

# B+M SURFACE SYSTEMS

## are experts in Turnkey Robotic Painting Lines

They started business in 1992 and soon became a supplier of choice for equipment delivering paint to the growing number of robot painting lines supplying the automotive and electronics industry. 2 and 3 component paints presented the biggest challenge at this time, and b+m soon won awards for their water-borne 2k mixing units providing stable production conditions, precise flow and mixing ratios.

This laid a solid foundation for b+m to become a supplier who can actually produce a complete robotic painting line from one source using its own equipment. Providing users with real turnkey systems.

Why turnkey? Often, companies try to save money and patch painting lines together from different suppliers, but often have to learn how to do this, whilst managing the project, often with results costing far more than they might have saved. They may even have the knowledge in house, but not be able to spare the resources, with damaging and costly consequences to production.

Imagine trying to build your own car in record time. To make one which performs as well as a properly designed production model will probably cost more, take longer and develop hidden problems/costs based on "blind spots!", it's the same with Robotic Painting lines.

What else does b+m do differently? Because their expertise was in robotic painting which then led to developing their own robots and lines, their pedigree is second to none. With modern support available on software, and robust, reliable hardware backed up by comprehensive training so your people learn how to fix problems quickly, b+m is the choice of many Europe's top automotive and industrial painters.

Efficiency is high on everyone's list of priorities today, and b+m has developed some of the most advanced paint pigging technology to fit with increasing demand for flexibility on short runs.

b+m's home grown T1 robot has recently been given a facelift, and remains one of the easiest painting robots to use on the market, whilst being easy to maintain with full training provided so your maintenance team can react quickly and easily in an emergency.

Teclac Werner GmbH, part of the Werner Group, is a medium sized contract finisher

based in Fulda, near Frankfurt. They recently asked b+m to install a turnkey painting line as part of a major investment program. The system was specified, designed and installed rapidly by b+m's project team. The plant comprised a 5 stage powerwash, flaming robots, primer robots, basecoat and clearcoat robots, with the latest "process arm" T1 3X Robot produced in house by b+m's painting experts, high efficiency clean spraybooths and state of the art air handling.

Teclac paints a wide range of automotive plastic from small parts such as door handles and fuel caps, mid-sized components such as panels and grills to larger parts like spoilers and bumpers for automotive.

In a world where clients are often in conflict with their system suppliers, Arnold Gutbelert, Teclac's CEO stated that "Working with b+m made project implementation much easier. They were flexible, the system offers a stable production environment, fast prototype programming and in some areas performance has even exceeded our original expectations".

b+m has a loyal customer base across Europe with plenty of repeat business, and as such does little in the way of advertising. They are also a key supplier of dip coating lines to the agricultural industry having taken over the reputable W+E approx 10 years ago.

If b+m was a colleague, you'd probably describe him as "someone who knows a lot about his subject, solid, reliable and likes to get the job right, first time". **CSW**

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