

“We are using 60% less powder and have 50% fewer rejects with the OptiFlex.™”

OPTIFLEX
100,000 VOLTS OF FIRSTPASS POWER



“We have fewer recoats and use less powder with the OptiFlex.™ We are thrilled with our new gun!”

**- Darren Smith,
Raymon-Donco**

The Company

Family-owned business, Raymon-Donco, was founded in 1979 by Larry Raymon. Operating out of a 60,000 sq. ft. facility in Albion, Iowa, Raymon-Donco is a leading manufacturer of high quality air diffusers for the HVAC industry. Experiencing downtime due to rejects and high powder usage with their Nordson manual powder gun, Raymon-Donco realized a need for newer technology that would reduce their operational costs. After investigating powder coating equipment suppliers, they purchased an OptiFlex Box Unit from their local ITW Gema distributor, American Industrial Corporation. “We liked the OptiFlex for its lightweight gun, minimal number of spare parts required, and ease of maintenance,” stated Joe Hermann, Director of Engineering.

The Results

Along with an OptiFlex Box Unit, Raymon-Donco also purchased a 24mm flat spray nozzle, for use in hard to coat areas, and a 500ml application cup, which attaches to the bottom of the gun, for small production runs. With their new First Pass Power™ OptiSelect™ gun, Raymon-Donco is experiencing tremendous benefits. They are now using 60% less powder, going from a usage of 500 lbs every 7 days to 500 lbs every 18 days. “The finish quality was better the first time we used the OptiFlex than with our previous equipment,” remarked Joe Hermann. Raymon-Donco has also recognized a 50% reduction in rejects, leading to less downtime, less recoats, and shorter turn-around times for their customers. “Switching to the OptiFlex was a no-brainer – we noticed the payback on the first day,” stated Joe Hermann, “We estimate our payback on this equipment at only 3 months in scrap savings alone!” Raymon-Donco is committed to manufacturing high quality products, and believes that settling for “good enough” is not what they or their customers are looking for. That is why choosing the ITW Gema OptiFlex was the right choice to assist Raymon-Donco in producing the highest quality air diffusers available!



**The First Pass
Power Gun**

100,000 VOLTS



**Power Up Your Productivity
...like Raymon-Donco**

Coat it right the first time - every time,SM and...

- **Minimize Downtime**
- **Spray Less Powder**
- **Reduce Labor Costs**
- **Experience Fewer Rejects**

To get your hands on FirstPass Power™ for your powder coating operation, contact your ITW Gema distributor or visit us online.

ITW Gema

Superior By All Measures

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