

High Solids Coating

COVEY CASE STUDY

A client used aqueous pigments for high solids coatings. Their process involved two pigment grades; a so-called fine-size pigment and an ultra-fine size pigment from the same supplier.

The ultra-fine size pigment was supplied at a high solids aqueous suspension immediately suitable for the coating formulation. However the more coarse pigment was available only as a lower solids suspension, which limited the coating solids achievable by the client.

Initially, the supplier advised that a high solids version would be cost prohibitive, with a high capital expenditure required for a low throughput (i.e. only one customer identified), which introduced quality issues (eg bacterial control).

Through discussions with the supplier's manufacturing staff, we discovered that the desired high solids fine pigment was already stored as a pre-feed to the ultra-fine process and that, with some process control improvements for its production, this higher solids would be ideal for the customer's process.

Convincing the supplier that capital expenditure on process control would yield an immediately-saleable product without need for a new storage facility, the new quality-controlled high solids pigment suspension became a "solution" to the customer's dilemma.

As a bonus the customer was able to use their existing storage system, albeit with slight modifications to agitation design and power requirements. Similarly the pumps required minor upgrades.

Importantly, the customer's needs were met without high capital expenditure for tank storage and associated infrastructure by either supplier or customer. And of course the product became an important addition to the suite of products available.



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