



<i>Costs</i>	<i>PlafORIZATION™ Organic Phos</i>	<i>Conventional Aqueous Phos</i>
Energy	Lower – Energy requirements are minimal since there is no heating (cold process) and fewer and smaller pumps and motors to operate.	Higher – With several baths heated daily and several large motors running, the energy required is much greater. Final rinse requires additional energy to dry parts before painting.
Water	None – The process uses no water.	High – Water is the main ingredient, and a large amount of fresh water is used in the rinsing stages.
Waste	None – There is no waste water; no sludge is created.	High – Periodic replacement of chemicals plus purification of rinsing water plus periodic desludging of the phosphating bath.
Analytical	Very Low – Testing is required only every other month. Samples are sent to our facilities and no testing is required on-site.	High – Chemical baths require daily accurate analytical controls.
Dead Time	None – There is no waiting time before starting operations.	High – Must wait for bath warm-up before starting operations.
Capital	Low – Only one processing station plus one small pump, exhaust fan, blow-off fan and drier.	High – Several processing tanks plus several pumps, exhaust fan, oven, computerized analyzer, water treatment equipment, desludging equipment, and oil skimmers.
Space	Low – With only one processing station, plants are very compact and simple to install.	High – With three or more tanks (up to 7-9), the space required is significantly greater.
Operating	Known – Costs can be calculated down to the penny. The cost per sq. ft. is fixed; it does not matter how many sq. ft. you treat per day.	Uncertain – There are many hidden variables that make it difficult to calculate the actual running cost of the process.
Chemicals	High – Initially chemical costs are higher, but you never need to change the bath; unlimited life.	Low – Chemical costs are relatively low, but periodic replacement of phosphating baths is required.