

Technical Bulletin

Industrial Fall-Out

Industrial Fall-Out is the term used to describe corrosive contaminants originating from various sources including overhead electric cables (Train transportation), Power Stations, Metal Manufacturing Foundries etc. The particles generally deposit themselves on the horizontal surfaces of vehicles whilst they are in transit or being stored before delivery to the Car Dealer. The Fall-Out can normally be seen but very obviously felt to touch as a sandy/gritty feel to a new paint finish which would normally be expected to be perfectly smooth.

**The Problem AND the Opportunity**

An increasing number of Car Manufacturers are transporting new vehicles with only a partial transit protection plastic covering or no transit wax protection at all. This is resulting in an increasing level of Fall-Out contamination affecting new vehicle surfaces including paint, plastic and glass.

To further complicate the issue many Car Manufacturers are using an increasing quantity of recycled materials in their exterior plastic trims. These recycled plastics are proving to be less robust when active cleaning products are being used where no issue existed before. For example if Lift is spray applied, left too long on the surface or not fully rinsed away then discoloration of these type of plastics can occur.

To summarise

Industrial Fall-Out Problems are increasing due to non-use of protected transit coatings.
Introduction of greater quantities of recycled plastics necessitates the option of a more plastic friendly solution.
Sprayable option gives a more process efficient system.

This increasing problem opens up new opportunities for all Distributors to offer a solution to the Car Dealers who are experiencing a greater volume of vehicles being delivered with Fall-Out contamination and to recoup lost business from the decline in the usage of Tranist Dewaxing products.

The Solutions to the Problem

Concept have traditionally offered 2 routes to solve this problem:

1. For full vehicle treatment at Import Centres, high through-put preparation centre sites and Car Dealers: **Lift #133** has been the preferred choice. This liquid detergent Acid Blend is sponge applied to the affected surface and then rinsed thoroughly once the contamination has been dissolved.
2. For local area treatment the alternative option has been **Concept Clay #138**. This speciality Putty is also an excellent tool for removing contaminants such as Paint Overspray.

There is now a third option:

3. **Fall-Out Remover #136 (New Product)**
We are launching a new Fall-Out Remover which is designed to offer the following solutions:

Can be spray applied, allowing for faster vehicle contamination removal and throughput.
Less aggressive formulation which delivers a more plastic-safe cleaning option.
Fall-Out remover is more user-friendly in application and is non-regulated for transportation avoiding any Class 8 shipping issues.
Fall-Out Remover #136 is available now, ex-stock, from January 2008 in 25L and 200L pack formats.