

10 Advantages & Subjects discussed during the selling process of an Opti-Match

- 1. Opti-Match is 4 times faster than a human.** This means that one operator can do as much as four manual color matchers or the process can be done in 1/4th the time enabling that single operator to other tasks such as gluing those panels. We have at least 12 installations where there were 4 or more manual matchers and there is now one person operating the Opti-Match.
- 2. Consistency in color matched panels.** Quality control in manual color matching diminishes dramatically after 1 hour. Color quality from person to person, when utilizing several manual matchers, is different. Opti-Match consistency is 24-7.
- 3. Better Yield.** The Opti-Match can deliver higher yields because the machine looks at higher numbers of possible choices than a human can. On average, the Opti-Match saves 1/4" per panel.
- 4. Allows rip operation to rip for yield rather than for panels.** In operations where they are straight line ripping and color matching & sizing panels at the rear of the saw, they are losing yield to get the panel size. Adding an Opti-Match will allow the operation to rip for the highest yield. This actually allows for 15% increase in speed as well since the tailing operator no longer needs to color match and size. It will also decrease the number of saws (operators) needed to do the same amount of ripping.
- 5. OM allows operations to "fine tune" parameters to get the results (quality) needed.** Since the Opti-Match has the ability to save parameters for each set up, quality standards can be set for each particular customer or specie. These parameters can be easily changed even "on the fly".
- 6. Selects panels in the same manner as your operators do now.** The Opti-Match has 22 boards to choose from at all times. It selects boards that are similar in color and assembles them into the panel until the size of the panel is reached. It puts them in the correct order for the best blend too. The Opti-Match is like a 30' layup table but the Opti-Match can evaluate the board selection much faster than a human.
- 7. Can Edge Match with species such as Cherry w/Sap, Birch, Hickory.** A simple selectable parameter in the set up is turned on. The Opti-Match will then remember the leading and trailing edge color of each board and assemble the panel with like edges or will keep the unlike edge towards the outside of the panel. This will result in a natural transition from edge to edge within the panel.
- 8. OM sees color the way we do.** The machine sees actual color not gray scale. Color is a combination of percentages of Red, Blue, & Green. Our eyes see that way and so does the Opti-Match.
- 9. Fast Pay Back.** In most cases where there are more than one operator manually matching, a 1 year pay back is realized from the Opti-Match. We have at least 12 installations where there were 4 or more manual matchers and there is now one person operating the Opti-Match. A reduction of 3 salaries will equal the price of an Opti-Match.
- 10. Simple to Operate.** Unlike training operators to color match, the Opti-Match does not require extensive training. In fact, we have installed Opti-Matches and trained personnel to run production of panels in a single day.