

Installation Focus:

KLM Engineering,
Earith, Cambridgeshire, UK



Manufacturer of high quality bespoke products
saves £20K per year in powder consumption



Installation Focus:

Encore™ Manual Spray System

PERFORMANCE **07** DEMAND



Powder savings, fast payback and operator approval call for an Encore.

KLM Engineering was founded in 1977 and provides a flexible and highly competitive outsourced engineering, fabrication and painting service. Due to their sophisticated range of modern manufacturing equipment and flexible approach of their staff, KLM's client base has grown to include companies such as Mercedes and McAlpine, to small family run businesses. The versatility and quality of KLM's operations is reflected in their extensive range of products that they produce. Composite metal doors supplied to the UK's leaders in modular building systems, laser cut profiles in small quantities for local engineering firms, design and manufacture of metal fabrications, and bespoke point of sale equipment for retail businesses such as GAP. When delivering to some of the world's top companies, promises of quality and timescale must be realised and KLM's service, dedication and investment in equipment ensures they fulfil their commitments. A key feature of KLM's capabilities is the versatility that they can offer in the paint shop. Their in-house ability to spray any product and any colour for their clients is key to providing customer solutions at the right price, and delivered on time. To stay ahead of the game KLM recently invested in new Encore manual powder spray guns. Prior to purchasing they tested other well known brands from the market but after an on-site trial period they were convinced that Encore provided all the benefits that they needed.

Since installation of Encore, immediate powder savings were documented due to the superior transfer efficiency of the new guns, and the painters who operate the guns found ease of use a bonus. 'We can now spray longer without operator fatigue as the new guns are so light and easy to use' quotes David Axon from KLM, adding 'the ability to change the gun settings and spray programs actually on the gun is a feature that the guys really appreciate'. A supplementary benefit for the paint shop was the speed at which the operators can now coat. The on-gun controls allow fast program changes and the increased transfer efficiency allows them to reach difficult to coat corners effortlessly. Production was increased still further by reduced rejects and the ultra fast colour change times of the gun.

Vital for KLM though is the powder savings they are achieving by using the new guns. Mr Axon forecasts that he will save £20,000 per year in reduced powder consumption, an impressive return on investment. 'We had to tell our powder supplier that we aren't buying from someone else' stated David, 'as our monthly usage reduced so much'.



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