



CASE STUDY: Boville Industrial Coatings, Inc.

Larry, Jr. and his father, Larry, Sr. have been in the coating industry for a combined 80 years. The DUX spray gun is the first technologically advanced spray gun they have encountered.

“Brand new gun. Brand new design. Brand new attitude. The DUX gun is the first truly new gun the industry has ever seen. Every other gun on the market is simply a modified version of a previous design. While other manufacturers seem to be trying to cut corners to cut cost, DUX is putting out a truly high end, high quality product.”

*Larry Boville, Jr.,
Owner, Boville
Industrial Coatings*

Of course, a true test of a spray gun’s capabilities occurs with the operators who use it day-in and day-out — painters. In this case, Boville’s operators maintain that the DUX gun is much more comfortable and easier to use than conventional air spray and HVLP guns, and there is less user fatigue because the DUX gun’s weight is more balanced.

Boville intends to replace all of their existing HVLP guns with DUX guns over the next 12–18 months.

COMPANY PROFILE

Boville Industrial Coatings, Inc. is a 38 employee family owned organization located in Smithville, OH. They provide custom industrial coatings services to a variety of clients including wheel, industrial equipment, trucks, and window manufacturers.

THE CHALLENGE

Boville was looking for ways to reduce finishing costs without compromising work quality for their customers. They recognized that their existing Pressure Feed spray guns were not up to the task. A significant issue was that wall regulator pressures had to be set as high as 60–80psi in order to achieve proper atomization, and at those pressures the material loss from overspray and booth fog was extremely high. In addition, Boville primarily sprays Class B industrial coatings, which are very high in solids; his older spray gun technologies could not always adequately atomize the paint.

THE OPPORTUNITY

After hearing about the DUX Pressure Feed spray gun from a customer, owner Larry Boville, Jr. requested a demonstration to “see the DUX gun for myself.” Larry was immediately impressed with the efficiency of the DUX gun — not to mention the material savings, which averaged 15–30% compared to his existing HVLP guns.

He then tested the spray gun on a critical project for a large tractor-trailer manufacturer. The results, according to Boville, were “amazing.” Where the company’s Pressure Feed spray guns required wall pressures of 60–80psi, the DUX spray gun required only 34psi. Atomization was excellent at these lower pressures and the DUX gun delivered much higher transfer efficiency.

“The DUX gun saves us between 15–30% on coating usage. It paid for itself within several weeks.”

Larry Boville, Jr., Owner, Boville Industrial Coatings

Boville has realized additional savings, such as a reduction in booth air filter replacements. With the DUX spray gun, filters required replacement only about half as often as with HVLP. Substantial labor savings were also achieved with clean-up time: an estimated 50% less time was spent cleaning the booth, equipment, and the operators themselves at the end of the day.

CASE STUDY: Boville Industrial Coatings, Inc.



Boville has been equally impressed with the DUX guns' flexibility to handle products of different sizes and coatings with a wide range of viscosity and solid content.

"We have the worst and best case scenario. We paint items with one large part and items with as many as 450 small parts. The DUX gun works great with them all."

Larry Boville, Jr., Owner, Boville Industrial Coatings

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% over those existing spray technologies. 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.

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 air flow**
- > **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**



advanced research environmental atomization

3325 South 116th Street, Suite 161 | Seattle, WA 98168 1974 USA | tel 888 DUX AREA (888 389 2732) fax 866 876 1233 | www.duxarea.com

The design and technology forming the basis of this product is the confidential information of DUX AREA Inc., a Washington corporation. The relevant US Patent Numbers are: US 6,793,157; US 6,425,533, and U.S. 7,004,404. DUX AREA Inc. may have additional patents, patent applications, trademarks, copyrights, or other intellectual property rights covering subject matter in this document. Except as expressly provided in any written license agreement from DUX AREA Inc., this document does not grant you any license to or rights in any such patents, trademarks, copyrights, or other intellectual property.

DUX, DUX Area, DUX Gravity Feed, DUX Pressure Feed, DUX Automatic are either registered trademarks or trademarks of DUX AREA Inc. in the United States and/or other countries.

© 2006 DUX AREA Inc. All rights reserved. Printed in the United States of America