



## Graco's IPK Easily Beats the Competition

### CUSTOMER

Automotive Manufacturing

### GRACO EQUIPMENT

E-Flo DC and Intelligent Paint Kitchen (IPK)

### CHALLENGE

Every 7 to 10 years, manufacturers replace their paint kitchen equipment due to normal wear and tear. It is common practice in the finishing industry and usually produces the best possible results. Recently, one of the world's premier automotive manufacturer's was ready to replace some old equipment and was choosing between Graco equipment and one of its major competitors, Binks.

### SOLUTION

The customer went to their local integrator to see a full demonstration of Graco's new Intelligent Paint Kitchen Remote Monitoring System working with the E-Flo DC Electric Pump. They appreciated the easy to use and interactive remote monitoring control from a tablet style interface that the Intelligent Paint Kitchen offered. They also liked the E-Flo DC's ability to stall under pressure, allowing the motor to generate full torque at zero speed. This is something that no other competitor could offer, including the Binks Electric AC Smart Pump, since they are made with electric AC motors.

### RESULTS

After thorough analysis of the different product offerings, the Graco Intelligent Paint Kitchen and the E-Flo DC Pump proved to be head and shoulders above the competition. So much so, that they decided to equip their entire paint kitchen with 22 E-Flo DC pumps connected to the Intelligent Paint Kitchen Remote Monitoring System. Now they feel confident and ahead of the game, knowing that they are equipped with one of the most efficient electric pumps on the market and the industry's only remote monitoring system of its kind.

