

MATIC INTERVIEW



**DAVID BROOKS, PRESIDENT
BRITE BLINDS**

MAY 4TH, 2020



HISTORY REPEATS ITSELF

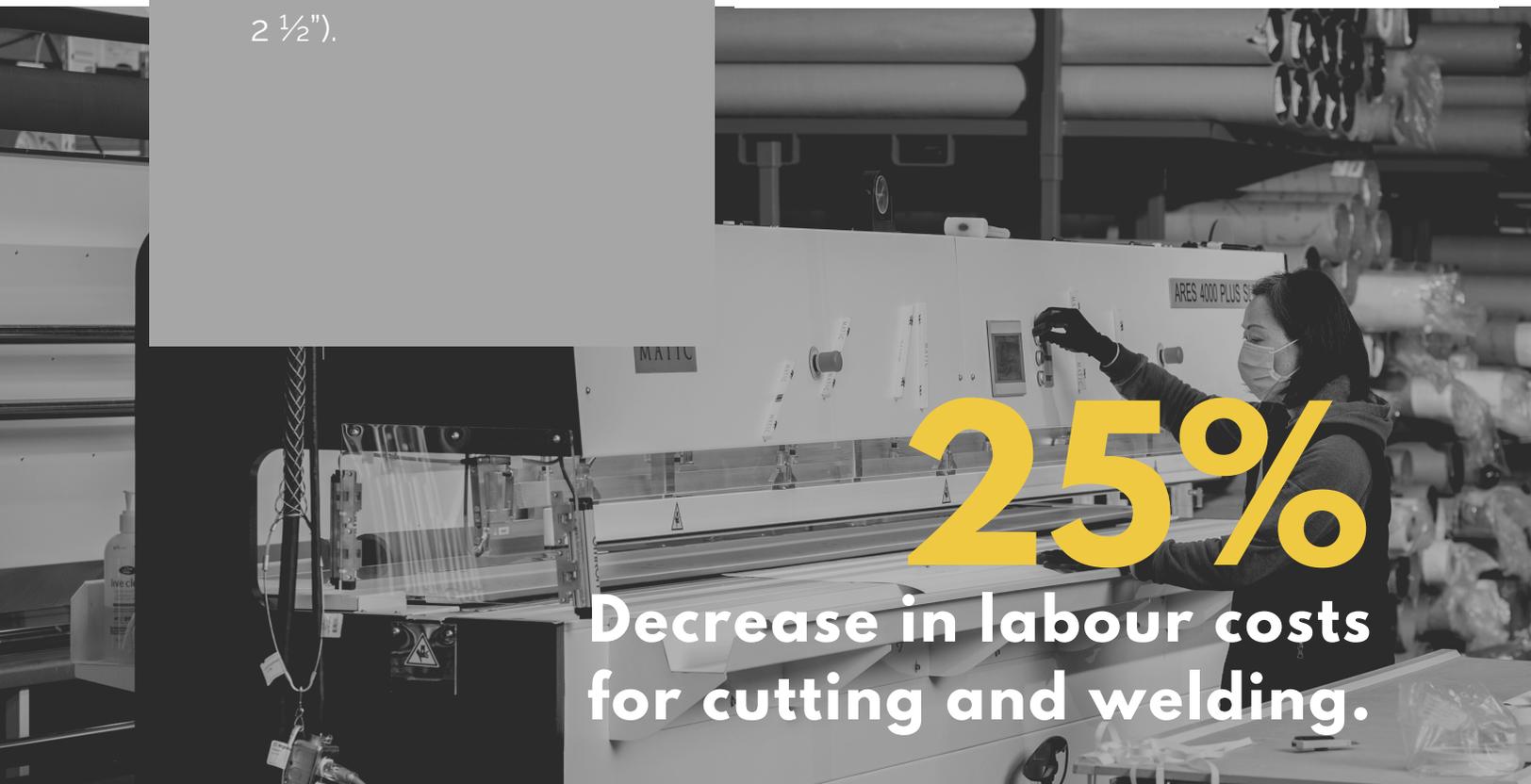
BY CHRISTINA LEFEBVRE

Company Bio

- Name: Brite Blinds
- Established since: 1988
- British Columbia, Canada
- 67 Employees
- Products Manufactured:
Roller shades, zebra blinds, aluminum blinds (1" and 2"), fabric and PVC vertical blinds and also faux-wood blinds (2" and 2 ½").

In this series of articles, Matic wishes to put the spotlight on different partnerships and get insights to what being part of the Matic Family means.

 **BRITE BLINDS**



25%

**Decrease in labour costs
for cutting and welding.**

Located in beautiful Western Canada, Brite Blinds was founded in 1988. Their workforce is 67 employees strong at the moment. They manufacture interior window treatments like roller shades, zebra blinds, aluminum blinds (1" and 2"), fabric and PVC vertical blinds and also faux-wood blinds (2" and 2 ½").

Their quest for more output, and the decision to add automation to their production line, began a few years ago. The decision to add welding and cutting capacity to their floor became clear when business was growing and they had outgrown the equipment they already had.

David Brooks, President of Brite Blinds, was kind enough to participate in this interview and give us his feedback on the relationship with Matic and insight in their equipment purchasing process.



**WE ARE SAVING
\$20,000 / MONTH
ON WASTE.**

Matic: Which Matic machine did you purchase and what were the decisive factors?

David, Brite Blinds: The first Matic machines we purchased were the Ares Electrical Impulse Welder and the M1 Cutting Table. Then, 2 years ago, we needed to add more capacity and different cutting tools so we bought a larger and more automated Ares Plus Impulse welder and the M1 Ultimate cutting table with ultrasonic cutting.

Recently we converted the Ultrasonic table back to knife cutting to gain more speed.

We chose Matic because the first table we got from you worked well and we wanted to stick with a proven company and product.

Matic: As a long time customer, describe your experience with Matic.

David, Brite Blinds: The staff at Matic is great – from sales to the service and installation team. Our machines work very well and efficiently. After sales support is excellent.

Matic: How have your Matic Machines improved your production, or impacted your company?

David, Brite Blinds: We are saving \$20,000/ month on waste and our labour cost per blind cutting and welding is down about 25%.

Matic: What would be your message to other companies considering equipment purchases?

David, Brite Blinds: Matic has given us the advantage of speed, lower cost on waste and labour over our competition. We would very likely buy from Matic again.

Thank you
David for the
interview, and
to your team
of pros we
enjoying
working with
on a regular
basis.