



Non-Stick Coatings Specialists Get In-House Automatic Blasting Solution

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Challenge

The customer, a manufacturing and coating applicator based in Northern Europe with factories in the U.K., Europe, and Asia, provides an extensive suite of Coating Systems to a variety of industry sectors, including: baking, food production, medical, pharmaceutical, automotive manufacturing, and more. The company's leadership wanted to reduce the bottlenecks and inefficiencies in the manual system they were using to clean and key non-stick baking molds prior to re-coating them with Teflon. The company also wanted to enhance their competitive advantage by offering a faster turn-around time to customers.

The Managing Director and Production Director responsible for the project knew that increasing their volume would enable them to win more business. In order to increase their capacity and speed to market, they wanted to install an in-house automatic blast system to replace the manual system currently in place. Any proposed solution needed to ensure a consistent and reproducible finish and provide quantifiable savings and process improvements.

Solution

The company had a long-standing relationship with Pangborn and turned to the experts at Pangborn to design the optimal solution for its business. Pangborn is known for providing superior shot blasting equipment and surface preparation solutions to thousands of customers across a variety of industries. The variety and flexibility of Pangborn's solutions enable them to work with customers who are looking for comprehensive, turn-key solutions, as well as those who have very specific, a la carte needs, such as this customer, the non-stick coating specialists.

It was crucial for the Pangborn team to have a detailed understanding of the re-coating process. Over the next 10 to 12 months, Pangborn visited the customer site to conduct an audit, review, and evaluation of the customer's current re-coating procedures and to further identify any unknown opportunity areas. Multiple employees were interviewed, and it was discovered that many were concerned about the difficulty the company may have moving from a manual system to an automated system.



The Pangborn team already had extensive knowledge about the customers' business, yet the audit provided them with even more information. The data and insights the Pangborn team gathered during the review and audit enabled them to recommend the Pangborn 3GN Barrel Blast Machine. Superior design, quality, and rugged construction make Pangborn's barrel machines more reliable and easier to maintain than other machines.

Pangborn worked to instill both enthusiasm and confidence with all departments about the proposed new solution. They ran trials at the customer location, they developed a business case that highlighted both product benefits and cost savings, and they provided a detailed implementation plan that included having a Pangborn expert on-site during the transition process and into production – all of which helped to alleviate any remaining hesitancy employees had about moving to the automated system.

Benefits

The customer installed the Pangborn 3GN Barrel Blast machine. The implementation went extremely well. Because of the time spent by the Pangborn team at the customer location prior to and during the installation, the employees were ready and willing to learn how to operate the new machine. The business realized a return on their investment in less than nine months. By investing in the 3GN Barrel Blast machine, the company met its objective to eliminate the bottlenecks and inefficiencies associated with their manual process, and it continues to hold a leadership position within their industry today.

In addition to a quick return on their investment and improved productivity, the customer also realized additional advantages, including:

- A 97% annual reduction in operational costs for non-stick baking mold blasting
- Increased quality and a fully consistent and reproducible process
- Increased through-put and capacity
- Reduced man-hours and labor costs
- A savings of €8,000.00 per year by eliminating blast jigs



About Pangborn

Pangborn is dedicated to providing superior shot blasting equipment and surface preparation solutions to thousands of customers across a variety of industries. The diversity and flexibility of our solutions enables us to serve customers who are looking for comprehensive turn-key solutions, as well as those who have very specific, a la carte needs. Working closely with each customer, our sales, engineering, and service teams design best-in-class solutions that help our customers drive operational excellence and realize improved total cost of ownership and increased profitability. We are more than just another supplier; we are a trusted partner and brand. With offices and support personnel located across the globe, we bring 146 years of experience and expertise to key markets and customers worldwide.