

**Guyson Corp.** / [www.guyson.com](http://www.guyson.com) / **Annual revenue:** \$10.5 million / **Headquarters:** Saratoga Springs, N.Y. / **Employees:** 50 / **Specialty:** Cleaning, shot-peening, finishing and surface-preparation machinery / **Steve Byrnes, president:** "We are focusing on the next generation of our products."

# SCRATCHING THE SURFACE

INVESTMENTS IN PEOPLE, FACILITIES AND TECHNOLOGY ARE ALL CRITICAL COMPONENTS OF GUYSON CORP.'S SUCCESS IN ITS INDUSTRY. BY ERIC SLACK

**Guyson Corp. has been demonstrating** its capabilities in the United States as an engineer and builder of cabinet-blast machinery for nearly 40 years. The company designs and builds cleaning, shot-peening, finishing and surface-preparation machinery, manufacturing both air-blast and wheel-blast equipment.

"We have built a strong base of customers," President Steve Byrnes says. "Now we are focusing on the next generation of our products, which we believe are robotic blasting systems."

Based in Saratoga Springs, N.Y., Guyson is part of the U.K.'s Guyson International group of companies. Guyson International is the largest independent manufacturer of blast finishing and aqueous degreasing equipment in Europe, having been involved in cleaning and surface treatment since 1938. It also has offices in France, Malaysia and China.

"We are located in New York's Tech Valley," Manager of Marketing and Business Development John Carson says. "There are many different companies serving high-tech industries from here, and Guyson is a part of that community."

As for Guyson in the United States, it was incorporated in 1975. Over time, it expanded office and manufacturing space to 80,000 square feet. It has added to its capabilities, such as manufacturing its first turnkey robotic blast system in 1997. It now has more robotic blasting machines installed and running than any blast



WHEN A ROBOT IS POSITIONED TO OPERATE IN THE HARSH ENVIRONMENT OF A GRIT-BLASTING CABINET OR A SHOT PEENING MACHINE, GUYSON FITS IT WITH A CUSTOM-TAILORED SUIT MADE OF LAMINATED FABRIC AND ABRASION-RESISTANT MATERIAL TO ISOLATE THE PRECISION DEVICE FROM DUST AND BLAST MEDIA.

equipment manufacturer. The company has continued to expand, opening a contract finishing job shop in 2009 and acquiring Automated Blast Systems in 2014 so it could begin building wet-blast machines.

## SPECIAL OFFERINGS

Guyson's specialty is the automation of cleaning, finishing and surface-treatment processes. It has a standard lineup of manual and automatic models, and it also builds special-purpose automated blasting systems that are

custom-engineered and built to order.

"Our focus is on the customers and their satisfaction," Carson says. "We work to define their process requirements and get an in-depth understanding of their objectives."

The company also offers in-house robotic integration services so customers don't have to utilize third-party integrators. It designs and manufactures both air-blast and airless wheel-blast machinery. It specializes in automated and robotic blast systems that are custom-engineered

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according to the needs of a customer’s application.

In addition, Guyson offers support services such as contract finishing, lab testing and consultation. Its customer service group also helps customers in need of spare parts, blast media, maintenance information or answers to technical questions.

The company is committed to investing in people and engineering design and manufacturing software. Its arsenal includes the latest CAD/CAM and state-of-the-art offline robot programming tools.

“We have added many new people in the last few years, and we have a good mix of experience with new talent with a lot of technical ability,” Byrnes says.

In addition, Guyson’s investments into automated surface-treatment systems ensure that the company utilizes top-of-the-line electronic sensor technology, control systems and software. Strategic investments in training and software allow the company to meet customer demands.

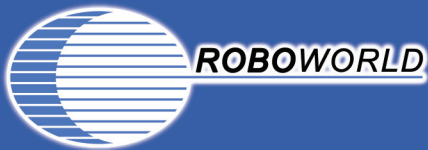
**UPWARD TRAJECTORY**

Guyson is committed to quality. It is a

Rockwell Automation Machine Builder, a system integrator member of the Robotics Industries Association, an authorized integrator of Fanuc Robotics, a Yaskawa Motoman Solution Provider and an ABB Robotics Integration Partner. It is ISO 9001:2008-certified. Its electrical panel shop is UL-certified.

