

FROM RICHARDS-WILCOX CUSTOMER TO **EQUIPMENT PARTNER**

What happens when collaboration is done right.



THE SITUATION

In 2018, DeGeest Corporation was expanding and wanting to build an automated finishing system that would help them keep up with growing production demands.

THE CHALLENGE

Multiple companies came together to create a solution. There was a company for the conveyor. Another company for the wash. Another one for the controls. And so on, right

down to a company for the system itself. In total, over 10 different companies were involved.

Sounds great, right? Not when

you consider that, while each company knew their role very well, it led to a disconnected system that wasn't able to function as expected.

THE SOLUTION

As DeGeest worked to automate finishing in its facility, they discovered a solution in Italy with a company called Lesta, makers of self-learning robots. DeGeest soon became the exclusive North American manufacturer, distributor, and integrator of this technology under the name LestaUSA.

"We learned a lot about automation as we were putting together LestaUSA," said Derek DeGeest, President of DeGeest Corporation and LestaUSA. "Of all the companies working on our system, one – Richards-Wilcox – really impressed us with the same solution-oriented mindset we have."

"Instead of saying no, they listened and found a way to deliver exactly what we wanted," added DeGeest. "Richards-Wilcox has since become an important equipment partner for us. We essentially went from a customer of theirs to becoming partners. Now, we've taken what we learned through our own experience, and can deliver it to other manufacturers."



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THE OUTCOME

The automated finishing system at DeGeest is capable of finishing parts up to 1,500 lbs and features a conveyor controlled with a bar code reader that communicates the blast speed, paint color, paint program, and cure time for each part as it moves through the line. The end result has maximized throughput while greatly reducing

finishing time and costs.

The upfront collaboration between DeGeest and Richards-Wilcox showcases what can be accomplished through teamwork. Today, customers no longer have to worry about whether a substantial investment in finishing automation will pay off. Through

this partnership, all systems are tested and integrated before they arrive on the manufacturing floor.

Investing in a Lesta system comes with the peace of mind of knowing a solution-oriented company like Richards-Wilcox is involved to ensure everything is working Day One.

We help our customers in one of two ways: We use automation and manufacturing expertise to produce parts for them, or we create automation solutions to help them do it themselves. What can we do for you?

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