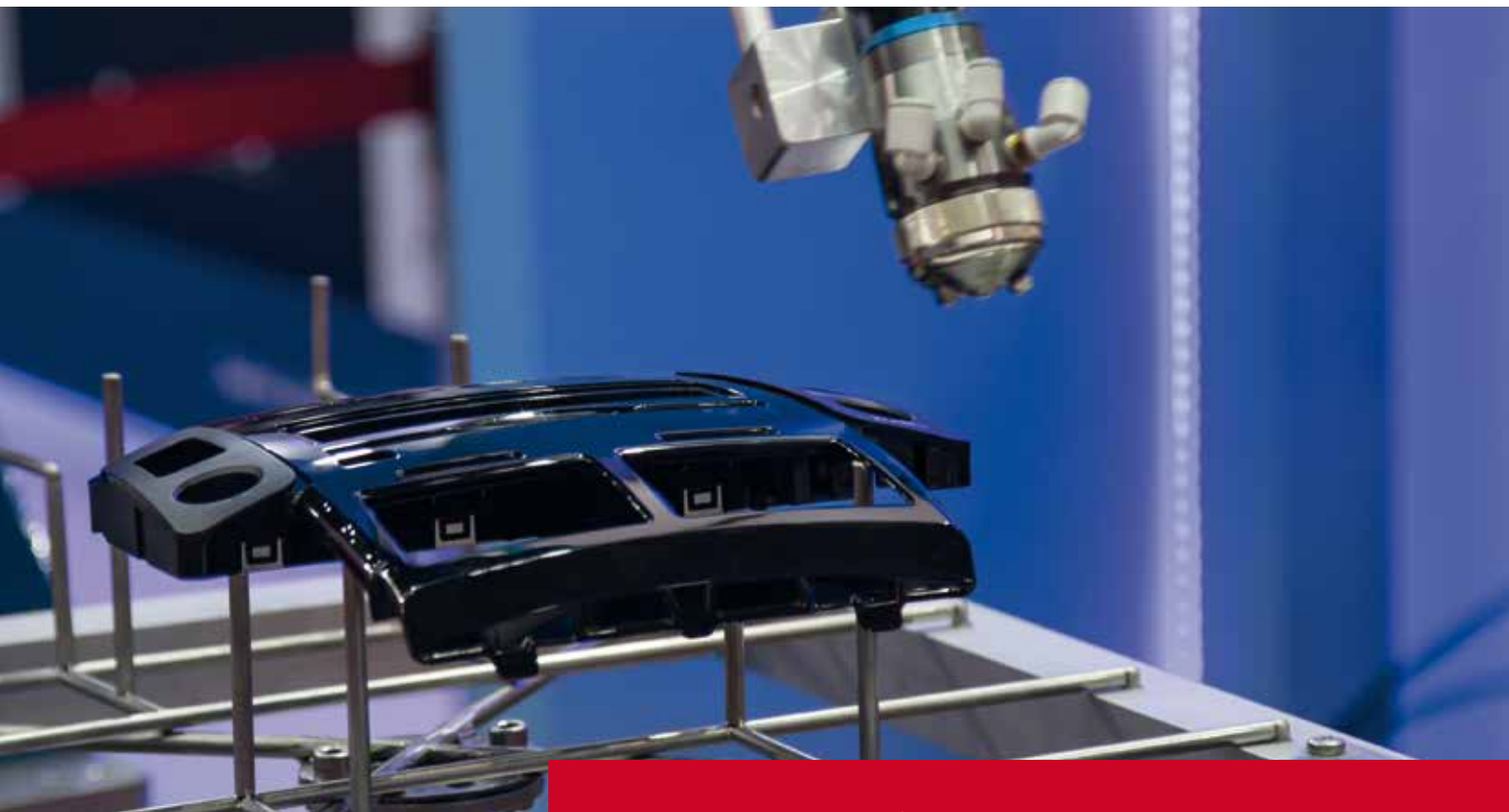


eska[®]clear

/// Best Practice Report



Haug Chemie[®]coagulant for water-based
paint finishing systems

A customer from the automotive sector
switches to our products in record time



*A best practice is a proven procedure, practice,
or method for carrying out a repetitive
activity or project in the best possible way.*

eska®clear H 14 KT and eska®clear PS 12 E

A well-known automotive supplier successfully switches to modern coagulation products from Haug Chemie®

With newly developed coagulation products, Haug Chemie® has launched highly effective water treatment agents for efficient and economical applications in wet painting. It is therefore worth taking a special look at the coagulant eska®clear H 14 KT and the flocculant eska®clear PS 12 E. Our Belgian customer, who holds a leading market position as a supplier of vehicle interiors, is also well aware of this.

