



Gateway Extrusions and TCI Success Story

PARTNERS IN IMPROVING QUALITY WHILE LOWERING APPLIED COST

“We were in need of dramatically improving the quality of our finishes while lowering our applied cost of powder coating to partially offset our material inflation in all other areas of the business.”



THE COMPANY

Gateway Extrusions, located in Union, MO, is a premier supplier of architectural and building product solutions for over 20 years. Gateway serves several window and building product customers in North America. “Our partnership with TCI Powder Coatings over the past 2 years has been instrumental in us improving the look and performance of our extrusions that we supply to the industry,” comments Gateway Extrusions GM, Brent Robb. “The dramatic lowering of applied powder cost has been very welcome as we fight to offset material inflation drivers of our product such as metal cost.”

THE DILEMMA

Gateway needed to enhance the quality of their powder coating appearance while driving constant improvement in their overall powder coating system. They had to find a way to drive lower powder usage while eliminating contamination issues occurring during quick color change time frames. Gateway was looking for a partner to work with them to manage and improve their overall coatings process and product quality.

Gateway realized a high double-digit savings in usage of their powder coatings immediately after bringing TCI Powder Coatings on-line in their facility. Powder coatings also emit zero to very low VOC's and offer over-spray recycling capabilities. TCI's powder coating benefits are simple: the coatings are efficient, cost effective, look aesthetically better, and fit with Gateway's strive for continuous improvement.

TruDurance

Architectural Powder Coatings

- Cost effective architectural powder coatings
- Industry-leading AAMA 2604 and 2605 performance
- Greener alternative to liquid coatings
- LEED credit applicable
- Wide array of colors and gloss ranges
- Applications include: window and door frames, fencing, and various facade profiles



THE SOLUTION

In 2021, Gateway switched their powder coatings from a competitor to TCI Powder Coatings to achieve a superior powder finish on its aluminum profiles, while driving down the overall applied cost of their coatings process.

Gateway partnered with TCI Powder Coatings to supply high quality powder coating solutions and on-site technical service they needed to meet the increasing needs and expectations of the architectural market. Working closely with TCI, Gateway Extrusions offers protective and decorative finishes that meet AAMA 2604 and 2605 requirements. John Florian, Program Manager for Gateway, says, “the dramatic improvement in first pass efficiency, lower film build and elimination of our contamination issues caused by color changes were all solved by using TCI Powder. The improvement in the data we measured was so strong, we had to re-validate several times because we couldn’t believe what a difference there was by running TCI.”

For more than 35 years, TCI has been an industry and quality-leading powder coating supplier with a strong commitment to their products and service. TCI has developed products to meet specific customer requirements for many years, and as a result has developed extensive formulation and technical support capabilities in the powder coating industry. TCI uses the highest quality raw materials, develops new innovative formulas for demanding applications, and is constantly improving their manufacturing process. Their technical center houses developmental, analytical, performance, and durability testing that keeps TCI at the forefront of all powder coating manufacturers. “TCI’s TruDurance AAMA 2604 and 2605 Architectural and Building Products powder coatings are industry-leading and help our customers save money every time they apply them”, says Eugene Schneider, TCI’s Architectural and Building Products Strategic Segment Manager.



“Our extrusions have never looked this good.”

-Unsolicited comment by a Gateway Factory Worker as told to TCI Personnel when leaving the facility

THE RESULTS

By joining forces, Gateway and TCI have realized the hard fought battle of continuous improvement while driving down cost. As we look forward together we are certain the customers of Gateway Extrusions will be delighted about the look and performance of the products they buy utilizing TCI powder coatings.

DID YOU KNOW?

Powder Coatings are a Green Alternative:

- Solvent-free
- Emit zero to very low VOC's
- Over-spray recycling capabilities
- Superior adhesion
- LEED credit applicable
- Low waste

THE FUTURE

Brent Robb, GM at Gateway, states, "TCI is not just a supplier, but a great partner for us. They bring us high quality powder coatings, constant innovation, new products, and technology to keep us on the cutting edge of the industry. TCI is always looking to the future and identifying and solving problems to support us in being a better supplier to the Architectural Market."



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