

SUCCESS STORIES

Conferences and the Connections We Share

The absence of conferences over the past year has hampered our ability to effectively do business. Daniel Gendron, owner of Orlando-based The Awning Factory,



knows how crucial conference relationships are from firsthand experience.

His company had been outsourcing powder work, and Daniel spent four months researching if it was prudent to bring the process in-house. As serendipity would have it, PCI was hosting their annual Tabletop Exhibition in his backyard, so he signed up to attend Powder Coating Week 2020 not knowing what to expect. Daniel mingled with attendees and began picking the brains of everyone he met. Soon someone suggested he go talk to the folks at Bulk Chemicals, Inc. By the time he left their table, Daniel was convinced he could build a powder line at his facility to improve quality for his customers.

One of the must-haves for the powder line was an immersion tank for the pretreatment process. "I knew I wanted to move to an immersion system," Daniel says. He continues, "I know that every part that comes out of the wash is 110% perfect." Daniel worked with Bulk Chemicals to plan a 4-stage immersion line with 6,000-gallon tanks and selected a chrome-free pretreatment for their aluminum parts. The tanks were designed to create a vortex, which increases circulation and pushes and pulls the solution to clean parts. Daniel adds, "I also worked closely with Heraeus on the design of the gas catalytic infrared oven. The technical abilities of Heraeus are amazing and helped to ensure we are using the latest technology."

The first conversation about the project was in February, and the project was finished at lightning speed by May 2020. "We've never quoted so much work or had jobs so big," Daniel says. "It's a good problem to have."

For more information:

The Awning Factory
www.theawningfactory.com

Bulk Chemicals, Inc.
www.bulkchemicals.us

Heraeus Noblelight America, LLC
www.catalyticovens.com

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