

Opti-Match Frequently Asked Questions

1. What does the Opti-Match do?

A. The Opti-Match will automatically select the appropriate boards to make a color matched and sized panel ready for gluing.

2. How does the Opti-Match work?

A. The Opti-Match scans each board for color and size. It then places them into the 22 lifters and decides which boards to use to create the panel wanted. It does it in a similar fashion as your current operators do by hand. It selects boards that are similar in color and assembles them into the panel. 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 faster than a human.

3. How fast is the Opti-Match?

A. On average, the Opti-Match, with one operator, can color match 4-5 panels per minute or about 3,000-4,000 square feet in an 8 hour shift.

4. What kind of pay back or justification can I expect?

A. In most cases where there are several people manually color matching panels, a less than 1 year pay back is expected.

5. Is it difficult operate?

A. No. In fact, we have installed machines and trained operators to run production of panels in a single day!

6. Can I set quality standards for my panels?

A. Yes. Set ups for each species can be made. In each of those set ups, certain criteria can be changed for the highest quality panels. This criteria can be changed at any time, even on the fly.

7. What happens if the machine can't find the quality of panel that I want?

A. If the Opti-Match can not find a panel with the boards that are currently in the lifters, the machine will stop and a window will pop up on the screen alerting the operator that it can not make the panel to the set specifications. It will also state that certain boards should be removed (usually 4). The machine will then be able to fill in those lifters and allow the high quality panel to be assembled.

8. We run some species that have heart and sap wood mixed like birch or hickory. Can the Opti-Match work with those species?

A. Yes. We have a set up parameter that can be "clicked" on to do this. When this parameter is used, the Opti-Match remembers the leading and trailing edge color and tries to assemble the panel with like edges or will put the unlike edge towards the outside of the panel. This will result in a natural transition from edge to edge within the panel.

9. How long to install the Opti-Match and who does it?

A. Most installations are less than 2 days. We require the customer to place the machine and have electric and air brought to the machine. Cameron technicians will help with the rest.

10. What are the power requirements?

A. 3 Phase power of either 220, 380, 440, or 575 volts. Amp draw is 5 or less. There is also air requirements. A 1/2" line with 90psi is adequate.

11. How much floor space is required?

A. The Opti-Match footprint will require a space of 7' x 30'.

12. What is the price?

A. \$96,500.00

13. What is the lead time?

A. We have Opti-Matches being built on a continual basis. Most lead times are two weeks and do not exceed 4 weeks from receipt of an order.

14. What is the warranty?

A. Cameron Automation has a standard 1 year warranty on parts. (see Price List)

15. Why should I buy an Opti-Match?

A. There are three main reasons:

1. Save on labor - 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.

2. Better Yield - On average, the Opti-Match save 1/4" per panel of conventional methods of sizing.

3. Consistency - 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.

Simply put, the Opti-Match will make you increase your profit margins and make you money.

16. Who could use an Opti-Match? What Size Shop can take advantage of an Opti-Match?

A. There is more than one criterion but any one or more of the following:

1. Any customer gluing up 500 panels (2,000 Sq. Ft.) or more.
2. Any customer with an Automated Clamp Carrier or bigger
3. Customers that produce high quality solid wood panels.
4. Customers that are planning future expansions.