Both coagulation products are based on modern formulations and have high levels of active ingredients. The wide range of applications of eska®clear H 14 KT is impressive because almost all paints can be safely removed. The advantage of eska®clear PS 12 E lies in the combination of splitting and flocculating agents, including defoaming additives. As a result, there is often no need for an additional defoamer.

These plus points have probably also led to our long-standing customer relying on eska®clear for well over a year.

The two-week changeover time to the coagulation products from Haug Chemie® is outstanding.

In this best practice report, you can find out how this was possible.

Six steps to lightning-fast project success

1.

The beginning was marked by the existing trusting relationship with the customer. On this basis, potentials were identified, and an initial exploratory discussion on the topic took place.

2.

An experienced sales manager was brought in to support the important, in-depth technical discussion. This was the right decision at the right time because it brought many years of expertise in paint coagulation into the communication process. With this expertise, it was possible to perfectly determine and channel the technical aspects of a possible product changeover. The wishes and requirements of the customer were adequately taken into account.

The primary objective was: Process optimisation thanks to less bonding and increased efficiency.

3.

The ideal **Haug Chemie®** solution for the customer was determined, and targeted measures were planned as part of qualified water sample analyses in the laboratory and numerous coagulation tests with paints:

- Use of a coagulant pump with a smaller stroke volume for a more even product feed
- Adjustment of dosing and idle times for gun-dependent product dosing
- Introduction of a customer protocol to document the bath parameters
- Checking of the exhaust air filters, filter boxes, flow plates, and channels for potential adhesions
- Introduction of a trial diary for internal documentation and as a basis for communication
- Regular laboratory analyses of bath samples to identify trends
- Control of system-specific cleaning activities



Semi-automated wet painting of plastic parts

4.

The presentation of our proposed solution with **eska**®clear H 14 KT and **eska**®clear PS 12 E as well as the detailed explanation of the corresponding **Haug Chemie**® offer took place promptly. The convincing and fact-based presentation of the planned measures led to the customer's agreement to carry out an operational test in the system on site.

5.

During the trial phase, the process was closely monitored by the application engineers of **Haug Chemie**®. Employees who did not yet have the necessary experience in coagulation were trained and instructed directly on the system.

Incidentally, the documentation from the test phase and the monitoring logs for operation were made available to the customer. They give the customer additional assurance in the course of the proceedings.

6.

The process was established after just two weeks and showed the desired results:

- Increased process quality thanks to fewer paint adhesions
- Bath service life – with direct impact on water consumption and disposal costs – increased from four to six months
- Cost reduction through higher efficiency (quantity × price)
- Minimisation of on-site operating costs by reducing the number of coagulation products from three to two
- Greater process reliability thanks to simplified product handling

We receive ongoing support and professional dialogue from our sales force during regular operations. It's no wonder that the customer is extremely satisfied.

This is also demonstrated by the fact that a series of tests with water treatment agents from **Haug Chemie**® was carried out at another production site. These were rated so positively that the customer wanted to switch here too.

A decisive factor in the success of this project was the partnership-based customer support, intensive process support, and seamless internal exchange.

It is also proof that successful project management is indivisibly linked to a strong team spirit among all those involved in value creation – typical Haug Chemie®.



Especially today, a wide variety of coating systems and system types as well as the individual requirements for processes pose major challenges for efficient paint coagulation. Maximum process reliability and a high level of economy can be achieved only with modern coagulation products. With this in mind, it is worth getting started or switching to the product range of **Haug Chemie®**.

One of our customers, a well-known supplier of interior components for the automotive sector, has successfully demonstrated this.

Discover what **Haug Chemie®** has to offer. You too can rely on high-performance products with highly effective formulations.

Products perfectly suited for the industrial coagulation of water-based and solvent-based paints thanks to their high adsorption properties and in combination with other components and suitable additives.



Perfectly painted surfaces for a smart look in the passenger compartment

The over-spray in your wet painting systems is removed in the best possible way for thorough separation.

Curious? For more information, please contact your **Haug Chemie®** sales partner or the parent company directly.

**STAY TUNED
AND FIND OUT
MORE**

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