

# Wagner Systems Inc. and Skyline: A Success Story

## The Sky's the Limit with Wagner Systems and Skyline Exhibits



Inside the Wagner Systems SuperTech Booth

**S**kyline Exhibits, Inc., a leading manufacturer of tradeshow exhibits, point of purchase displays and customized kiosks, decided they needed to move to lean manufacturing. To help meet this objective, they installed a Wagner **SuperTech** automatic powder spray booth equipped with a Wagner **DigiTech** control system. We would like to tell you more, but here are two people who would like to get a word in...

**Brian Rome – Director of Manufacturing, Skyline Exhibits, Inc.**  
Eagan, Minnesota

“As a leading manufacturer in the tradeshow industry, Skyline is in the middle of a philosophical and cultural change for our business and processes. We are becoming more of a Lean Enterprise—not just a lean manufacturer—whereby we want to create a pull-through, not a push-through, system. The new Wagner **SuperTech** booth system is leading the way with this change. Before, our coating system was a bottleneck area. With the new Wagner system, we have improved our on-time delivery to our internal customers by at least 25% within the first few weeks and have seen a significant powder savings, already saving ½ ton of powder a month. We are confident that this savings will continue to increase. Another benefit is that the layout of our paint booth room has changed significantly due to the compact and powerful capabilities of the Wagner **SuperTech** system. We are maximizing the space, doing 10-15% more powder coating in ½ the space as our old system, and are now able to make better use of our facility. We will be using more custom colors than in the past (*currently using approximately 7 colors on a daily basis*), so when a customer has a specific color need, we can deliver.”

**Steve Potter – Principal Engineer, Skyline Exhibits, Inc.**  
Eagan, Minnesota

“The consistency and repeatability of the **DigiTech** control system far surpasses our previous system, providing a more consistent coating. The recipe control is especially nice—the mil thickness and consistency of the product finish is always the same—and each part can have its own recipe. Another **DigiTech** feature that saves powder and provides consistent mil coverage is the automatic gun movement technology, coupled with the part recognition system. The gun movement includes reciprocators and in-out movers that automatically adjust to the part size. This feature also controls unique gun-to-part distance as programmed by the recipe. We have also tailored our **DigiTech** recipes, so we not only have automatic gun triggering (*turning on and off the correct guns, dependent on the presence of a part and its size*), but we have unique pre- and post-spraying for the best possible wrap and side coating.”

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