

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

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