

PROBLEM: Trouble-shooting is expensive; raw material, processing, and logistic costs add up quickly. While Chemcoaters can solve many OEM headaches via its innovative products - the cost of failure is high.

SOLUTION: Chemcoaters will partner with you to source, coat, process, and ship trial material to your door, free-of-charge. This will reduce your cost, shorten the development timeline, and maximize the chance of success.

CASE STUDIES:

Challenge #1

An RV component manufacturer struggled to find raw material for a component requiring specific adhesion performance - with its original specification out of stock & very expensive, and more-available options lacking in quality.

Challenge #2

A major partition panel manufacturer struggled with product quality & consistency for its panels, also with specific adhesion requirements.

Solution:

Chemcoaters noted that both specifications were very similar, and bought raw material to fit both customers' needs. Coil stock was coated & processed quickly. The end-users were presented with different material options, free of charge.

Result #1

The RV customer approved the proposed coating system within a few days (InterCoat® ChemGuard) and now sources product as standard. This accelerated process also alleviated line shut-downs.

Result #2

The panel manufacturer actually approved both options proposed by Chemcoaters, and has now switched to InterCoat® ChemGuard.

HOW CAN YOU BENEFIT FROM THIS?

- Gain market share, improve customer retention, and reduce internal costs.
- Increase your range of options.
- Maximize chances of success.
- Confirm whether proposed solutions actually generate ROI ahead of time!

Enlist Chemcoaters' help for go-to-market strategy, messaging, and testing data.