

DEAL SNAPSHOT



OVERVIEW

A repair shop for a major railcar leasing company had been repairing tank cars through traditional brand-offered kits for years. As supply chain and material shortages started to affect availability, the repair shops sought a better way to keep their cars on the track.

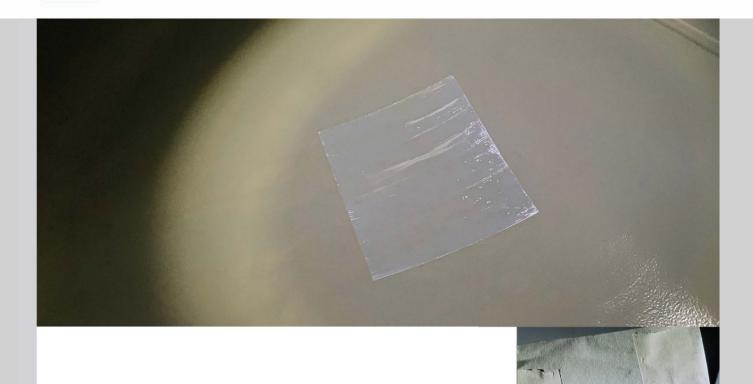
ChemLINE® Delivers

The repair shop routinely lines their tank cars hauling Sulfuric Acid with a competitor's product. A managing representative for the shop explains, "Hauling sulfuric acid requires a specific kind of tank lining. We were using a different product before, but due to the recent material shortages, it took 3, 4, 5 months or longer to get the material."

A representative from the Advanced Polymer Coatings' ChemLINE® Team offered a solution to the shop to keep their cars in service. Jake Valadez, ChemLINE® Global Sales Manager states, "We had a pre-existing relationship with the shop, as they routinely line their tank cars with ChemLINE®. When I heard they were in a bind, I mentioned our ChemLINE® Repair Kits would be able to complete the repair efficiently and arrive at their location quickly."



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CONVENIENCE MATTERS

The main focus of work at this repair shop is smaller-scale repairs. The ChemLINE® Repair Kits come in a small, well-packaged box that includes one pint of Part A and a Part B Catalyst.

Regarding the ease of mixing and application, the representative for the repair shop states, "Originally, with the other coating material, we had to mix the repair material outside the tank cars, and then climb up a ladder with the brush or roller in hand, climb down into the car, and then apply the repair material. It was just such a hassle. With ChemLINE®'s repair kits, we can take the entire kit into the tank car, mix the components together inside the car, and make the repairs right there. It's a very convenient and easy application, and we're seeing far less waste due to the smaller size of the kit."

The repair shop has since used the ChemLINE® Repair Kits in 30+ tank cars with pre-existing linings other than ChemLINE® 784 in sulfuric acid service.

Applying ChemLINE® to Rail Tank Cars

Contact your Advanced Polymer Coatings representative for more information on ChemLINE® repair kits, and the entire line of ChemLINE® coatings for your transportation needs.

