



# THE POWER OF GRAYMILLS

**OUR CAPABILITIES + YOUR REQUIREMENTS**

CUSTOM MANUFACTURING + SOLUTIONS

Founded in 1939, Graymills Corporation is a leading U.S. manufacturer of parts washers, pumps, and inking systems. From the enduring quality of our traditional product lines, to our innovations in eco-friendly systems, Graymills continues to lead the industry in technology, quality, and sustainability efforts. Built to last, our equipment is developed to withstand even the most extreme demands of long-term usage in the harshest of conditions.

## CUSTOM PRODUCTS

Standard or custom design

Standard or custom sheet metal

Standard or custom powder coating

Your brand or ours

## CUSTOM PRODUCTION

Build to your schedule

Ship to your facility or your customers

## CUSTOM SUPPORT

UL/CSA certifications

CE/ATEX available

Global engineering and application support



## The Four Phases of Working with Graymills



### 1. Understanding the voice of your customer

- a. How will your customers use this? How will your employees use this?
- b. What features and benefits will they want, value?
- c. What should it or shouldn't it do?
- d. Are there maintenance/repair concerns?



### 2. Ideation & engineering

- a. Unique capabilities for custom products
- b. Mechanical, electrical, and manufacturing engineering
- c. 3D CAD and analysis
- d. Collaboration via online or in-person meetings
- e. Trade-off analysis



### 3. Smart manufacturing/fulfillment

- a. Graymills utilizes in-house manufacturing and common components to keep lead times as low as possible. Sheet metal fabrication (including laser cutting, forming, welding, and powder coating), machining, and assembly are Graymills strengths
- b. Our "mass customization" internal processes are designed to build in small quantities, allowing us to ship however many you need at the time.
- d. Leave the logistics in our hands. Tell us what you want delivered where and when, and we will take care of it for you.
- e. Not good enough? We can keep inventory at our factory.



### 4. Global understanding

- a. Global certifications and standards – CE, ATEX, UL, CSA, and others – as needed.
- b. Metric and English fasteners, lengths, and volumes.
- c. We are where your customers are: representation in 38 countries on 6 continents – and counting. Your customers expect no less.
- d. Webinars with factory personnel for creating solutions or troubleshooting problems. Factory support is only a mouse click away.

With over 80 years of experience, an established record of service to both private and government clients, and a dedicated employee service average of over 12 years, Graymills provides solutions backed by unparalleled industrial expertise and technical know-how. Resourced with a distinctly robust store of industrial knowledge, Graymills stands exceptionally equipped to meet the dual demands of efficiency and craft. Graymills' experienced team of technicians and engineers have the capacity to deliver fast, real-time solutions for customer needs without compromising the quality of our products.