages. These include:

### ECONOMIC

Significantly reduces or eliminates:

- Warehouse space
- Material handling costs
- Production bottlenecks
- Work-in-progress inventory
- Costs associated with in-house paint lines (see box "Hidden Costs of Post Painting")
- Energy consumption
- Hazardous waste disposal
- Regulatory compliance
- Insurance premiums

### ENVIRONMENTAL

- Closed loop process allows for the efficient capturing of Volatile Organic Compounds (VOCs), control fugitive emissions, and capture and regenerate solvents

to eliminate air and water hazards solvents and incineration of heat recovery

- Minimizes wastes and emissions
- Overspray, paint, air filter disposal and all hazardous wastes are eliminated
- Prepainted metal is recyclable

### TECHNOLOGICAL

- Transfer efficiency of the coil coating process is 100% as compared to post painting operations where only 60-80% of the spray ends up on the part
- Heat can be regenerated back into the ovens, wet section or other uses in the plant
- Tandem coil coating line has two coating stations, which can apply different coatings on either side of the strip

### MANUFACTURING




- Convert space
- Storage and handling
- Continuous processing
- Safety hazards
- Die lubes
- Quality touchups
- Reduced manufacturing times
- Scheduling problems
- Capacity constraints
- Costly plant expansion

Choose Metal Coaters.

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*Experience the Metal Coaters' Difference.*

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