

# PAINTING METAL newsletter

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## Close to the Customer

The contract for the sale and purchase of Tikkurila's powder coating operations was signed in December, 2010. On January 26th, 2011, the ownership of the company was transferred to Teknos Group Oy, after the purchase transaction was confirmed by the Russian authorities.

For over 40 years, Teknos has invested strongly in the research and development of powder coatings. Teknos' Rajamäki powder coating factory is the largest and most modern powder coating factory in the Nordic countries. The company acquired, **OOO Teknos Ohtek** (as it will now be known), is located in St. Petersburg, and specializes in small and speciality batch production.

The transfer of the St. Petersburg factory to Teknos Group improves Teknos' service offering, and strengthens the profile of Teknos' INFRALIT brand and TEKNOS OHTEK brand in the Russian market.

In addition to the acquisition, Teknos opened a local warehouse in Moscow in January 2011. Incorporating a tinting unit, this warehouse serves the full range of Teknos' customers. The acquisition and opening of the warehouse is in line with Teknos' global strategy to offer our customers first-rate, local service.

 **Jari Schneider**  
Senior Group Vice President





### About EPOKE A/S

Founded in Denmark in 1936, and since the 1950s – when the production and marketing of Danish spreaders began to take off – Epoke has helped combat icy roads in Denmark, Europe, North America, Asia and Russia. EPOKE has dealers in over 25 different countries, and subsidiaries in Poland and Germany. Export accounts for 70% of sales.

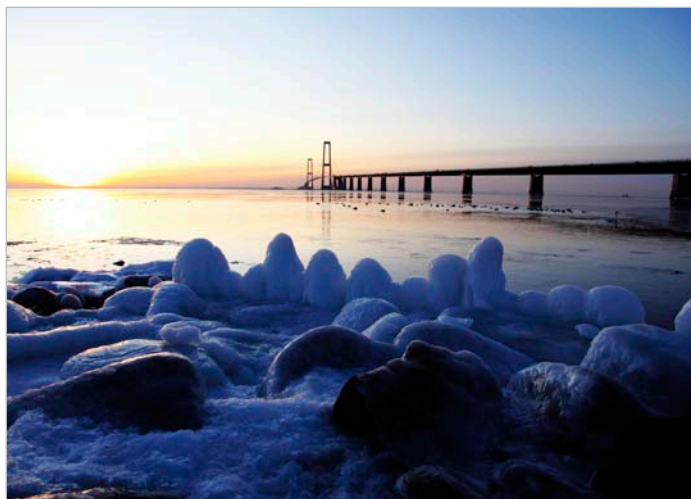
The EPOKE dosing principle has ensured precision and uniform spreading of all types of spreading materials since the 1950s, and is still the guiding principle in development of the products of the future. EPOKE A/S employs around 220 workers and has a turnover of €30 million p.a.

[www.epoke.com](http://www.epoke.com)

Production Manager Per Kragelund and head of the Paint Department Nigel Curtis in front of finished EPOKE spreaders.

# Sand and Salt Attack

## Surface Treatment of EPOKE Products



When frost bites in Europe, the USA, China and many other countries all over the world, EPOKE gets busy. Production of spreaders for salt, saltwater and other substances used to combat icy roads run to tight schedules. There's no room for bottlenecks or production stops. With Teknos nearby, EPOKE can rely on technical support and rapid, efficient delivery of fast-drying coating products which fulfil strict criteria for rust protection.





"The Great Belt Fixed Link" bridge, almost 7 km long and linking the islands of Zealand and Funen, is a major challenge when it comes to keeping the roads free of ice. The weather conditions on the bridge are the same as the sea below – a lot more extreme than on land.

**Nigel Curtis** is head of the Paint Department at EPOKE and explains that Teknos products have properties which allow the shortening of the production process in his department. Drying does not demand high temperatures in an oven for example, significantly shortening process time.

The coating is built up in a system consisting of sandblasting using steel grit with a degree of coarseness of Sa2½, followed by TEKNOZINC 3232 Zinc Epoxy Primer and then TEKNODUR COMBI 3442-17 Polyurethane Top Coat, with a total dry film thickness of 180-200 µm. The finished surface is smooth with a 70-80 gloss.

Naturally, the surface has to be able to cope with just about anything, and Production Manager **Per Kragelund** explained that the winter of 2009/10 was particularly hard in Denmark and elsewhere, when the use of salt just went through the roof. In order to eke out supplies, sand had to be added. Salt requires a really robust surface because it is corrosive, but when mixed with sand, it presents extra challenges for the coating.

#### Customer Specified Colours

Teknos has been preferred supplier of the various paints EPOKE's customers specify since 2008. The clear orange is EPOKE's own trade mark, but other colours are mixed according to customer

specifications, and this is where Teknos plays a key role in the development of new shades.

Per Kragelund and Nigel Curtis both maintain close dialogue with Teknos Service Technician **Charlie Pedersen**, who often pops in to check that everything is OK. It's important to solve any small problems before they develop into big ones.

EPOKE has taken out world patents on its spreaders, and they are under constant development. During the 90s, the salt spreaders were computer-controlled, but nowadays, navigation and dosing is done by GPS – every road is carefully surveyed to ensure that just the right amount of salt is spread – neither too much nor too little. Surveys are usually undertaken in the summer, so if you meet a salt spreader on a warm day in July, you now know why.

EPOKE develops, produces, assembles and supplies a wide range of technical equipment, even the circuit boards are produced in a Danish factory. A completely new control unit is being developed at the moment – a process which will cost up to € 1.4 million. EPOKE hopes for yet another winter with lots of frost, ice and snow!



# TEKNODUR COMBI 3560

## A Quick-drying Alternative that Saves Resources

The steel structures, silos, cover plates etc. at Iceland's largest feed pellet factory, which was inaugurated in 2010, has been painted with Teknos products. TEKNODUR COMBI 3560 is been used on most of the surfaces. The steel structures and silos are manufactured by Bjerring Silo Construction A/S of Denmark and were transported to Iceland by ship in 21 open containers.

For the last two years, TEKNODUR COMBI 3560 has been the preferred product of Bjerring Smedie og Stålmontage A/S, which approached Teknos with a question regarding this product as an alternative to the traditional 2-layer alkyd system they previously used. TEKNODUR COMBI 3560 meets the high corrosion requirements, and offers a shorter lead-in time for the paint department.

The feed pellet factory in Iceland has a unique location next to the sea.



Photographs by Christian Busch





The topcoat is applied to the shot blasted and shop primed items in a single layer of 120 microns. Subsequently, no heat curing is required, which saves energy and the product has a very short drying time. Due to the faster processing time, there is more space in the Bjerring Smedie og Stålmontage A/S factory and also less overtime because the painting booth is no longer a bottleneck. TEKNODUR COMBI 3560 is also used for other types of projects, including asphalt factories.

We would like to thank Christian Busch of Bjerring Smedie og Stålmontage A/S for the loan of photographs and contributions to the article.

 Karin Skov  
Teknos A/S

**Bjerring Silo Construction A/S** is an international trading and engineering company which, in collaboration with production company Bjerring Smedie og Stålmontage A/S, supplies steel silos, complete silo plants with buildings, steel structures, crane structures, machine platforms, walkways, level silos, assembly works.

[www.bjerringsilo.dk](http://www.bjerringsilo.dk)