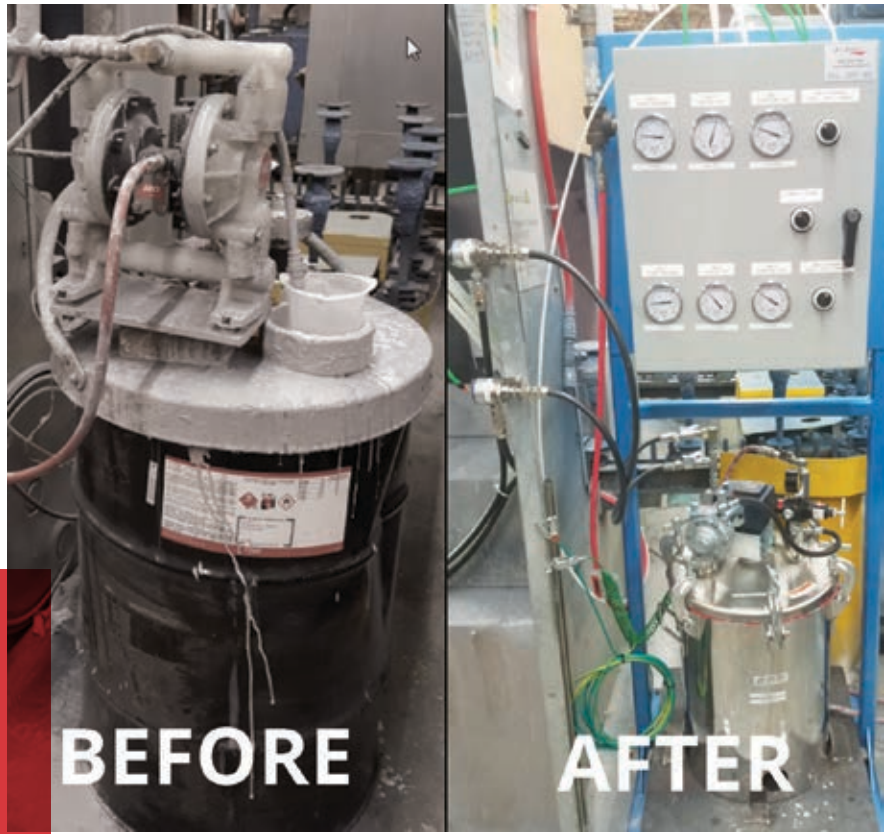




# Success Story

A manufacturer of motion system equipment was looking to improve transfer efficiency on their automated spray system. This case study demonstrates paint process improvements the lead to less overspray and improves bottom line.



## IMPROVING TRANSFER EFFICIENCY

### CUSTOMER

A Virginia manufacturer specializing in manufacturing of motion system equipment for many various industries.

### CHALLENGE

Customer was looking to improve transfer efficiency on their automated spindle machine spraying primer on various size metal housings. The existing system utilizes one spray gun set a considerable distance from the parts. This causes excessive overspray and waste. Customer also wanted to go from using 55 gallon drums to 5 gallon pails due to settling and solvent flash off in the primer. The 55 gallon drum sits for around 4 months. The viscosity needed to be regularly checked and adjusted.

### SOLUTION

Equipment utilized – Graco fixed automatic spray guns coupled to a Graco dual regulated pressure pot with agitation. All controlled via an Air Power designed pneumatic control panel for system optimization and performance.

Air Power, Inc. proposed replacing their single gun setup with two guns. These guns will be mounted on mounts that can be adjusted to effectively cover the various size parts. This will minimize the amount of overspray and improve the transfer efficiency of the system. The controls for this system will be contained in a centralized control

box. Fluid supply will utilize a 5 gallon pressure tank. This will allow the operator to place a 5 gallon bucket of primer into the tank. This system will be enclosed to minimize solvent flash off. This will help improve the consistency of the coating as it will not need to be constantly adjusted. The paint supply will also be exhausted in roughly a week now. This will allow fresh primer to be sprayed, also improving consistency.

### RESULTS

- Customer experienced improved transfer efficiency which saved them money by minimizing the amount of overspray and waste. It also reduced the amount of filtration they were purchasing due to the reduced overspray saving them time and money.
- Customer reduced solvent flash off due to the switch from 55 gallon to 5 gallon pail saving the operator time from adding additional solvent to the 55 gallon drums.



#### Meet the Arthur: Bryan Martin

Bryan Martin has been with Air Power a little over a year. He has shown a true dedication to service. Bryan reports out the Roanoke, Virginia area.

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**ASSEMBLE. MOVE. COAT.**

## ABOUT US

Air Power is a leading distributor of industrial products and integrated solutions provider. Air Power shows a true dedication to supporting the needs of their customer base by not only distributing industrial equipment, but also offering repair services in-house and in the field, engineering services for integrated solutions and over 50 years of industry experience.

Air Power boasts an impressive team of over 30 Account managers, over 40 application specialists, and 9 branch locations in 3 regions across the Southeast including Mexico, all under 1 company with 1 mission: to build lasting relationships by supporting the manufacturing community with quality products and highly engineered solutions to effectively assemble, move, and coat the products that shape our world.



### LOCATIONS

High Point, NC  
Raleigh, NC  
Lenoir, NC  
Charlotte, NC  
Salem, VA  
Greenville, SC  
Chattanooga, TN  
Atlanta, GA  
Tupelo, MS  
Monterrey, MX  
Orlando, FL



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