

"Our upgrade to ITW Gema has made real financial sense."



THE COMPANY

Precision Products, Inc. is a member of the Gleason Group of companies, and is proud to be a leading manufacturer of heavy-duty lawn and garden equipment.

THE CHALLENGE

With aging and obsolete equipment, Precision Products realized that they would not be able to achieve significant production increases without an upgrade. Not only did they need newer technology to become more efficient, but they also had to demonstrate cost efficiency and powder savings to justify the investment.

THE SOLUTION

Precision Products purchased two OptiBasic™ systems from ITW Gema. The OptiBasic is a value-oriented system that couples the intelligence, integration and automation of a full OptiSystem with a stream-lined design. Each system included eight OptiGun™ automatic powder guns, OptiTronic™ Control Units and OptiFlow™ powder pumps.

THE SAVINGS

Precision Products began to see results right away. They have been able to reduce their powder usage and are now saving about \$1,000.00 per week. Downtime for repairs has been eliminated and rejects have been reduced by 67%. With these and other factors considered, Precision Products achieved a payback in **only 9 months**.

ITW Gema

Superior By All Measures



"We were counting on significant powder savings to justify the upgrade of our aging equipment and ITW Gema lived up to our expectations."

Drew Hearn, Precision Products, Inc.

READY TO UPGRADE?

FOLLOW THE LEADERS

Leaders Like Precision



Fluid-Air Products Inc.

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I T W G E M A C A S E S T U D I E S

Precision Products, Inc. Takes Productivity to a New Level With the OptiBasic™

"Our maintenance time alone has been reduced by 15-20 hours a week."

Retrofitting their old booth with a new OptiSystem from ITW Gema enables Precision Products, Inc. to realize increased productivity and higher profitability.

A case study from Precision Products, Inc.

Precision Products, Inc. continues to meet the demand for high quality lawn and garden equipment by upgrading an aging powder coating system to the newest technology from ITW Gema - the OptiSystem.

Company Background

The Gleason Corporation was founded in 1946 and still remains a privately owned company. Precision Products, Inc. is one branch of the Gleason

Group's corporate family tree, and is located in Lincoln, Illinois. Precision specializes in the manufacture of an extensive line of lawn and garden products for both commercial and residential use.

Precision's product line includes spreaders, trailers, carts, lawn rollers, aerators, dethatchers, sprayers, hand trucks and numerous other tools for lawn care and maintenance. With a 565,000 square foot manufacturing facility and 32 loading docks, Precision is fully equipped to supply thousands of products each day to their customers.



Existing Equipment and Challenges

The existing powder coating equipment was purchased used and was estimated to be ten-plus years old at that time. The aging equipment had become cumbersome and expensive to maintain. According to Jeff Pulcher of Precision, the design of the old guns caused a loss of transfer efficiency, creating the need for excess touch-up and repaints.

When the decision was made to bring a previously outsourced process in-house, they knew it was time for an upgrade. With the cost of powder increasing, Precision knew they would have to find a way to be more efficient with their powder utilization.

Precision had the following goals in mind for the upgrade:

- Financial savings on powder
- Upgrading to the most advanced technology
- User-friendly controls
- Reduced maintenance costs

New Equipment Installed

Working closely with their local distributor, Fluid-Air Products Inc., two eight-gun OptiBasic systems were installed on their existing booths. Each system consisted of eight OptiGun automatic powder guns, eight OptiTronic Control Units and eight OptiFlow powder pumps.

The OptiTronic Control Units feature the latest in technology, giving Precision the ability to control voltage, current, powder output and volume with ease. While satisfying their need for a user-friendly interface, the OptiTronics allow Precision to enter up to 255 programs. These programs ensure accurate, repeatable results time after time.



Precision's industrial environment demands a powder gun that is highly durable and the OptiGuns are the answer. Built for simple maintenance and long life, the OptiGuns deliver maximum charging performance and superior transfer efficiency.

Also designed for simplicity and high performance, the OptiFlow pump ensures uniform powder delivery. Quick disconnects that are keyed and color-coded make cleaning fast and efficient and prevent lines from being incorrectly reattached. Check valves keep powder from backing up into the control unit, while the precision-manufactured injector jet reduces impact fusion and wear.

Savings

All these pieces fit together to achieve excellent results for Precision Products. Operators find the OptiTronics much easier to use with more precise control. The old controls were hard to regulate and results were inconsistent. An added bonus was that Precision was able to take a worker off the paint line and relocate him to another part of the plant where more help was needed.

Other outcomes of the upgrade included:

- Rejects reduced by 67%
- Saving approximately \$1,000.00 per week on powder
- Updated technology enables more repeatable results and consistent high quality
- Operators can operate the system more efficiently
- Maintenance has been reduced by 15-20 hours per week

The simple design of the OptiBasic system has provided optimal value and performance for Precision - so much so that the system paid for itself in **only 9 months!**

Future Outlook

Precision Products, Inc. has been so impressed with the results of the OptiBasic system that they are currently in the process of converting another line to ITW Gema equipment as well. The proven savings have demonstrated to Precision that superior equipment, like the OptiBasic from ITW Gema, is key to producing quality lawn and garden tools at competitive prices, using the latest in powder coating technology. Their partnership with ITW Gema will enable them to experience the same exceptional performance well into the future.

