

The Binks Advantage – Comet 4/12 Binks AA System Produces Cost Savings & Reduces Material Use

The Challenge

When Ole South Cabinetry had problems with the tank on their 2-gallon pressure pot, they turned to Binks for help. The custom cabinetry and woodwork company had issues that were not being addressed by their current supplier and after a small fire in the spray booth filters, they knew it was time for a change. The Binks Comet 412, AA system was brought in to meet the customer's needs.

The DeVilbiss Difference

A pre-catalyzed sealer was applied on stained door panels and a visual absence of overspray and the speed of the application were immediately noticed. The sealer was used directly from the original container without the accustomed addition of solvent and the DeVilbiss Compact HVLP was able to spray into the 90 degree inside corners, a problem area with the previous set-up.

Performance & Efficiency – After looking at other manufacturers products, Ole South ordered two Comet systems and the HVLP system. One pump applies clear sealers and topcoats while the second applies solid color coatings. Jim McInnish, president of Ole South Cabinetry, is extremely happy with his choice. When asked if the Binks AA system was still working well after a few months, he said, "It was the best move I ever made." The company is also considering switching to water-based products, and the equipment is fully compatible with water-based coatings, allowing for an easy transition.

The Result – Ole South has reduced their material use by 25 percent and the solvent use has been reduced to using small amounts for gun clean up, an estimated savings of 130 gallons per year. Cost-wise the company is saving \$6.25 per gallon of sealer and topcoat, and \$955.00 per 130 gallons of solvent per year.