



**Mike Kolz**  
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## “We wondered if we were going to be able to find a solution.”

“We’re not computer engineers – just 10 percent of our nearly 200 employees are in administration. We wanted to get a new system up and running so we could focus on running our business. We needed someone to take care of the whole solution, from order entry to machine integration to interfacing with our Unix-based accounting and distribution program.

“Most of the companies we looked at said to send a PO and they’d send a CD. They were complicated and office oriented. Some were expensive, needing mini-computers and a staff programmer. We were very close to signing with another vendor, but they said to go get a developer for the machine interfaces.

“FeneVision was more flexible, complete and manufacturing oriented. We liked its visual simplicity – the point and click control makes it easier for our people on the floor – and it runs on PCs. When FeneTech’s engineers walked through our plant, they knew what we needed to integrate all our equipment and tune-up our entire operation. The grid punch interface they developed has saved us nearly five labor-minutes per IGU.

“FeneTech knows the window industry. They’re backed by a company with extensive experience in factory controls integration. They ask why you’re doing things a certain way and suggest improvements. Today, our saws, glass tables, grid punch, shipping area, inventory and more are tied in and running smoothly.

“We’ve definitely found a solution.”



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