

## NO 1 COLLISION CENTER Richmond, BC

- 4 shops in British Columbia, 1 in Bellingham, Washington
- 1 shop coming in CA, plans for AZ, NV, and TX
- \$50-70K/mo per shop in liquid purchases



### OBJECTIVES

The primary objective was to reduce liquid material usage at the Richmond location of No1 Collision Center through optimized spray gun equipment and proper training protocols.

### INSTALLATION

The line was installed approximately 6 months ago as a new customer for ColorCompass. The installation of the paint line was handled by a national paint manufacturer and Color Compass sales and techs for the western region. The promise was a 1.5 coat to coverage system to save them time and materials for every booth cycle. Upon original installation the guns that were required by the paint company were a competitors spray gun for base and clear, the a competitors mini for UV primer. Due to improper tooling No1 Collision centers increased 20k per month and the billable RFU (ready for use) material was \$4.5 per an RO (Repair Order). Two attempts were made by the paint company and ColorCompass sales team to fix the extensive usage issues, but no improvements were made. Victor and I arrived on October 3, 2023, with the SR2 guns, WS Clear, LPH300, and the LPH80 in hand to do a soft change over in equipment. After identifying the manipulated mix ration, proper gun technique training and SR2 training the first RO was allocated for 36oz of material for coverage and we achieved that in 24oz. The following ROs over two days were adjusted down to a RFU of \$1.3 per RO simply understanding the painters and his application style. We adjusted the Nozzle needle size in the WS Clear, adjusted the inlet air pressure, and found the best PSI for the painter's application style.

### CONCLUSION

The Richmond location of No1 Collision moves an average of 350 cars through the 5 booths per a month. One RO that was monitored by experts captured an estimated \$206 in savings based on the national average RFU cost, without the experts on hand after proper training that same RO would capture \$160 in savings consistently. If you use those numbers for the month at 350 units, you are looking at approximately \$64k in material savings. The SR2 by ANEST IWATA is capable of 30-35% material savings by replacing a competitors premium spray gun. With proper training, product knowledge of the paint line and the ANEST IWATA gun line, the material saving can get into the 45% range repeatably. After the installation and training of the SR2 guns, the ANEST IWATA brand is the only gun line allowed in any of the No1 Collision centers and the shops are seeing an average of 30-35% savings with the same paint line and materials.

### Tooling Profile

- SR2 LS400
- WS400 BFS
- LPH300
- LPH80

### Materials

- Sealers and primers from National Paint Manufacturer
- Waterborne base coats
- High-production clear coats
- UV Primer

### PERFORMED BY

Josh Culver