



Transition Team Services

With you from start to a great finish.



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When it comes to changing coatings suppliers, one of the most common concerns for wood product manufacturers is the cost and time required to transition, and the effect this can have on your productivity and bottom line. For Sherwin-Williams, minimizing operational disruption to your business is key. The Sherwin-Williams Transition Team has helped numerous large manufacturers make a smooth conversion, and we can do the same for you.

We realize that every manufacturer has unique needs, and that's why your Transition Team will be customized to fit yours, with direct, responsive, localized support to guide you through each step of the transition process. From beginning to end, your Transition Team – consisting of sales, technical and lab support – will work closely with you and your staff to set key milestones, evaluate your line, and build solutions around your manufacturing specifications.

Our focus is on making your job easier and ensuring a seamless transition by putting the right team of people beside you to support your needs, helping you improve product quality and maximize productivity and throughput.

REDUCED LINE TIME

Based on your location and specific needs when it comes to product and color matches, the Transition Team will either work with you on site or simulate your line in our state-of-the-art Application Lab in Greensboro, North Carolina. Use of the Application Lab ensures that product formulas and colors are close, if not exact, when it comes time to test on your line.

IMPROVED QUALITY

We work with one goal in mind: efficiently converting your line to help you produce the highest quality finishes with systems that have been proven to work. Manufacturers that convert to Sherwin-Williams coatings typically experience improved product quality—including enriched clarity and superior performance when it comes to feel and slip.

INCREASED THROUGHPUT WITH REDUCED COST

Much of the information the Transition Team gathers from you upfront, including a thorough finishing line survey and audit and evaluation of your standard operating procedures, will help to accelerate the transition process and identify opportunities for improvement. This comprehensive evaluation, combined with Sherwin-Williams product technology, help to reduce rework and application steps to ensure optimized levels of productivity. Our design engineering group can provide solutions to minimize material and energy use, optimize safety and productivity, maximize efficiency, and minimize cost and labor.





WHAT YOU CAN EXPECT FROM YOUR TRANSITION TEAM

Once you've made the decision to convert to Sherwin-Williams Industrial Wood coatings, your sales representative will introduce you to the team, establish the timeline and begin to set defined transition milestones, including:

- Completing a detailed finishing line survey
- Identifying coating requirements and specifications
- Evaluating and optimizing standard operating procedures
- Conducting color matching
- Product testing and modifications
- Coordinating scale-up for line application
- Conducting test runs
- Establishing a standards program

BEYOND THE TRANSITION

We know your needs don't end after the transition, which is why we offer a full range of value-added solutions on a local and global level to help you maximize your quality and meet your goals. Once you've transitioned to Sherwin-Williams, our team will be available to provide ongoing support. From monitoring inventory levels to periodic standard operating procedure reviews and finish line audits, you can count on the Sherwin-Williams technical team to help you maximize productivity and throughput, and reduce costs on an ongoing basis.

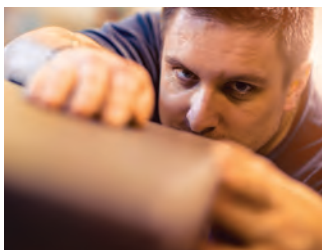
With access to our Global Color and Design Center in Greensboro, North Carolina, you can stay ahead of the latest color and finish trends – and receive a distinctive edge in the marketplace – with palette assessments, color consulting and the latest research.

Our finishing solutions go beyond the coatings to deliver value in every aspect of your process—and we're committed to your long-term success. Let us show you how we can be your complete solution.



How Will We Be Your Solution?™

Your finish transition team has you covered, whatever your finishing needs may be.



CUSTOMIZATION

Whether you're an OEM of kitchen cabinets, furniture, building products, or flooring, you can benefit from our expertise. We take the time to understand the specifics of your operations, so we can provide a personalized plan to meet your specific aesthetic, performance, and process requirements.



HIGH PERFORMANCE COATINGS

Your customers demand coatings that can stand up to everyday wear and tear, which is why more Industrial Wood OEMs continue to trust us to provide the technologies that will help them exceed all expectations.



INDUSTRY EXPERTISE

With a growing global infrastructure dedicated to serving the needs of your industry, we understand your unique coating needs and the many regulatory, environmental, and performance specifications you face.



SERVICE + TECHNICAL SUPPORT

Our solutions don't end with the initial transition. You have our commitment to providing on-site technical expertise, responsive delivery and stocking programs, and ongoing support including introduction to the potential benefits of advanced/emerging technologies as they are introduced to the markets.

Since 1866, Sherwin-Williams has provided manufacturers and finishers with the coatings they need to make their products look better and last longer, while helping their operations meet productivity and sustainability goals. For the industrial wood market, our innovative solutions go beyond coatings to include knowledge, tools, equipment, supplies, and industry-leading support. For a better finish, ask Sherwin-Williams.