

# Wagner Systems Inc. and Briggs & Stratton Power Products Group: A Success Story

## *A Quick Move to Quick Color Change...*

When Briggs & Stratton Power Products Group decided to move to a quick color change on two of their powder coating lines, they chose Wagner Systems. Briggs & Stratton Power Products Group, the world-renowned manufacturer of portable generators and gas powered pressure washers, carefully reviewed the available equipment on the market and decided to install two Wagner Systems **SuperTech** Automatic Spray Booths, equipped with Wagner's completely electronic **DigiTech** gun and motion control system. Their schedule was extremely tight, and their requirements stringent, so they knew they needed not only a team player, but also a leader. We'd like to tell you more, but here are some other people who would like to get a word in...



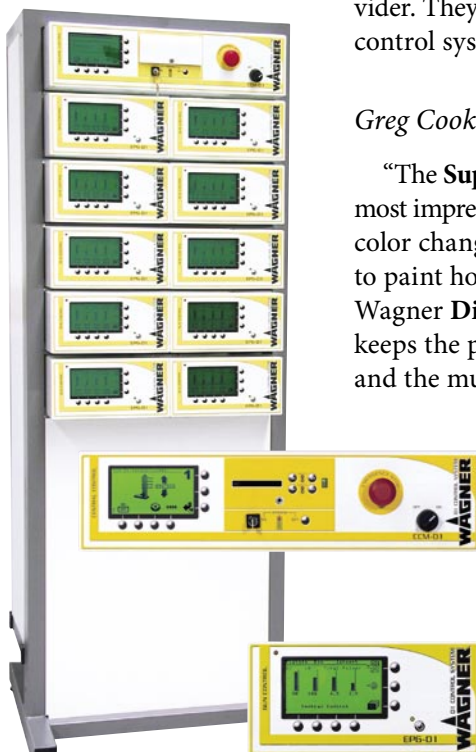
**Wagner Systems SuperTech Automatic Spray Booth**

*Bob Spenner – Director of Technical Service*

“When the team at Briggs & Stratton Power Products Group evaluated the “Big Three” powder equipment suppliers, we chose Wagner Systems. This decision was based on many factors. One key factor we noticed right away was the competency of the project management team. Wagner was confident that they could meet all of our requirements, both from a technological standpoint, and in the very accelerated timeframe. Wagner provided the Briggs & Stratton team with a detailed project timeline designed for our special situation. Wagner not only promised to meet our needs, but also showed us exactly how they planned to meet the critical milestones in the project by holding regular project meetings throughout, and keeping us and other vendors informed and part of the process. Wagner’s ability to work not only as an equipment supplier, but also as a general contractor with the other vendors involved, really moved the project along. Wagner functioned as more than just a supplier, but a turnkey solution provider. They staged the installation in such a way that the **two SuperTech** booths and **two DigiTech** control systems were in place and ready to go only six days after the old booths were removed.”

*Greg Cook – Area Manager of Components*

“The **SuperTech** system performance is great. To start, we are seeing a higher quality finish, but most impressively, we are achieving **8-minute color changes**, compared to the previous 20-40 minute color changes with our old system. We have also realized a **20% increase in efficiency** relative to paint hours. Powder savings have also come in the form of accurate mil coverage from the Wagner **DigiTech** controls, saving **more than 1 mil of coverage overall**. The **DigiTech** system keeps the process under control and repeatable through multiple shifts via the recipe feature, and the multiple language capabilities of the system allow us to adapt to a multi-lingual workforce. The system has saved time, money, and powder in many ways, but the most critical thing to Briggs & Stratton Power Products Group is to be responsive to our customers. When you are supplying products to the retail markets, response time and flexibility are keys to success. This is why Briggs & Stratton was not about to settle for second best when it came to this important project.”



**Wagner Systems DigiTech Gun  
and Motion Control System**



## **WAGNER SYSTEMS INC.**

175 Della Court, Carol Stream, IL 60188

630-784-8900 Fax: 630-784-8970

E-mail: [info@wagnersystemsinc.com](mailto:info@wagnersystemsinc.com)

Website: [www.wagnersystemsinc.com](http://www.wagnersystemsinc.com)