



MARKET DEVELOPMENT



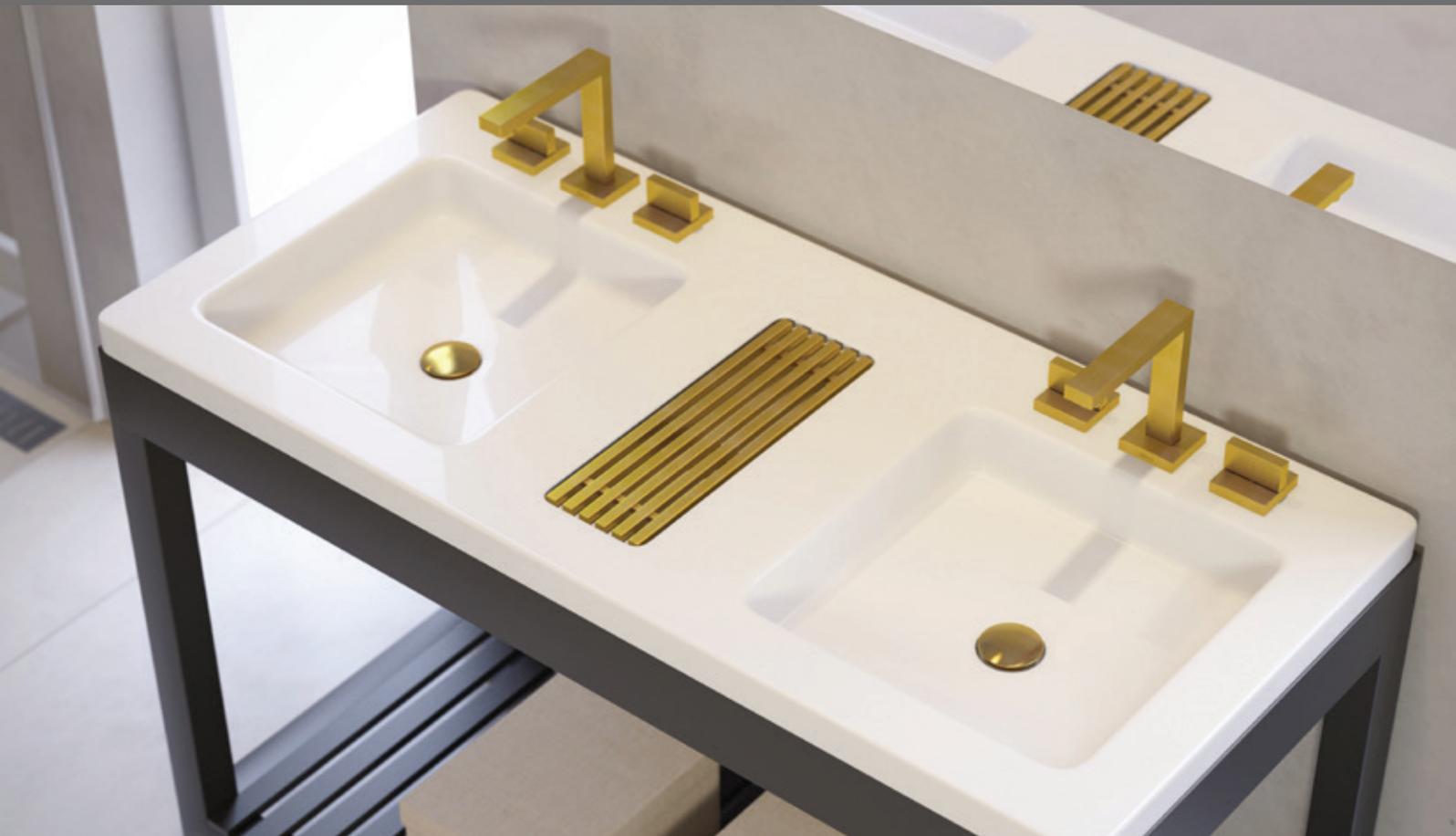
LEADING EDGE TECHNOLOGY



RELIABILITY & QUALITY

# “THE STABILITY AND FLEXIBILITY WE NEED”

Brazilian company Deca has recently purchased another Hauzer machine, a Hauzer Flexicoat® 1500. The company, specialised in sanitary hardware, uses PVD coating over electroplating to provide a wide range of colours for their award-winning designs. Ronaldo Ruas, Factory Engineering Manager at Deca, shares his experiences with Hauzer in anticipation of the new machine.



### A Forerunner in Colour Trends

Deca incorporated physical vapour deposition (PVD) into its portfolio as a response to market trends and a commitment to innovative solutions. "PVD finishing is becoming more well-known by our customers," Ronaldo adds. "They ask for it by name." The main trend Deca observed was a desire for a colour range that includes many shades of brown, bronze and brass. To meet that need for variety, their equipment needs to be flexible. Ronaldo: "From the time we started thinking of including PVD technology, we heard that Hauzer machines were excellent, both to work with and to develop technical and decorative coatings. Process stability is a critical point for us." The addition of PVD coating made Deca the only company in Brazil to offer sanitary hardware in such a wide range of colours.

