

LET'S TALK PERFORMANCE

Step 1: Define what you want your coating chemistry to be able to do:

Example performance list:

Corrosion Control: Ability to chemically stop the following corrosion types:

- Pit corrosion
- Crevice corrosion
- Pack rust
- Corrosion frozen moving parts
- Wire rope
- Overcoating that lasts.

Examples of some questions you may want to ask your coating supplier:

1. "How does your coating material address the following corrosion problems on my structure? (Take photos and ask your suppliers for their solution.)

Examples might include:

- a. Rust jacked joints which cannot be cleaned?
 - b. Rivets with gaps, boltheads, threads, and sharp edges?
 - c. Areas on flanges where water, salt, sand, dirt, bird droppings stand and cause pitting rusting?
 - d. Deep rust pits with uneven profiles?
 - e. Structures with unknown metallurgical histories?
 - f. Dissimilar metals
 - g. Wire rope
2. "How does your coating process work (chemically) to solve the above-mentioned failure modes?"
 3. "What application conditions need to be adhered to for your coating to be effective in the above-mentioned areas?"
 4. "What case studies can you provide (including contact information)?"
 5. "What lab test results can you provide?"
 6. "Can you show us examples in the field where you have successfully coated this type of structure with no failure?" Case Studies

If the answer is "yes" to all these questions, then you now have a candidate coating which may satisfy your requirements.

Environmental Impact:

Examples of some questions you may want to ask your coating supplier:

1. List one or more ways your coating system is able to reduce the carbon footprints associated with structure refurbishment initiatives.
2. List the impact your chemistry would have on the environment.

Efficiency Impact:

1. What type of containment is required for your type application?
2. What type of containment is required for spot repairs?

Surely the concept of **Beginning with the End in mind** has become clearer to the reader.

Pros: You get a better fit solution offering.

Cons: It requires an additional investment of time.

It can make you a hero or a zero for going out on a limb – unless you have a strategy for holding people to account. (Written performance guarantee, etc.)