



COATINGS YOU CAN COUNT ON

Wear, Corrosion, Insulation

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FREQUENTLY ASKED QUESTIONS

Why was Falmer founded?

To make a better widget. Manufacturers run into challenges with wear, electrical insulation, corrosion and the effects of high heat in production. Impacts include downtime, diminished product quality or an inability to find the best solution to keep their systems running. New customers don't typically consider how a ceramic layer on a wear surface can extend component life 10-20X.

Falmer's hundreds of coating options create the right fit for customer challenges with our quick turnaround and effective, affordable solutions.

Do you have an industry success story?

Wire and cable manufacturers. They often use expensive and heavy tool steel and solid ceramic to make wear resistant equipment components. Falmer created the first ceramic coated lightweight sheaves, pulleys and rollers. The result was an inexpensive lightweight aluminum base with a hard ceramic wear surface. They run at higher speeds with longer lifetimes and lower up front costs.

What separates Falmer from other thermal spray coating companies?

With Falmer, you get thermal spray coaters who specialize in high temperature and wear challenges. Most coating companies focus on aerospace applications, we focus on making your process run better and more profitably.

We are one of the few firms supplying film heaters to industry. Our dielectric options suit high and low voltage applications up to 2000F and they work to varying pricing structures.

We succeed when you do.

How can you make this affordable?

It's about maximizing performance. Making components last longer and better match customer requirements is core to our philosophy. We dig in to understand your needs for a specific application and work quickly to fill the requirement. We work incrementally to perfect the best fit, and can draw on resources to develop finish and manufacturing needs to streamline the process.

We have six decades working to drive manufacturing costs down and efficiency up on projects like yours.



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What if I need a service beyond your in-house capabilities?

Many customers need one-stop shopping. We've brought together trusted fabricating, finishing and special process companies who work with us to deliver complete products on time and to your budget. Project management streamlines component production and eliminates finger pointing when a processing hits a snag.

This model enables Falmer to bring together the best talent for your project. We benefit from their expertise and don't need to add capacity to get the job done. Because we have worked with these businesses for years, you benefit from our existing partnership.

What are the competitive advantages of thermal spray?

- Ability to deposit high melting point materials quickly
- Can use a wide variety of metal, ceramic, graphite, carbon fiber and plastic substrates
- No VOCs
- Scalable, used across all major industries
- Thin, lightweight and durable

Where shouldn't you use a coating?

There are places coatings don't belong. They are applied in a line of sight process, where the angle of application is important. Deep narrow bores and threads don't work for thermal sprays. You also need to focus on the different coefficients of thermal expansion between the coating and base materials, especially in high temp applications. Budget is always a consideration. Our coatings are often created with expensive process equipment and materials. There are times they don't suit very competitive budgets.

How would we begin working together?

Reach out via email or phone and provide basic project information. We can schedule a phone conversation to dive into your project. This call helps us understand your requirements and determines if our coatings offer a good solution. After the call, we can determine an incremental strategy moving forward to determine timeline, resources, costs and challenges. A project cost and time estimate is determined prior to any purchase order or contract.

Have other questions?

Get in touch with us at contact@falmer.com