### Expanding Capacity and Options

The market for PVD finishing is growing. Their successful experience with Hauzer is what prompted Deca to order another machine. Ronaldo: "The new machine will have some different technologies, which will not only expand our capacity but increase our range of possibilities - to provide new colours and use new processes. Our experience with Hauzer has given us the confidence to go ahead with these new technologies." The maximum batch time of their current Hauzer Flexicoat® 1500 is around two hours, depending on the substrate material, humidity, how clean the parts are, the shape and number of the parts, and the colour uniformity. "That is a good time for the decorative market," says Ronaldo. Our Flexicoat® 1500 is a high-productivity machine. It has excellent flexibility, even with unusually-shaped parts, which is a necessity in our market."



## SOLUTIONS FOR BETTER LIVING WITH DECA

Deca is a daughter company of the Brazilian Duratex group, which has been in the market for 64 years. Duratex is a leader in industrialised wood panels and sanitary hardware in the Southern hemisphere. They are renowned for durable brands, such as Durafloor, Deca, Hydra and Ceusa, creating products that contribute to a high quality of life.

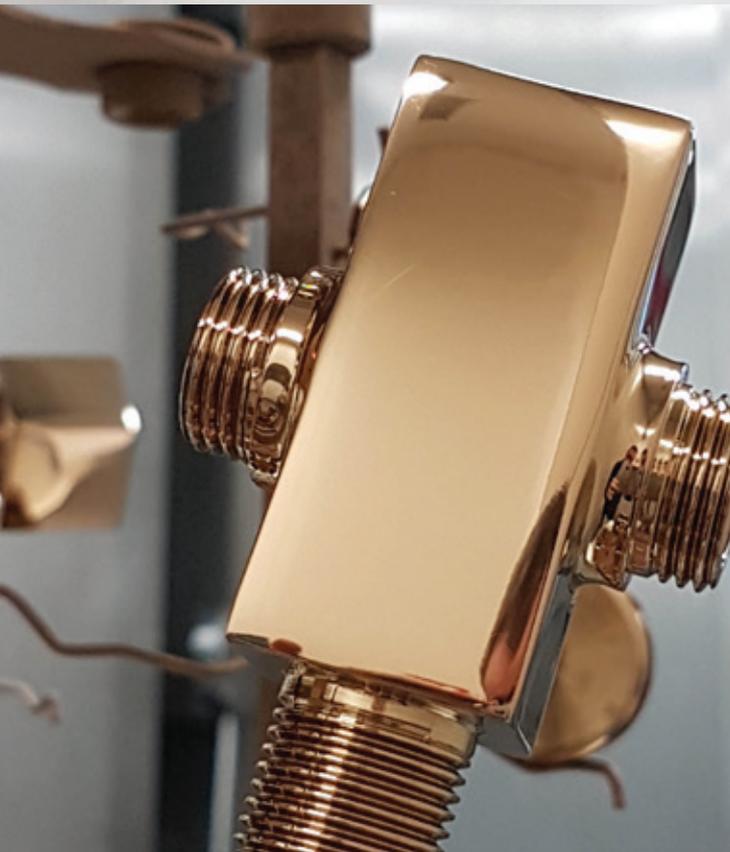
More than just offering comfort with its products, the brand stands out for its vision for responsible use of natural resources. Duratex is constantly investing in research and technological development, looking for excellence in sustainable product development. PVD coating is a good match for that approach, as it is a clean process with a high aesthetic value.



### **A Platform They Can Count On**

Hauzer machines are designed to be easy to operate. The stable equipment and robust process provide the quality and consistency Deca needs. In turn, Deca's team pays good attention to preventive maintenance – checking and cleaning the water system, filters, oil from pre-vacuum system, seals, ceramics and targets. Every two years, a team of Hauzer engineers inspect the more complex components such as valves and sensors.

Ronaldo: "In our experience, Hauzer makes very user-friendly machines. It is easy to train our operators. With low daily maintenance needs and a reliable process, we can keep our Hauzer Flexicoat® 1500 running almost continuously. It is very easy to see what the machine is doing and what we need to pay attention to. We understand that our new Hauzer machine will be even more user-friendly. I am looking forward to trying that. It's like buying a car – you only really know how it handles once you drive it."



### **Looking Forward to the New Machine**

A new machine is always an investment, not just of money but also of time, to learn the new processes and train operators. But one that saves you time in the long run. Hauzer engineers are always working to develop the new processes our customers need to serve their markets. Ronaldo: "In the future, we will be able to update this machine to reflect new business or new technologies. We are looking forward to using it and to continue working with the Hauzer engineers who support us."