

### Problem

A UK-based equipment OEM and rental equipment provider aimed to increase asset durability while maintaining competitive leasing contracts. Equipment used in industrial and outdoor environments is frequently exposed to moisture, changing weather conditions, dust, and mechanical wear during transport, operation, and storage.

In rental operations, equipment reliability and surface condition are critical for maintaining customer satisfaction and maximizing fleet utilization. Corrosion and surface degradation can lead to increased maintenance interventions, more frequent refurbishment cycles, and reduced equipment availability between rental periods.

Key operational challenges included:

- ▶ Corrosion of exposed steel components during outdoor storage
- ▶ Surface degradation caused by repeated transport and handling
- ▶ Increased maintenance workload between rental cycles
- ▶ Reduced equipment availability due to refurbishment requirements
- ▶ Declining asset value over extended operational periods



Over time, these factors negatively affect operational efficiency and increase lifecycle costs for equipment fleets. The company therefore required a preventive corrosion protection strategy that would protect equipment before entering service and help maintain consistent surface condition throughout multiple leasing cycles.

### Tectyl proposed approach

Tectyl proposed a preventive corrosion protection approach applied during the OEM finishing stage before equipment enters rental operations.

The objective was to:

- ▶ Extend equipment lifetime
- ▶ Reduce corrosion-related maintenance
- ▶ Improve long-term rental contract economics
- ▶ Maintain equipment condition across multiple leasing cycles

Particular attention was given to metal components exposed to outdoor storage, transportation stresses, and repeated handling during rental operations. By protecting these critical areas early in the equipment lifecycle, the manufacturer could significantly reduce corrosion-related deterioration during service.

The proposed system was designed to integrate seamlessly into the OEM finishing process while providing durable protection for exposed metal surfaces. This preventive approach helps stabilize surface condition before equipment enters operational use, supporting longer maintenance intervals and improved asset reliability throughout the rental lifecycle.

## Solution

Newly manufactured equipment was treated prior to delivery using:

- ▶ **Tectyl 3217-E** for durable protective film formation
- ▶ **Tectyl 5505W** as a water-based corrosion preventive coating

This dual-solution approach provides several operational advantages.

### Long-term corrosion resistance

Protecting steel structures and components exposed to outdoor storage and operation.

### Reduced maintenance frequency

Minimizing surface degradation and repair intervals during rental cycles.

### Improved asset value retention

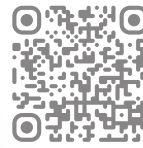
Maintaining structural integrity and appearance throughout multiple leasing periods.

### Optimized rental contract performance

Lower unexpected repair costs and improved lifecycle predictability.

The treatment is integrated into the OEM finishing process, ensuring consistent and repeatable application quality across equipment fleets.

## Tectyl™ 3217-E



## Tectyl™ 5505W



## Result

By implementing a preventive corrosion protection strategy before equipment entered service, the company improved the durability and reliability of its rental equipment fleet.

The protective coating system helps maintain the surface condition of steel components during outdoor storage, transportation, and intensive operational use. This contributes to longer service intervals between maintenance activities and reduces corrosion-related refurbishment.

Key operational benefits include:

- ▶ Extended equipment service life
- ▶ Reduced maintenance interventions
- ▶ Improved reliability during rental operations
- ▶ Better control over total cost of ownership

Maintaining equipment condition throughout multiple rental cycles also supports higher fleet availability and consistent equipment performance for customers.

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