



TECHNICAL SERVICE

UNMATCHED PROFESSIONAL EXPERTISE AND FIELD
EXPERIENCE FOR SUCCESSFUL PROJECT DELIVERY



FROM SPEC TO PROTECT

protectiveemea.sherwin-williams.com



EXPERTISE TO HELP GUIDE YOUR PROJECT SUCCESS

Contractors and applicators face a number of unique challenges in the coatings industry today, from finding qualified workers and executing successful projects to costly production chain holdups and rigorous inspections.

Working with an experienced, field-tested Technical Service Team can help alleviate many of these issues. Including a trusted technical resource in your coatings process will help complete your project quickly, accurately, and with minimal touch-up work.

With a combined 450+ years of experience, our NACE and SSPC-trained Technical Service Team are with you all the way – from product selection to job start-up and surface preparation, to application and future coatings maintenance.

START ON THE RIGHT FOOT with correct project planning

We offer custom build options when a specification is uncertain for a variety of reasons.

Our number one goal is to catch any problems before the project begins so that you can avoid costly repairs or reduced lifespan. We identify any possible issues before project start-up with all owners, engineers and contractors to:

- Collectively review the specifications to identify issues or potential areas that might have been missed
- Provide direction on any missing items
- Assist with accurate surface preparation before any coatings are applied as per Sherwin-Williams reference areas guidelines. We also support Pre Qualified Test (PQT) and Inspection Test Plan (ITP).

FACILITY CHECKUP

“I’m an owner of several large facilities. How do I know if or when things need coated?”

Facility site surveys can help answer this question. Sherwin-Williams Technical Service Representatives will perform a comprehensive assessment of your facility and assets, and create a tailored coatings plan categorised in three tiers:

- 1

Areas that are still in good condition
- 2

Areas that need to be addressed with a simple overcoat
- 3

Areas that need a full remediation

This approach keeps you informed and provides you with planning time to budget for future projects.

TECHNICAL SERVICE

UNMATCHED PROFESSIONAL EXPERTISE AND FIELD EXPERIENCE FOR SUCCESSFUL PROJECT DELIVERY

THE MORE YOU KNOW

Comprehensive product and equipment training

We understand how difficult it is to find qualified workers. You may have employees with minimal industry experience, or maybe your team is not familiar with the specific products or equipment required to complete the project. Both situations can be daunting.

Before the project officially starts, our manufacturer-trained professionals can provide

product overviews, application equipment recommendations, and hands-on application demonstrations. We train your applicators on everything from the chemistries of our coatings to ensure they acquire ample base knowledge. Plus, we're there to answer questions or provide further guidance.

CUSTOMER CALLOUT

“ Barrier Fire Protection welcome and encourage the available Technical Support provided by Sherwin-Williams during coatings application subcontracts.

This promotes a quality focused culture throughout the project, and gives confidence to all parties that products are being applied in accordance with specification.

Specialist products require specialist applicators, Barrier Fire Protection have earned Approved Applicator status for many of products within the Sherwin-Williams portfolio in particular to the epoxy hydrocarbon and cellulosic intumescent products.

Sherwin Technical Service Representatives have competently provided the necessary training sessions, product familiarisation and follow up facility visits to support our on-going coatings application works.”

David Shaw, Managing Director, Barrier Fire Protection



BETTER, FASTER, STRONGER

Throughput optimisation assistance

We've delivered the product and equipment knowledge. We've checked in to make sure no problems are popping up. But what about making the coating process quicker and more efficient?

For example, those I-beams in the fabrication shop are taking ages to dry with the current suite of coating products, and the layout of your shop only allows you to paint one side at a time. On the other side, you're working with

a product that has an extremely quick dry time and need to speed up your mixing and application output.

We'll review your setup and recommend a different coating system with faster turnaround times. Or change your mixing and application methods to complete multiple steps at once, increasing overall productivity. Small changes compound to make a big difference over time.



The expert on-site assistance, internal training, ITP and general support on good paint practices from our Technical Team make the coating process efficient – increasing productivity and minimising downtime.

TECHNICAL SERVICE

UNMATCHED PROFESSIONAL EXPERTISE AND FIELD
EXPERIENCE FOR SUCCESSFUL PROJECT DELIVERY

SEASONED AND SPECIALISED

Our team of industry experts

Our representatives have the right geographic range
and time availability to treat each project and call with
focused care and attention.



IN NUMBERS

Who and how we serve

	450⁺ COMBINED YEARS OF EXPERIENCE
	15⁺ MULTI-SEGMENT TECHNICAL REPRESENTATIVES <small>Our Multi-segment Technical Service Representatives have the broadest range of knowledge. They can provide insight and solutions on any unique project issue or requirement.</small>
	5⁺ TECHNICAL DEDICATED DESK REPRESENTATIVES
	75⁺ VISITS PER WEEK

TECHNICAL SERVICE

UNMATCHED PROFESSIONAL EXPERTISE
AND FIELD EXPERIENCE FOR SUCCESSFUL
PROJECT DELIVERY

THE SHERWIN-WILLIAMS DIFFERENCE

Sherwin-Williams Protective & Marine delivers world-class industry subject matter expertise, unparalleled technical and specification service, and unmatched regional commercial team support to our customers around the globe. Our broad portfolio of high-performance coatings and systems - including protective liquid and powder, fire protection and resinous flooring - excel at combating corrosion and help customers achieve smarter, time-tested asset protection. We serve a wide array of markets across our rapidly growing international distribution footprint, including Bridge & Highway, Energy, High Value Infrastructure, Manufacturing & Processing, Marine, Rail, Power and Water & Wastewater.

SHERWIN-WILLIAMS®

protectiveemea.sherwin-williams.com

United Kingdom:

+44 (0)1204 556420
enquiries.uk@sherwin.com

Europe and Africa:

+44 (0)1204 556454
emea.pm.exportsales@sherwin.com

Middle East:

+971 4 8840200
sales.me@sherwin.com

India:

+91 9871900878
pmsales.india@sherwin.com