



interstandox

“The best possible paintwork system for us”



Spierings Mobile Cranes B.V. was looking for a paint supplier who could meet their quality and color requirements. Spierings is a manufacturer of mobile cranes and supplies throughout Europe. Parts are sprayed at different locations: Internally in the workshop in Oss, Netherlands, but mostly at USB van Duynhoven B.V. in Uden, also in the Netherlands. In their search, they came to Standox.



Koos Spierings, Commercial Director Spierings Mobile Cranes B.V.

"The need was given by the new legislation, that lead-free lacquer had to be used. This affected the color density of the varnish on the different types of substrates we apply. Once in contact with Standox Netherlands, it became increasingly clear, that they can deliver what we want for our products and customers, namely the best possible paintwork system for us", said Koos Spierings, Commercial Director Spierings Mobile Cranes B.V.

"The cooperation is really excellent."

"Of course, the whole process didn't go overnight. There has been a prolonged test period, in which there have been frequent contact with Standox and USB in the first few months. During that period, Standox gave a lot of advice about the different fleet products to be used, but also about processes. Through these advices we have been able to increase quality, color rigidity and accelerate our lead times. Also, Standox is still acting quickly, when we have questions. The cooperation is really excellent. It is important to us because we want to increase productivity in the coming years", continued Koos Spierings.

A Win-Win-Situation

USB van Duynhoven B.V. has also benefited greatly from Standox's advice. "In the beginning, I was skeptical. I worked with another supplier and had to change my spray environment. In addition, they came up with advices that required investment. In the end, we made these investments and we have converted our entire property and adjusted the process based on Standox's opinion. This allows us to meet the growing demand of Spierings. It has also improved our process and increased lead time. We could not realize this without the support of Standox employees," said Bart Speek, USB van Duynhoven B.V.



Spierings Mobile Cranes B.V. is an international company, with 800 cranes in use in Europe, Asia and Africa. Most parts are sprayed at USB van Duynhoven B.V. in Uden.



Standox is pleased with the results of both companies. "It's nice to see that our products, advice and support make a positive contribution to the results of both Spierings and USB. And we are not silent now, we continue to look at opportunities to increase the process and quality. That belongs to us as a company, that adds value", said Jan Sterk, Account Manager, Standox Netherlands.

The partner workshop USB van Duynhoven B.V. has also benefited greatly from Standox's advice.

Join the future together

The first steps towards a positive future have been set. Spierings is very pleased with color fastness and quality. In addition, due to process changes, they have been able to increase productivity. USB has a sprayer installation they can work with for years. "The Standox technicians do not just tell you what's the right thing to do. They also make time available to guide you throughout the process. This gives you a valuable relationship that gives confidence", said Bart Speek. This has been partly realized by the products, knowledge and support of the Standox Netherlands team. "We are very pleased that the quality has been brought to a higher level, even smoother and even more shine. The cooperation with Standox gives us the opportunity to see the future with confidence. We believe that with Standox's knowledge, support and products, we can achieve our goals in the future without compromising quality", said Koos Spierings with conviction.



The painters at Spierings and USB are more than satisfied with the quality of the products.

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