



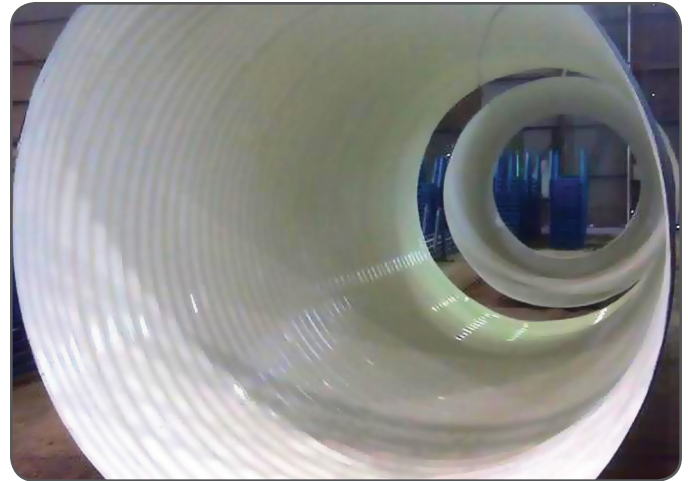
'No-Blast' Coating System for Galvanized Steel

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In business, trust and confidence are key elements when trying a new way of doing things. This was demonstrated recently when Pittsburgh Coatings, a versatile shop coating operation located a few miles north of Pittsburgh, worked together with their long time supplier, Madison Chemical, to apply a new and novel coating system.

Late in 2008, Camber Corporation, a large steel fabrication company in nearby Wexford and one of Pittsburgh Coatings' main customers, hired them to line some sections of 9 foot diameter corrugated galvanized steel pipe destined for a utility in Kentucky. The 'wrinkle' was that this pipe, used as an escape tube for a coal reclaim tunnel, required a lining, in addition to the standard exterior coating. Around this time, we approached Pittsburgh with a new and novel system of preparing and coating galvanized structures, which we had recently commercialized. The strategy was to implement a 'No-Blast' surface conditioning compound to replace the standard surface abrasive blast - the gold standard of surface preparation - yet still maintain the outstanding coating adhesion and performance that customers have come to expect. Might Pittsburgh be willing to try it on this project?

Let's describe the system in some detail, first. The new 'No-Blast' system consists of an easy-to-apply, gel-like surface preparation compound called GalvaGrip™ working synergistically with a robust, fast set 100% solids polyurethane, GalvaClad™ Aromatic. GalvaGrip is sprayed on the surface and within about 15 to 20 minutes removes contaminants and modifies the surface with a proprietary adhesion promoter called AP-50™. After a thorough rinse and dry, the structure is now ready to receive a spray coat of GalvaClad Aromatic, which also contains AP-50. What are the system benefits? To begin, GalvaGrip provides a less intrusive preparation than blasting, which is capital and labor intensive, and if done incorrectly with poorly maintained equipment or by inexperienced operators, can lead to a damaged zinc finish. Also, the adhesion and resistance to undercutting of the GalvaClad is at least as good as - and in many cases better - than that provided by blasting with steel grit; well above 2000 psi in independent field tests. Finally, the system is anywhere between 20% - 25% lower in total applied cost.



John Trabert, project manager at Pittsburgh Coatings, is "pleasantly surprised" with GalvaClad's performance

Harold O'Toole, the V.P. of mining operations for Camber agreed to Pittsburgh changing the specification to incorporate it, feeling comfortable with their recommendation; very gratifying considering the newness of the system. John Trabert, the responsible Pittsburgh Coatings project manager said that he was "pleasantly surprised" by it. Compared to some of the other coatings John uses, GalvaClad is easier to apply, cures more rapidly (ready for service in about 24 hours) and is more durable and "porcelain-like" when cured. He's "eager for projects" and will specify it again whenever possible. In addition to corrugated galvanized pipes, GalvaClad is designed for most galvanized structures, including a variety of utility structures, for all types of service conditions including immersion, embedment and atmospheric.

Thanks to the confidence shown by Pittsburgh Coatings, and in turn, Camber Corporation's trust in Pittsburgh Coatings, the door to future opportunities with a 'No-Blast' galvanized coating specified is now open.



To learn more about how this exciting new technology can benefit you, please contact Madison Chemical or visit www.MadisonChemical.com.

