

## Case Study: Mi-Phos 22PW EX

# Coater sees +40% production gain using -50% less chemistry

### The Challenge

Mikon Products, a family-owned liquid and powder paint business in Oxford, Connecticut, needed a phosphate cleaner for use on various substrates with a multitude of unknown contaminants. They also needed to address flash rusting issues before oven drying and wanted to add an in-process corrosion preventative that would not impact paint adhesion.

### The Approach

Hubbard-Hall went on-site to review the company's equipment and process. Ultimately Mi-Phos 22PW EX was recommended. Mi-Phos 22PW EX is a liquid concentrate that cleans and produces



**Cleaning**  
the Hard to Clean

## Executive Summary

**A liquid and powder coater needed a phosphate cleaner for use on various substrates with multiple unknown contaminants.**

- Mi-Phos 22PW EX introduced in 2020
- Coater is using 50% less chemistry than before
- Production increased 30%-40% on a per-day basis
- Reduced rejection rates
- Reduced labor needed to correct issues



Mi-Phos 22PW EX cleans steel, zinc plate, aluminum, and terne plate while adding a tenacious phosphate undercoating all in a single step.



a tenacious phosphate undercoating on steel and some alloys of zinc and aluminum.

Used on zinc plate, aluminum, and terne plate as a cleaner, smut remover, and to prepare surfaces for painting, it cleans and applies phosphate in one step. In addition, Hubbard-Hall recommended Emerald Seal 303, which functions as an in-process flash rust inhibitor. Emerald Seal

also provides additional corrosion protection for metal under paint or adhesive coatings.

## The Outcome

The new cleaner went into production at Mikon Products after an installation process that management described as “went simple and smooth.”

Before changing their chemistry, the company ran sanders 8 hours per day in each department. With Mi-Phos 22PW EX, this step was virtually eliminated. More importantly, Mikon found themselves using 50% less chemistry. “Great for us, bad for you,” they joked.

Since changing chemistries, there have been no adhesion or corrosion issues. With a marked reduction in rejects, and less labor needed to correct problems, Mikon Products has realized an overall increase in per-day production of +30%-40%.

“We absolutely loved having someone on-site. We are extremely happy with Hubbard-Hall’s sales and technical support. You guys are great.”

**Product Line Mngr.,  
Mikon Products**

## Our people. Your problem solvers.

Expertise you can trust. 32% of Hubbard-Hall associates are in tech support, customer service, or sales. This means that you get answers fast while the rest of our team gets your order delivered on time and in spec.

[HubbardHall.com](http://HubbardHall.com)

CC-0321



**Better Results.  
Less Chemistry.™**



563 South Leonard Street, Waterbury, CT 06708  
Phone: (800) 648-3412 · [HubbardHall.com](http://HubbardHall.com)



**Cleaning**  
the Hard to Clean



**Finishing**  
the Hard to Finish



**Treating**  
the Hard to Treat