

# Opti-Match

## Justification Questionnaire

Cameron Automation is convinced that many woodworkers would reduce costs significantly by incorporating an Opti-Match into their color matching panel manufacturing process. To help evaluate the benefits of utilizing an Opti-Match in your operation, we've developed a computer program which will analyze your present color matching and panel sizing system and show what financial gains would be realized with an Opti-Match compared with your present system.

Please fill out the form and fax it to us. Your data will be entered into our program, and we will send you a detailed printout showing what you would save in materials and labor costs with an Opti-Match and how long it would take to pay back the machine. The printout also will include explanations and formulas for all calculations made.

- |  |                      |
|--|----------------------|
| 1. Approximately how many panels do you color match per shift?   | <input type="text"/> |
| 2. What is the average number of boards used to make up one panel?   | <input type="text"/> |
| 3. What is the average length of the panels (with the grain, inches)?  | <input type="text"/> |
| 4. What is the average thickness of the stock (inches)?  | <input type="text"/> |
| 5. What is the maximum thickness of the stock (inches)?  | <input type="text"/> |
| 6. After gluing, how much wood, including saw kerf, is trimmed off of each panel in the trimming operation (inches)? | <input type="text"/> |
| 7. What is the cost of your lumber (dollars per 1000 board feet)?  | <input type="text"/> |
| 8. How long does it take your current operator to size & color match 1 panel (seconds)?                              | <input type="text"/> |
| 9. What is your total cost of labor (dollars per hour for one person)?   | <input type="text"/> |
| 10. How many people do you have color matching and sizing panels?  | <input type="text"/> |
| 11. How many shifts do you run per day?  | <input type="text"/> |

Please check the appropriate boxes below for the species that you currently run.

- |                                       |                                       |                                    |
|---------------------------------------|---------------------------------------|------------------------------------|
| <input type="checkbox"/> Alder        | <input type="checkbox"/> Ash          | <input type="checkbox"/> Beech     |
| <input type="checkbox"/> Birch        | <input type="checkbox"/> Cherry       | <input type="checkbox"/> Hickory   |
| <input type="checkbox"/> Maple (Hard) | <input type="checkbox"/> Maple (Soft) | <input type="checkbox"/> Oak (Red) |
| <input type="checkbox"/> Oak (White)  | <input type="checkbox"/> Poplar       | <input type="checkbox"/> Walnut    |
| <input type="checkbox"/> Other _____  |                                       |                                    |

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

**Fax to: (845) 452-6910**

**Cameron**  
AUTOMATION