



Same-Day Shipping Helps Wood Cabinetry Maker Meet Customer Demand

CUSTOMER

Wood cabinetry manufacturer and finisher

GRACO EQUIPMENT

G40 Air-Assist Spray Guns

CHALLENGE

Struggling to meet customer demand, a wood cabinetry company needed to speed up finishing without sacrificing quality. That's why the production manager ordered 20 Binks Air-Assist 1600M spray guns – and waited.

After one month, the production manager called his spray equipment distributor to find out when the order would arrive. The much-needed spray guns were at least two more weeks away.

SOLUTION

The spray equipment distributor contacted Graco about the availability of a comparable model, the G40 Air-Assisted Spray Gun. More than 100 were in stock. An order of 20 could be shipped that same day.

The production manager then switched his order. Graco immediately filled it.

RESULTS

Within 48 hours, 20 G40 Air-Assisted Spray Guns arrived and were put into immediate use along the wood finishing line.

Months later, the production manager has “nothing but good things” to say about Graco service and equipment.

Finishers have noticed consistent, if not improved, results with their new spray guns.

The cabinetry company remains busy. Timely delivery of equipment and replacement parts helps them keep up with customer demand.

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