

"Our ITW Gema® upgrade has resulted in savings of \$15,000 a month in powder alone!"

THE COMPANY

Allan Industrial Coatings, located in Allison, Iowa, is the Midwest's premier coating job shop. Allan was founded in 1979 by Dave and Monte Allan, who still participate in management of the company along with current owner, Steve Hayes. Currently operating out of two facilities in Allison, one facility houses sandblasting and liquid coating operations, while the other 60,000 sq. ft. facility is dedicated to their powder coating operations. These facilities can accommodate small parts up to some of the largest parts in the industry, including products such as agricultural and recreational equipment, store fixtures, and computer components.

THE CHALLENGE

Although Allan received a quality finish with their ITW Gema Easy Series™ manual powder guns, they realized the need to upgrade to an automated system that would enable them to grow their business and meet customer demands. Allan wanted equipment that would reduce powder usage, increase production throughput, increase film thickness consistency, while still maintaining a high quality finish and reducing costs.

THE SOLUTION

Equipment capabilities, turnaround time, and the best value solution were major factors in choosing ITW Gema. Allan decided on the Magic Cylinder® booth, OptiGun® automatic powder guns, and OptiTronic Plus™ control units. Two OptiFlex™ Manual Wall Units were also installed for touch-up work.

THE SAVINGS

As a result of the upgrade, Allan increased their productivity, reduced powder usage, improved film thickness consistency, lowered rejects, as well as overall operating costs. "With the savings we are recognizing, the upgrade will pay for itself in one year," stated Brian Fecht, Plant Manager.

"Our upgrade with ITW Gema exceeded our expectations. We increased our throughput time and reduced our powder usage, while still maintaining a high quality finish."

Brian Fecht, Allan Industrial Coatings

ITW Gema®

Superior By All Measures

READY TO UPGRADE?
**FOLLOW
THE LEADERS**

Leaders Like
Allan Industrial Coatings

Call 800-628-0601 or visit
www.itwgema.com/upgrade
for a free assessment of your
powder coating operation.

Allan recognizes tremendous savings with the OptiSystem™ and Magic Cylinder®

**"ITW Gema equipment exceeded our cost savings goal."
- Brian Fecht**

Allan's commitment to quality and maintaining state-of-the-art equipment gives them a competitive edge in the marketplace and enables them to exceed customer demands.

A case study from Allan Industrial Coatings

Allan Industrial Coatings is the Midwest's premier coating job shop. Their upgrade to ITW Gema has provided a substantial decrease in operating costs and has increased throughput time by 25%. This has enabled Allan to exceed the capabilities of the competition and has provided the capacity to accommodate an increasing number of customers.

human error is eliminated. We now have very consistent finishes with a reject rate of only ¼%," remarked Brian Fecht. The AutoTracker utilizes light curtain part recognition to provide accurate and repeatable results every time, only triggering guns when necessary, thus reducing powder usage and reducing costs.



Spraying 8 to 20 colors daily made the decision to add the Chameleon Color Management System™ an easy one. The Chameleon's automated cleaning procedure speeds up color changes by controlling internal cleaning of suction tubes, injectors, powder hoses, and spray guns. It also allows you to spray powder direct from the manufacturer's container and eliminates the risk of color contamination.

"On a scale of 1 to 10, we rate ITW Gema's equipment, installation, service, and technical support an 11+," stated Brian Fecht. "ITW Gema made our upgrade a painless and exciting process."

Savings

ITW Gema, along with local distributor American Industrial Corporation, was able to exceed Allan's expectations.



Allan's savings included:

- Decreased powder usage by 30% resulting in a savings of \$15,000 a month
- Increased throughput time and process efficiency by 25% and increased capacity to take on additional business
- Consistency has resulted in a decrease in reject rates from 1½% to ¼%
- Improved film build due to consistency
- Quick color changes times, with no contamination, in just over 4 minutes

Future Outlook

With their new system upgrade, Allan Industrial Coatings now has a competitive edge in the marketplace. They have reduced lead times, are experiencing lower operating costs, and have the ability to easily take on new business. Allan strives to maintain the latest in technology and exceed their customer expectations time after time. "ITW Gema has exceeded our expectations and we would absolutely use them for upgrades in the future," remarked Brian Fecht.



Company Background

Allan Industrial Coatings specializes in sandblasting, liquid coating, and powder coating. Pickup and delivery of parts is also offered for an added convenience to customers.

Operations are conducted out of two facilities located in Allison, IA that can accommodate small parts to some of the largest parts in the industry. Allan is committed to providing the highest quality finish in the industry and exceeding the needs of customers!



Existing Equipment and Challenges

Allan's primary goal in upgrading to their new system was to decrease powder usage and increase throughput time and capacity. Although they were getting a high quality finish from their ITW Gema Easy Series manual guns, Allan recognized the need for automation. Changing between 8 to 20 colors daily made spraying-to-waste a very costly process. Automation would also increase capacity and throughput time, allowing for reduced lead times and the ability to take on additional business.

Other goals as a result of the upgrade included:

- Reduce reject rates
- Improve film build
- Change colors quickly

Equipment Installed

For their upgrade, Allan chose a Magic Cylinder® powder coating booth, 16 OptiGun® automatic powder guns, OptiTronic Plus™ control units, and OptiFlow™ High Performance Powder Pumps to install in their new Environmentally Clean Room. Two OptiFlex™ Manual Wall Units were also mounted on each side of the booth for touch-up work.

Allan also installed an AutoTracker 3.0™ Programmable Logic Controller (PLC) to ensure consistent accuracy and efficiency throughout the coating process. "Through the use of automated equipment and the AutoTracker,