The company understands the requirements of abrasive blasting and shot peening. It has experience with design engineering and working on specialized projects. It understands the way blasting technology is used in many industries such as the aerospace, automotive and medical sectors, as well as precision, molding, forging and extrusion industries.

“We have a large installed base of equipment out there,” Byrnes says. “Now we are working to deepen our »



**ROBOT PROTECTION WITH UNCOMPROMISED MOBILITY**



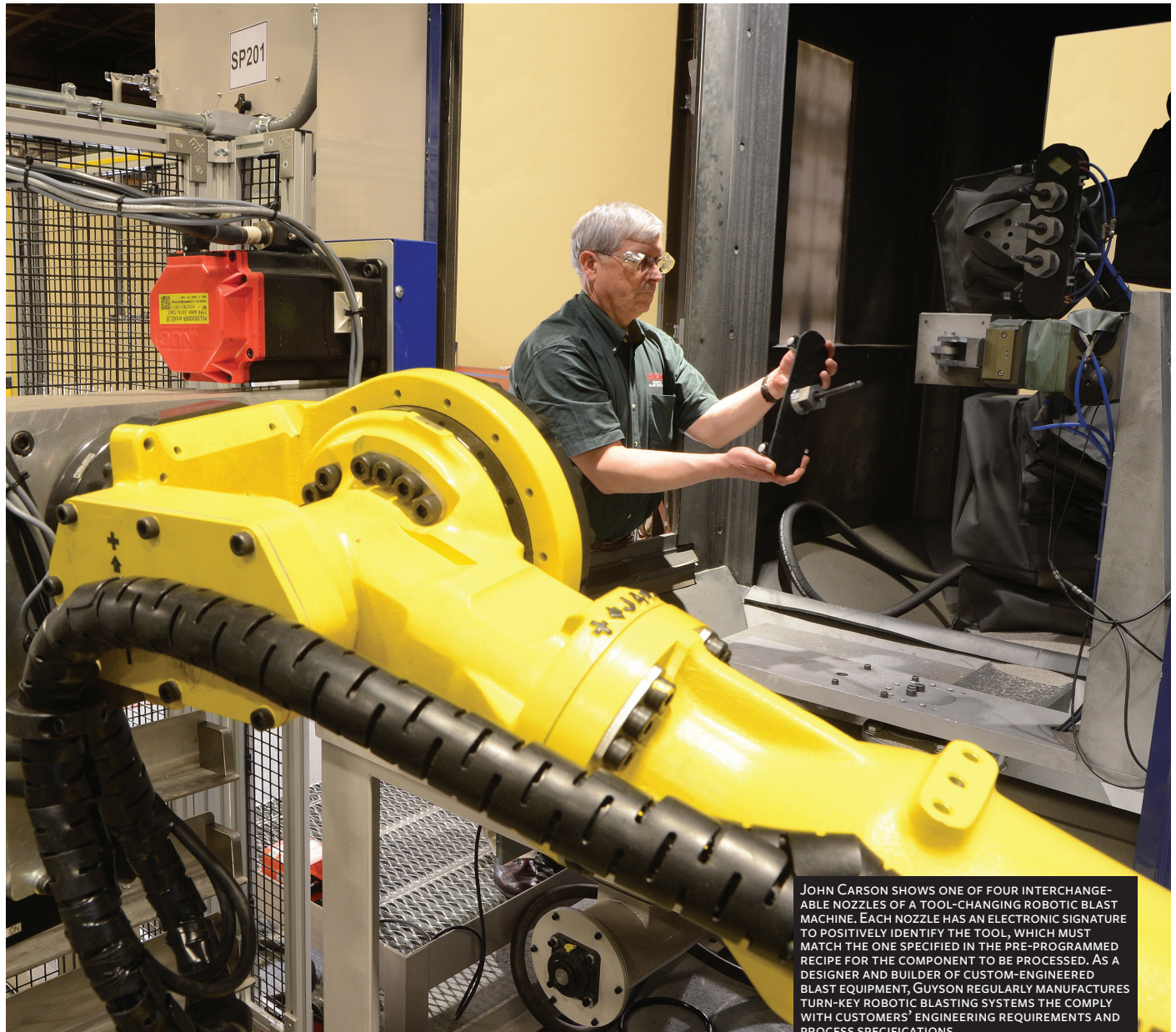
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JOHN CARSON SHOWS ONE OF FOUR INTERCHANGEABLE NOZZLES OF A TOOL-CHANGING ROBOTIC BLAST MACHINE. EACH NOZZLE HAS AN ELECTRONIC SIGNATURE TO POSITIVELY IDENTIFY THE TOOL, WHICH MUST MATCH THE ONE SPECIFIED IN THE PRE-PROGRAMMED RECIPE FOR THE COMPONENT TO BE PROCESSED. AS A DESIGNER AND BUILDER OF CUSTOM-ENGINEERED BLAST EQUIPMENT, GUYSON REGULARLY MANUFACTURES TURN-KEY ROBOTIC BLASTING SYSTEMS THAT COMPLY WITH CUSTOMERS' ENGINEERING REQUIREMENTS AND PROCESS SPECIFICATIONS.

