

April 10, 1997

GENERAL EXEC

MEMO TO: Tom L'Hote  
FROM: *WB* Bill Hardt  
SUBJECT: CAPA Galvanization

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FRH/TCL/KSW

Tom, I basically agree with everything that Jack Gillis sets out in his CAPA Update on Galvanization. He does, however, slant the emphasis toward his interest, but in essence everything is accurate.

The only thing I wish to point out is that regardless of the effectiveness of primers versus galvanization, the point is that if an OE part is galvanized, and we use an aftermarket part that is primed, there is a difference. We may well say it is like, kind and quality, but the bottom line is that it is not the same.

Another point Jack makes is in regard to some object penetrating the primer or galvanization and exposing the underlying metal to corrosion. I think it is relatively common knowledge that it is much easier to dislodge the primer than it is the galvanization, thus, the protection is not the same in that situation. A good example might be when it is necessary for a shop to drill a part. If they drill the galvanizing, the underlying metal is exposed to corrosion just as it would be if there was primer which was drilled through. In that case, the body shop should be spraying a primer coating on the exposed metal to provide the corrosion resistance. In fact, what I am saying is that the collision repair industry uses the primers in reapplying the corrosion resistance when they repair cars, so it is obviously effective.

WFH:YE

Attachment

*Back file in CAPA*