

## RAY'S AUTOMOTIVE INC Waterbury, CT

Rays Automotive is a high-production collision repair facility located in Waterbury, Connecticut. The shop operates with a strong focus on throughput, consistency, and quality, under the direction of owner and manager Ted Ciaffaglione. Process discipline and technician efficiency are central to daily operations, making the facility well suited for evaluating refinishing material usage under real production conditions.



### OBJECTIVES

The objective of this evaluation was to **quantify potential material-usage reductions** and process efficiencies achievable through ANEST IWATA spray equipment and setup adjustments. The shop already performs at a high level; this evaluation was intended to **identify incremental gains in material consumption, consistency, and operational efficiency** without disrupting production flow.

PERFORMED BY JOSH CULVER

### TEST STRUCTURE AND METHODOLOGY

- Duration: 2.5 days
- Repair Orders: 5
- Painters: 2 full-time production painters
- Controls: Booth airflow and pressure verified
- Approach: Painters were asked to reduce standard per-panel mix volumes while maintaining acceptable coverage and finish quality

### PAINTER PROFILES

- Lead Painter (Veteran): Extensive experience in high-volume production, technical sales, and manufacturer support. Application style favors fast, wet passes with higher fluid delivery.
- Second Painter (Developing): First week at the shop during evaluation. Limited production experience but receptive to equipment changes and technique adjustments.

### RESULTS

Veteran Painter:

- **Material reduction: 30%–60%**, depending on product type and spray gun selection
- Higher fluid demand limited maximum achievable savings

Developing Painter:

- **Material reduction: 50%+** across all monitored applications

Overall Average Material Reduction: **45%** across all tests, independent of painter experience

### OPERATIONAL OBSERVATIONS

- **Reduced overspray and improved transfer efficiency**
- **Cleaner booth conditions during and after application**
- **More controlled and repeatable material delivery**
- **Painters maintained confidence while working with reduced mix volumes**

### CONCLUSION

This evaluation demonstrates that ANEST IWATA spray equipment, when properly set up and supported, can deliver substantial material savings in a high-production environment. Both experienced and developing painters achieved meaningful reductions without compromising finish quality or workflow. For production-focused collision centers, these gains translate directly into lower material costs, improved booth efficiency, and increased profitability.