

Success Story

Hubert Scharlau GmbH



Hesse Lignal
inspiring you



Hubert Scharlau GmbH is a carpentry firm specialising in tailor-made interiors for both private and commercial customers. The company is based near Münster in Germany, and is committed to combining high-quality materials with cutting-edge fabrication techniques, as well as to working with its customers to meet their exacting requirements. Their regular clients including a number of yacht owners, as well as international brands, some of whom have been relying on them to fit out their shops for decades. The issue of sustainability is becoming ever more important for the firm and its customers alike.

The challenge

Operating more sustainability is a major aim for Hubert Scharlau GmbH. With that aim in mind, they took a good look at their vehicle fleet, materials and working processes, and set their sights on finding a better way of using lacquer. They decided to switch to water-based lacquers, but they made the transition gradually, working hand-in-glove with manufacturer brands, who insist on their own demanding product specifications. The decision went down well with customers, not least because Scharlau continued to deliver the same high-quality, stylish interiors they always had done.

Results at a glance

- Reduced consumption of materials
- High level of acceptance among customers and lacquer specialists
- Meets demanding manufacturer standards

The process

The interiors specialist embarked on the project with an ambitious objective to complete the whole process in one go. After detailed consultations, they gained some initial experience with a water-based primer before going on to produce their first gloss formulas. Drying the new lacquer was a problem to begin with. They found the new lacquer was closing up too quickly, and they struggled to get the air circulation right. However, after a few tweaks, they found the sweet spot they needed, and Hubert Scharlau GmbH is now achieving the same high-quality results as it was with the old solvent-based lacquer.

Hesse products used

Before

2K solvent

After

Cool range

HYDRO glass coatings



„The game-changer was definitely the positive start with the primer. That meant the lacquer specialists felt good about it immediately and were looking forward to a new challenge.”

- Stefan Droste, Project Manager, Hubert Scharlau GmbH