» involvement with high-tech companies and larger manufacturers.”

Guyson feels robotic blasting will continue to become more attractive to many manufacturers. It also sees onshoring of manufacturing jobs as a trend that will continue.

“Robots are changing the way customers think about grit blasting and shot peening machines,” Byrnes says. “We can protect sensitive and accurate equipment, and we are at the

forefront of building awareness of the need for robotic blasting.”

“As a custom machine builder, Guyson focuses intently on the individual customer’s process requirements, so we can design the grit-blasting, surface finishing or shot peening machine to fit perfectly into the production environment and meet or exceed all expectations about the surface condition of the components,” Carson explained.

When customers ask for unusual capabilities in a blast system, the company often can draw upon its portfolio of previous designs to fulfill the special requirements, but Guyson has the engineering resources to develop a new machine or feature from a blank slate.

Robotic tool-changing technology is a good example. When a customer wanted one robotic blast system that could perform precision surface treat-



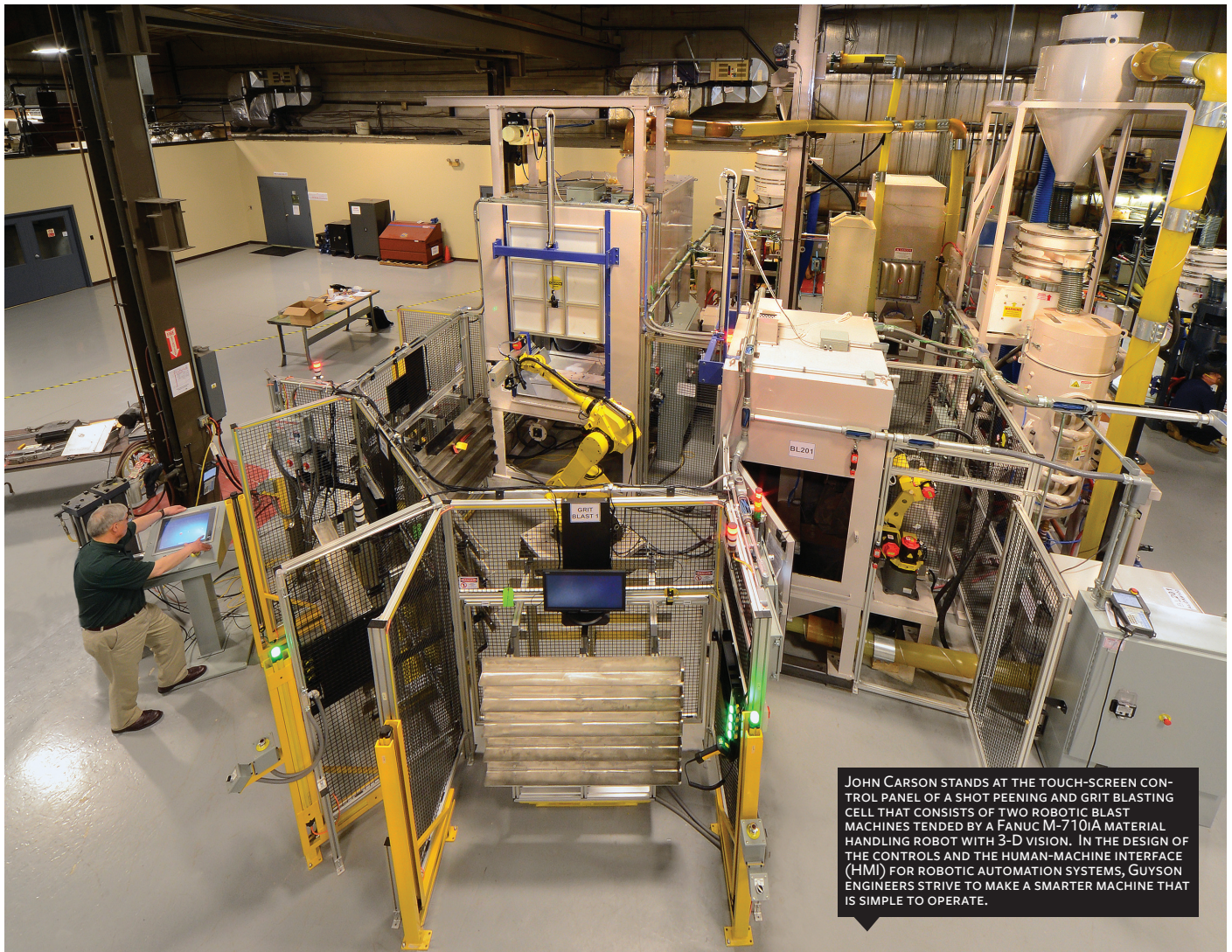
ment routines that previously required more than one automated blast machine, Guyson developed and proved-out a tool changer that allows the blasting robot to select a straight nozzle or a lance nozzle to prepare certain areas of the component, then automatically pick different blasting tools to complete the process.

