

The logo for WAGNER, featuring the word "WAGNER" in a bold, black, sans-serif font with a stylized triangle above the letter 'A', set against a yellow rectangular background.The logo for remmers, featuring the word "remmers" in a blue, lowercase, sans-serif font with a red roof-like shape above the letters 'm' and 'e', set against a white background.

Customers benefit from Remmers Competence Center

Wood Surface Finish Competence Center equipped with WAGNER coating technology

October 2015

The Remmers Group opened the "Wood Surface Finish Competence Center" in October 2015 in Lönningen, Lower Saxony. In doing so, the company – which produces stains, paints, wood varnishes, and other coatings for windows and front doors – was primarily targeting industrial customers that a newly created industrial sales team would be able to provide with better and more efficient consultancy services.

In the landmarked art nouveau villa, which has a modern, almost 800-square meter annex, Remmers offers companies that coat windows or building components the opportunity to test and optimize their production processes. They can also assess the latest system technology in use. Here it is possible for all customer parameters to be adjusted and thus for the real requirements of coating technology to be simulated. "The offer is unique and has been very well received by our customers. In the Wood Surface Finish Competence Center, they are not only able to learn about the product that best matches their requirements, but they also experience the complete coating system and system technology in a live situation. For many, this provides very helpful insights and helps to prevent bad investments," reports Elmar Kaiser, Head of System Technology for the Woodworking Division at Remmers.



Cutting-edge system technology from tried-and-true partners

The Competence Center is equipped with cutting-edge system technology that is constantly kept up to date. The customers therefore have access to a fully automatic, 6-axis painting robot with 3D object recognition, various automatic sanders and painting machines, a flow-coating system, as well as a spray tunnel for impregnation. When purchasing the equipment, Remmers relied on tried-and-true partners. The various liquid coating guns and the piston pump used in the robot therefore come from WAGNER. Remmers has been working with the supplier of professional coating systems for several years. "Each of

our sales representatives has a WAGNER high-pressure diaphragm pump and a lightweight, manual AirCoat gun for demo purposes, as we are guaranteed to achieve excellent results with them. That's why it was only logical for us to rely on WAGNER in the Competence Center as well," explains Elmar Kaiser. The painting robot for the electrostatic coating process is therefore equipped with the **WAGNER Leopard 35-70 high-pressure piston pump** as well as a **GA 4000 AirCoat automatic gun**. In addition, there are **three GM 4700AC manual AirCoat guns**. "The products



from WAGNER feature a fine atomization pattern for high-quality surface finishes and require comparatively little pressure and atomized air. The guns are also highly ergonomic and low maintenance," explains Patrick Freche, who looks after all the paint and varnish manufacturers as the Business Relations Manager at WAGNER.



Close collaboration during development

Aside from the benefits that the Competence Center offers customers, Remmers also uses the premises for its own new developments and tests. In the course of this, the Remmers team works together closely with the WAGNER sales partner Lutz Seupt, whose site is not far from Lönningen. "Due to the close proximity, we are quickly on site if there are any complications. We can also provide Remmers with a system for testing purposes swiftly," says Lutz Seupt. Patrick Wessner, responsible for the technical equipment of the Competence Center at Remmers, adds: "Over the years, this has led to a close partnership from which we really benefit." At the present time, both companies are working on a technology which has already attracted attention on the market, but which turned out to be a failure in practice. This time, all the parameters point to a success. Other joint projects are in the pipeline. Elmar Kaiser is convinced that, "Automation in our industry can no longer be stopped. That's fine if we have a partner like Lutz Seupt and WAGNER on our side."