



Hunter Engineering - Durant, Mississippi Case Study

Investing in a new Nordson Powder System Created Big Savings
for this Automotive Service Manufacturer

Performance by design



As one of the largest and most experienced global names in powder coating application technology, Nordson is trusted by the world's leading manufacturers to help them get it right every time. Not only do we offer an expansive product line—from relatively simple manual systems to sophisticated, programmable, automated systems—but we provide expertise, ongoing support and training that is unmatched in the industry.

The Challenge

Hunter Engineering is a world leader when it comes to automotive service equipment. From wheel alignment and balancers to tire changers, lifts and brake lathes, Hunter Engineering has pioneered the industry with their constant innovative manufacturing.

Hunter's Durant, Mississippi, location, which specializes in automotive lift racks, drive over tread depths and much more, realized in 2017 that they needed to reassess some of their in-house operations.

"Our goal here at Hunter is to be better today than we were yesterday and to be better tomorrow than we are today. And when it came to our powder coating operations, we had significant room for improvement" states Plant Manager, Wayne Bowling.

Bowling and his team set out to find the best powder system for their custom operation, and here are some of the things they were looking for:

- Reduced powder usage
- Easy maintenance of the machinery with great support network
- Faster color change
- Easy to use system

The Solution

Hunter Engineering did their due diligence to shop around with all the big players in the powder coating market. When it came down to their final decision, they had two companies in mind, Nordson being one of them.

"We went to the drawing board and ultimately made the decision to go with what we believed to be the best equipment on the market. It may not have been the cheaper option, but we were willing to pay a little more to get the quality we were looking for" states Steve Johnson, Manager of Manufacturing Engineering.



Mark Folcik, Nordson representative in Mississippi, took the lead and worked with Hunter to come up with a custom engineered powder system.

“We ended up going with two inline Excel 3000 booths with a Lean Cell Fast Color Change System at the very end of their powder line. Hunter paints roughly 85 percent of their products using two primary colors, black and red. Therefore, we have two inline Excel 3000 series reclaim booths, each one dedicated to its respective color. The Lean Cell on the end gives them the flexibility for touch-ups with either black or red, or a quick color change “Plug N Spray System” to cater to their customers’ multiple color requests,” states Folcik.

The Excel 3000 Powder Coating Spray Booth enables uniform, constant airflow for more efficient powder recovery, enhanced collector efficiency and superior part coverage.

The Lean Cell Fast Color Change Powder Coating System in unity with the Plug N Spray Quick Color Change System sets the standard in lean powder coating, with unsurpassed coating performance and efficiency, and color change in 60 seconds or less.

- Innovative open-face canopy allows for maximum operator access to parts being coated
- Easy-to-use operator interface
- Higher CFM capacity than conventional booths
- 10+ color capacity per operator

The Benefits

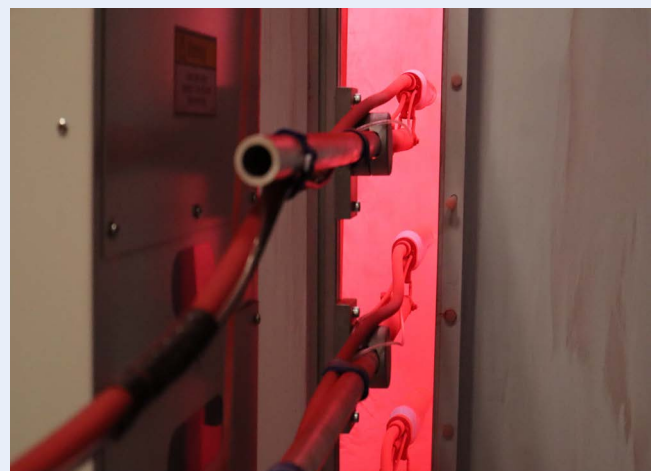
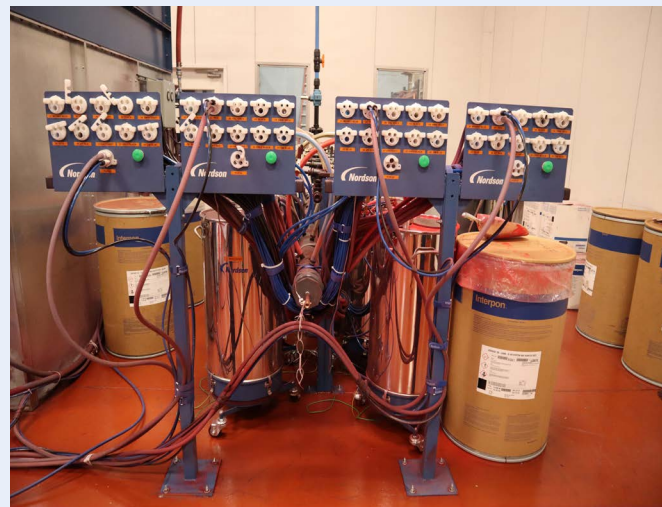
Hunter took the leap and with a team effort from Hunter and Nordson field personnel, the system was installed within a very tight deadline. From the first official run, Bowling was seeing the clear benefits of partnering with Nordson.

“The quality of product coating on first-time pass is incredible. The amount of time we’re saving with no more rework is better spent somewhere else,” states Bowling.

Not only did Hunter save from rework, but their new powder system afforded them many more benefits:

- They went from an 18-minute color change to 3 minutes
- They reduced powder usage by almost 40 percent
- Overtime hours went from 25 to almost 0 percent
- Access to premier service and support from Nordson’s one-of-a-kind service team

“Service and support after the sale was crucial to our decision in going with Nordson. Our previous experience working with Nordson was wonderful. It’s also comforting to know their main operations are here in the USA, where we can send employees for training and we know we have quick access to any parts we need,” adds Johnson.



The Bottom Line

It's a large undertaking to invest in a brand-new powder coating system, but Wayne Bowling and his team in Durant Mississippi, are happy with their choice to partner with Nordson.

"When it came to our powder coating operations, technology has advanced considerably since our system was installed. It was time for us to take advantage of that," states Bowling.

Hunter's investment in a better process has gotten them incredible results. With increased production, reduction in waste and elimination of rework, Hunter is able to focus on bigger things, like the 80,000-square-foot expansion that will bring 60 meaningful jobs to Durant in 2020.

Now that's *Performance by Design*.



(Pictured above) Hunter Engineering's Durant, Mississippi, plant

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Why choose Nordson

In highly competitive manufacturing markets, productivity is vital and performance is essential. That's why we apply both to everything we do, whether it's our products, expertise or outstanding customer service. We'll always be there to help maintain the new standards you've set, with expert service and support delivered through our teams working across the globe.

This unique Nordson approach helps you reach new levels of production, while working more accurately, efficiently and competitively than ever. Precisely why manufacturers who demand quality, can rely on Nordson.

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