



CASE STUDY: Fabco Inc.



“When a vendor of ours mentioned their success with DUX, I am glad we were smart enough to listen. Converting to DUX spray guns has reduced coating consumption by 40%.”

*--Jeff Bisbee, Plant Manager
Fabco, Inc.*

COMPANY PROFILE

Fabco, Inc., located in northwestern Ohio, supplies the major OEM construction equipment manufacturers with products built to their specifications, such as back hoe, front loader and skid steer buckets, quick couplers and bulldozer blades. They also manufacture a large variety of steel cast and forged teeth as well as adaptors for ground engaging equipment. Fabco is a preferred supplier to The John Deere Company.

THE CHALLENGES

One of Fabco’s vendors had switched to DUX and expressed how pleased they were with the increased performance. Fabco was dissatisfied with the level of overspray from their HVLP and Electrostatic systems and decided to evaluate DUX guns for their own facility, based upon this recommendation.

THE RESULTS

During the initial evaluation period, Fabco’s Plant Manager, Jeff Bisbee immediately noticed the reduction in paint fog when spraying with the DUX gun. He suspected this would reduce waste and was extremely pleased when his final evaluations showed a 40% reduction in coatings usage with DUX equipment. Another concern for Fabco was achieving a high finish quality with the wide variety of coatings dictated by their clients. Fabco found that the DUX Pressure Feed gun achieved an equal and often better finish quality with each material type.

Another benefit of switching to DUX technology was the time savings. The high transfer efficiency and consistent fan pattern of the DUX gun eliminated the need to make multiple overlapping passes. Jeff estimates that the time required to coat some products was cut in half. Fabco realized further time and labor savings when cleaning the DUX gun. The Fabco painting team found that the innovative design of the DUX gun was very easy to maintain.

Jeff was as pleased with the DUX team as he was with the product. He was impressed that DUX took the time to educate his staff on this new technology, making the switch to the new guns fast and easy.



"The high transfer efficiency of the DUX gun has drastically reduced the time required to spray our products, in some cases by 50%. We have also seen substantial time savings in gun maintenance."

Jeff Bisbee, Plant Manager
Fabco

HOW IT WORKS:

- > **Straight passages and sweeping curves reduce air turbulence inside the gun**
- > **Fewer obstructions in the air path such as fluid needles, springs, and valves maintains smooth airflow**
- > **Minimized travel distance from base of gun to air cap minimizes wall friction**
- > **All of the above lead to less air consumption and less expansion at the air cap, resulting in less overspray and booth fog**

THE TECHNOLOGY

DUX Area Inc. has invested more than five years of research and development into reinventing the spray gun from the inside out, incorporating patented air passage technology proven in Formula Three racecar engines. The result is a spray gun that has changed the industry. The DUX spray gun is the most innovative design in spray gun history, allowing finishers to spray nearly any type of fluid cost-efficiently and without sacrificing finish quality.

The DUX gun is lighter, more ergonomic, and easier to use than any other spray gun in its class, with transfer efficiency improvements over HVLP guns routinely reaching 15–40%. Now, by reducing paint materials, filter usage, disposal fees, and air consumption, DUX spray guns offer the potential to cut paint line operating costs by up to 50%. Additionally, because DUX allows for precision application, the need for masking and containment is minimized, requiring less labor and preparation — ultimately decreasing clean-up costs. The DUX gun delivers these savings without the compromises commonly found with other guns.

Savings multiply in other areas, as well. Fewer resources are required for personal protection, booth maintenance, and energy. In many cases the DUX gun can enhance the finish quality, thereby increasing your own competitive advantage while delivering a better product for your customer. What's more, you'll have greater control over what you can spray, opening the door to numerous cost-saving opportunities.



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