

## Case Study Worksheet

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### 1. End user Customer Contact Information?

Poly wood

1001 West Brooklyn Street, Syracuse, IN 46567

### 2. Company boilerplate if available: 100-150 word description about your company.

Our focus is in High Quality Outdoor furniture. Our goal is to deliver a quality product our customers want in a timely fashion. We have developed state-of-the-art technology to minimize waste and increase efficiency. Our products are assembled, packaged, and delivered all within days of receiving an order, satisfying the customer while saving warehouse space. Most of our furniture is produced from recycled HDPE (Milk Jugs).

### 3. What problem/issues was the company needing to solve?

Our focus has always been to deliver what the customer wants, right when they want it. This requires us to be flexible and to have lots of change overs. This project was the exact opposite. We wanted to develop a process that could produce a high volume of one product.

### 4. Which AMT product/solution was used to solve the problem?

We have not implemented the solution yet.

### 5. How did the AMT product/ solution solve the problem?

It gave us a clear understanding of what the future of manufacturing our furniture should look like for high volume low mix products.

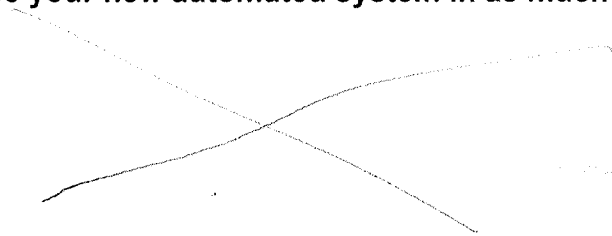
**6. What did the company gain after the AMT product/solution was applied?**



**7. Why was AMT chosen over other vendors?**

Other vendors simply quoted us a solution from a distance. AMT came and dove into the life and details of our company. Then they came up with several different options to choose from, including reasons for each option. This was a stark contrast from the competition.

**8. Describe your new automated system in as much detail as you can:**



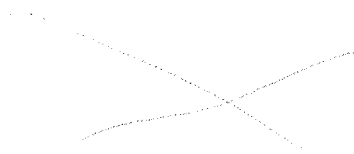
**9. Any more detail you feel is important:**

AMT gave us exactly what we asked for. After going through the study, we learned that we were not quite ready for this kind of solution. The volumes of production that this system was designed for have not yet been achieved in sales. We are a growing company and fully expect to implement this solution as soon as the product sales meet the volume the system was designed for.

The most important thing we learned is that the product we chose to automate is currently, "the great equalizer." It is relied upon heavily to help train new associates, and more importantly balance production volume so that every cell has work when their regular products don't have orders.

**10. Do you have or can you provide a high resolution image of the application?**

an automated cell would be very detrimental to the rest of the production operation.



**11. Please give a statement to be quoted in the study about the success of the AMT to this application.**

It was very enjoyable to work with the AMT Team on this project. They were very knowledgeable in their field of expertise while at the same time being humble enough to understand ~~that~~ we ~~are~~ <sup>were</sup> more knowledgeable in our process. The combined effect brought out ~~solutions~~ some of the best solutions that anyone at Polywood had ever considered before the project began. Their methodical approach was far superior to anyone's individual ideas.