

Case Study

Auto Paint Manufacturer Eliminates Freeze & High Transport Costs with CargoQuilt®

Challenge

After modifying the composition of their high-end automotive paint to comply with new government regulations, Quaker Color, which manufactures paint for brands like Jaguar and Range Rover, began experiencing increased instances of ruined product when shipping during harsh global winters.

Quaker Color's shift from a chemical-based paint to a water-based paint resulted in stricter temperature requirements, as water based paints freeze more readily. Shipping with heated service was costly, so other solutions were explored.

Solution

CargoQuilt offered Quaker Color a significant savings in transportation costs compared to shipping with heated service. It has been 10+ years since making the change to CargoQuilt and not a single load of high-end paint has been lost to freeze issues.

Initially, Logistics Manager Barry Weaver didn't believe the quilts would work. However, his quality control team provided him with convincing test results and as soon as he started using the CargoQuilt covers, he hasn't had a shipment affected by freezing weather.

“With your products, we have eliminated the freezing of our containers. Your solution enabled us to create better rapport with our customers and eliminate production delays, costly air shipments, and filling out time consuming claims.”

—Barry Weaver, Logistics Manager

Insulated sidewall quilts are applied with industrial magnets and sealed with velcro for an extra layer of protection, preventing cool air movement

CargoQuilt

view video:
on.mjmc.com/AutoPaint



Industry:
Chemical,
Paint/Coatings



Application:
International
Ocean Shipment
(Up to 45 days)



Route:
Pennsylvania to
Germany,
Hungary, and
Slovakia



Challenge:
Freeze
Prevention



Solution:
CargoQuilt