

## MANHEIM SAN ANTONIO

### OBJECTIVES

The objective of this trial was to evaluate the performance of ANEST IWATA spray guns in reducing material usage, improving efficiency, and optimizing overall operational costs at Manheim San Antonio. By comparing ANEST IWATA guns to the existing competitor models, the study aimed to determine potential savings in paint consumption, application time, and disposable cup costs.

### STUDY PROCESS & FINDINGS

The trial was conducted in a live shop environment, allowing the paint technician to work as usual with minimal adjustments. The only modification made during the test was a slight adjustment to the clear gun for speed. No changes were made to material types or painting techniques.

#### LOAD 1

Full-size SUV (Black – Paint Code 8555, Color Suffix A)  
Expected Base Color Usage: 47 oz (\$294.22)  
Actual Base Color Usage: 23 oz (\$143.98)  
Savings: 24 oz (\$150.24)  
Expected Clear Coat Usage: 40 oz (\$438.80)  
Actual Clear Coat Usage: 23 oz (\$252.31)  
Savings: 17 oz (\$186.49)  
Time Saved on Base Coat Application: 10 minutes

#### LOAD 2

Orange Front Bumper & Pickup Bedside  
Expected Base Color Usage (Bumper): 10 oz (\$62.60)  
Actual Base Color Usage: 4 oz (\$25.04)  
Savings: 6 oz (\$37.56)  
Expected Base Color Usage (Pickup Bedside): 6 oz (\$37.56)  
Actual Base Color Usage: 3 oz (\$18.78)  
Savings: 3 oz (\$18.78)  
Expected Clear Coat Usage for Load: 20 oz (\$219.40)  
Actual Clear Coat Usage: 9 oz (\$98.73)  
Savings: 11 oz (\$120.67)

### TOTAL SAVINGS FROM THE TWO-DAY TRIAL

Total Paint Material Savings: 50 oz  
Total Cost Savings: \$513.74  
Estimated ROI on ANEST IWATA Guns: Break-even in 3.5 jobs

### IMPLEMENTATION CONSIDERATIONS

**Disposable Cup Cost Savings:** While the exact cost of the shop's current disposable cup system was not available, ANEST IWATA's sealed disposable cups are priced at \$1.25 per mix, presenting potential cost savings on every job.

**Scalability:** The trial demonstrated strong results that could be replicated at other Manheim locations. ANEST IWATA teams are ready to assist with nationwide implementation.

**Booth Time Reduction:** The ability to reduce coats needed (e.g., from 3 to 2 in some cases) and improve application speed indicates additional operational efficiencies beyond material savings.

### CONCLUSION

The trial at Manheim San Antonio demonstrated that ANEST IWATA spray guns provide significant material and cost savings, reducing paint consumption by as much as 50% in some cases while maintaining high-quality application results.

With savings exceeding \$500 in just three jobs, a break-even point of only 3.5 jobs, and additional efficiency gains, a broader rollout to other Manheim locations should be considered.



### MODELS TESTED

- LPH300
- Primer Sealer
- LS400 1.3ETS
- Base Coat
- WS400 1.4 HD
- Clear Coat

Replacing: Competitor base, clear, and primer guns

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