

# Our Customer's Success is Our Success

The unit has proved to be consistent and reliable per our expectations and provided us with opportunities for improvement as we continue to remain an industry leader in quality and value to our customers.

- Hampton Walkins  
Greenwood Fabricating & Plating



# GREENWOOD FABRICATING & PLATING (GF&P) INCREASES WORKER PRODUCTIVITY AND REDUCES MATERIAL COSTS USING THE XAN 500



## Results

- Reduced cost of over plating by easily testing multiple spots on large bus bars.
- Handheld and portable XRF instrument greatly increased worker productivity

## Application

- Copper, silver, tin, zinc, and electroless nickel plating on various substrates
- Manganese phosphate, zinc phosphate and passivation coatings

## Customer

Commercial electroplating and coating services with capacity for small components to 12' bus bar. Custom metal fabricating for commercial electrical, industrial, and transportation industries.

## Challenge

For years, GF&P has been using Fischer Technology bench top XRF detectors. Desktop units work great for smaller parts, however they were struggling to efficiently and accurately measure plating thicknesses on full length bus bar, large sheets, and oddly configured parts.

Benchtop model XRF instruments were modified to accept 12' long bar. However, sampling on a large scale was time consuming and taxing on operators, and true thickness landscape across parts and racking systems was unknown.

## Solution

GF&P had experience some years ago with early versions of a handheld thickness tester, so they pursued similar avenues of search. However, their experience with previous instruments was that they were not developed with their application in mind and they were unreliable. "Your competitor's handheld XRF instruments were always falling out of calibration. Then we had to ship it to get recalibrated, which meant we didn't have an instrument for 6 weeks", said Hampton Watkins, Quality and Logistics Manager at GF&P.

A side by side analysis of handheld XRF units on the market proved that Fischer was able to offer onsite calibration and a plug and play system that is meant to be used for coating thickness measurement that was critical to their solution.



## Contact Fischer

860.683.0781  
www.fischer-technology.com  
info@fischer-technology.com

## LOCATIONS THROUGHOUT NORTH AMERICA AND THE WORLD:

Windsor, CT | Burlingame, CA  
Livonia, MI | Itasca, IL | Columbia, SC  
Canada & Mexico