

**Interpon®**  
Powder Coatings

# CHEMICAL LEASING AS A PRACTICAL IMPLEMENTATION

Furniture

  
**AKZO NOBEL**

## Coatech !!

An agreement between Akzo Nobel and Coatech was signed since mid of oct. 2005

- ▶ **60% is Akzo Nobel and 40% is Coatech**
- ▶ **Akzo Nobel powder coatings S.A.E. is the new company.**

# Akzo Nobel powder coating

- ▶ Strong background by the Egyptian market
- ▶ Strong technology world wide

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# Chemical leasing programme

## ▶ What was the situation before

- ▶ A/N is looking for not only customer satisfaction but also for customer delight
- ▶ A/N is looking for a way to be step(s) ahead in the market
- ▶ Competition is very tough
- ▶ More services = More production cost = prices increase!!!!
- ▶ Competitors can do the same

## Union air

- ▲ Has good line but they spray powder on high film thickness
- ▲ More consumption
- ▲ More losses
- ▲ More spare parts consumption
- ▲ High cost for painting process

## A/N offer

- ▶ Redesign the formulation to improve the transfer efficiency and let most of the sprayed powder go toward the articles = less losses
- ▶ Remanage the particle size of the powder = less losses
- ▶ Recycle the powder loss by:
  - ▶ Spraying the internal parts
  - ▶ Re process during the powder manufacturing

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## Second phase

- ▶ Readjust the operating parameters for the customer line
- ▶ The result expected: about 2-4 % improvement

## Win Win situation

- ▶ Cost reduction for painting process for Unionair
- ▶ The chance for A/N to increase the price of Kg of powder
- ▶ **SHARING THE PROFIT**

## Phase 3

- ▶ Complete implementation for CHL model by managing the customer line
- ▶ Payment / article coated