Guyson does not shy away from blasting applications that involve complex engineering specifications. They have experience building robotic blast machines that are compliant with stringent industry standards, including ISO 13485, SAE AMS 2432, P11TF8, BAC 5730 rev. R and NADCAP.

**‘AS A CUSTOM MACHINE BUILDER, GUYSON FOCUSES INTENTLY ON THE INDIVIDUAL CUSTOMER’S PROCESS REQUIREMENTS, SO WE CAN DESIGN THE GRIT-BLASTING, SURFACE FINISHING OR SHOT PEENING MACHINE TO FIT PERFECTLY INTO THE PRODUCTION ENVIRONMENT AND MEET OR EXCEED ALL EXPECTATIONS ABOUT THE SURFACE CONDITION OF THE COMPONENTS.’**

“When it comes to customized robotic blast systems, after engineering and installing more than 70 robot machines in the last 5 years, we are confident to say that no other blast

machine manufacturer has equivalent experience or brings so much to the table to meet the customer’s requirements,” Steve Byrnes remarked. **mt**



JOHN CARSON STANDS AT THE TOUCH-SCREEN CONTROL PANEL OF A SHOT PEENING AND GRIT BLASTING CELL THAT CONSISTS OF TWO ROBOTIC BLAST MACHINES TENDED BY A FANUC M-710iA MATERIAL HANDLING ROBOT WITH 3-D VISION. IN THE DESIGN OF THE CONTROLS AND THE HUMAN-MACHINE INTERFACE (HMI) FOR ROBOTIC AUTOMATION SYSTEMS, GUYSON ENGINEERS STRIVE TO MAKE A SMARTER MACHINE THAT IS SIMPLE TO OPERATE.