Coherix

THE NEXT DIMENSION
OF PERFORMANCE

CASE STUDY

OPTIMIZING PRODUCTION START-UP: COHERIX DSE SAVES $400K

HOW COHERIX DSE HELPED A LEADING TRUCK MANUFACTURER STREAMLINE PRODUCTION START-UP AND SAVE $400K

INITIAL SITUATION

One of the largest commercial truck manufacturers in America turned to Coherix's Dispensing System Engineering (DSE) team to support the launch of multiple new dispensing cells for a major production program in Mexico.

The experienced DSE team provided dispensing system recommendations, programming and on-site support before commissioning began, during setup and even after production launch to ensure the robot programming, dispenser, fixturing and entire dispensing process is performing optimally.

CHALLENGE

When planning their new dispensing systems, the manufacturer faced several critical challenges:

- Competing quotes from multiple dispensing equipment suppliers
- High equipment and infrastructure costs, including large-heated material storage sheds
- Tight sensor clearances within complex fixturing and dispense paths
- Floorspace is at a premium on this plant floor
- Expensive spare parts, creating long-term operational risks

SOLUTION

1

COST OPTIMIZATION

- The Coherix DSE team helped select the dispensing equipment optimal for the applications and successfully negotiated an additional $400,000 in cost savings from the original quotation.
- Eliminated the need for large-heated storage sheds, freeing up valuable factory floor space.

2

PROCESS & DESIGN IMPROVEMENTS

- Reviewed and refined fixturing and dispense paths using advanced 3D simulation.
- Engineered sensor clearances for reliable, consistent performance during production.
- Optimized the cell layout for maximum efficiency, including pump placement location, hose length and nozzle stand-offs.

3

SPARE PARTS STRATEGY

- Avoided the need for high-cost drum pump spare parts, which were more expensive than complete production systems.
- Recommended purchasing two training cells for spare parts, reducing long-term replacement costs.

RESULTS

- Rapid Deployment: Streamlined delivery and setup for maximum efficiency.
- Seamless Flexibility: When the truck manufacturer later realized one dispensing station had been missed from initial design, a spare “training cell” was quickly converted to production equipment — avoiding any delay to the project.
- Cost & Space Efficiency: Achieved substantial cost reduction and freed up valuable floor space.

KEY TAKEAWAYS

- **Reduce Costs** while improving dispensing accuracy and efficiency.
- **Optimize Valuable Floorspace** by eliminating unnecessary storage systems.
- **Future-Proof Operations** with smart spare parts and flexible system design.
- **Improve Efficiency** through simulation-driven engineering and on-site support.

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