

EPP Process Opens New Business Doors

Challenge

A Great Lakes area powder coating job shop wanted to expand their customer base by increasing the quality of parts they could produce with minimal capital investment. Their current operation, a three stage clean and phosphate system, was working well but customers were demanding more. The job shop asked GE Water & Process Technologies to provide input on how they could achieve higher NSS parts with their existing washer and no wastewater treatment system.

Solution

GE performed an on-site audit of the customer's process and presented alternative treatment technologies. The customer decided on GE's new EPP process. The EPP process is an industry unique method of preparing a substrate for painting. The process runs at ambient temperatures and in a shorter amount of time than traditional iron or zinc phosphate systems. While a four-stage washer system is typically required to run EPP, in this instance, the addition of two risers to the customer's existing washer was sufficient.

Results

The EPP process was started after two additional risers were welded to the end of the existing washer. This was a small expense when compared to adding a whole new stage onto the system. Within the first week, the customer's sales manager asked for GE's assistance in marketing their new process capabilities. The customer increased their NSS ability from 500 to 1000 hours by making the change and is currently in the process of capturing business they could not bid on in the past. The next phase of the project will be to gain automotive approval of the process to open up another market segment.



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