

“We upgraded to ITW Gema® and increased our productivity tenfold!”



THE COMPANY

Payne Fence Products, a division of Payne Metal Works, Inc., provides the highest quality and widest standard selection of Security and Architectural Metal Fence products in the industry. Payne Fence delivers a superior, cost-effective solution for any project requiring security or ornamental fencing and gates, with the company's patent-pending fence and barrier systems, and custom designs.

THE CHALLENGE

Some of the nation's largest retailers have turned to Payne Fence Products' fence systems for their new and retrofit construction projects. The increased specification of Payne systems called for a larger, state-of-the-art manufacturing facility. An upgraded powder coating system was an essential element of the company's dedication to meet each project's targets, on time and on budget.

THE SOLUTION

Payne thoroughly investigated powder coating equipment suppliers for eight months before choosing ITW Gema. Equipment performance, five-year warranty, support and service, industry recommendation, and equipment reputation were major factors in their decision. Payne installed ITW Gema OptiGun® automatic powder guns, OptiTronic™ control units, and OptiFlow™ high performance powder pumps.

THE SAVINGS

Along with increasing their production capacity ten times, Payne Fence experienced an improved finish quality, consistency, reduced labor and downtime costs, quicker color change times, reduced powder usage and easier to use equipment. “Our painters really like the new equipment because it is much easier to use than what we had before. We thought headaches came with powder coating, but after installing ITW Gema equipment our headaches went away,” stated Donnie Keilers, Operations Manager.

ITW Gema®

Superior By All Measures



READY TO UPGRADE?
FOLLOW
THE LEADERS

**Leaders Like
Payne Fence Products**

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

Payne Fence Products Exceeds Customer Demands with the ITW Gema OptiSystem.™

“After investigating several suppliers, we decided ITW Gema was the right choice for our powder system upgrade.”
– Donnie Keilers

Upgrading with ITW Gema has given Payne Fence the ability to meet increasing customer demands.

A case study from Payne Fence Products

Payne Fence Products, the industry's leading innovator in architectural and security fence solutions, dramatically increased the company's production capabilities with a state-of-the-art expansion of its powder coating line.

Company Background

For more than a decade, Payne Fence Products has produced high quality fence solutions at their manufacturing facility near Dallas, Texas. Payne's approach to custom engineering and

design has produced award-winning fence projects based on a company philosophy of constant improvement.

Payne's product mix has grown from principally ornamental fencing to a wide range of security and ultra-high security fence systems, including the patent-pending rigid metal mesh Guardian Fence System and the patent-pending ornamental EZ-UP Fence System, both recognized within the fence industry for their security, design aesthetics and ease of installation.



Existing Equipment and Challenges

Payne Fence Products needed a system upgrade that would increase production capabilities and allow them to become more efficient. Their goal to “not lose any opportunity” was their primary reason for installing a new powder coating system. Payne previously used a completely manual Nordson system and then subsequently changed to ITW Gema manual powder coating guns. With production requirements increasing dramatically, Payne Fence realized they needed to upgrade to automated technology to accommodate customer demands and become more efficient.

Payne Fence wanted to meet the following goals:

- Increase production capacity
- Increase finish quality and consistency
- Reduce labor and downtime cost
- Reduce powder usage
- Reduce color change time
- Install user-friendly equipment

Equipment Installed

Payne Fence chose an ITW Gema automatic system consisting of 16 OptiGun® automatic powder guns, OptiTronic™ control units, and OptiFlow™ high-performance powder pumps.

The OptiTronic control units allow Payne Fence to easily control voltage, current, powder output and volume. The control units also allow for up to 255 programs, ensuring consistency every time.

Lead time, support and service, and easy to use equipment were some of the factors Payne Fence required when choosing their powder system supplier. “ITW Gema met our requirements; our lead time expectations were met, support and service were great even after the installation, and training of our employees on the new equipment was easily accomplished,” stated Donnie Keilers.



Savings

Increasing demand for their products and the need to increase efficiency, led Payne Fence Products to upgrade to automated technology that would increase capacity, reduce costs and still provide a consistent high quality coating finish. Payne chose ITW Gema to assist them in meeting their goals.

Following their system installation, Payne achieved success in the following areas:

- Increased capacity ten times, allowing for increased production and an expanded product line
- Improved finish quality and consistency, resulting in a decreased reject rate
- Reduced labor and downtime costs with automation
- Reduced powder usage by 65%
- Reduced color change time
- Training of employees is much easier



Future Outlook

As Payne Fence Products continues to meet an increasing demand for the company's expanding range of barrier solutions, the quality and dependability of its production facility remains vital. “I know we can count on ITW Gema to be an active partner in our powder coating operation,” said Donnie Keilers, Payne Operations Manager. “ITW Gema shares the principles of Payne Fence Products of always providing the highest quality and performance at the best value.”

