

T H E

BENCH

P R E S S



1 p r o l i n e . c o m

The Distributor
Newsletter
of Pro-Line



BELOW THE SURFACE

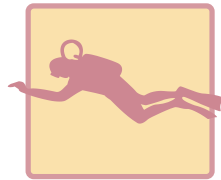
Configure it out.

DID YOU
KNOW?

Optional Information

Many Pro-Line accessories are available as options for just about all of our workbenches. For example, our "Tool Suspension Frames," which provide direct, above-the-worksurface access to multiple tools, can be purchased for every workbench. Choosing either Frame 1 or Frame 2, depending on whether our "Overhead Light Frame" is being utilized, you customers can then mount one or more tools with full-length sliding capability. Our Tool Suspension Frames also allow the utilization of

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Your customer has made the right decision and opted to address his or her needs with a Pro-Line Workstation.

Now comes what may be perceived as the tricky part – the configuration process. But getting down to details shouldn't be a cause of any stress, In fact, configuring the ideal modular workstation for

your customer's application is easy. All you need to do is access our product catalog, and then follow a few easy steps.

First select your base model workstation. All the

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PRO-LINE IN ACTION



THE PROBLEM:

The products constructed by Young Windows, Inc. of Conshohocken, PA are always on the move. The company is a leading manufacturer of custom aluminum windows for specialized on-highway, off-highway, transit and marine vehicles. These

Young Windows Sees Clear Benefits With Mobile, Height-Adjustable Workstations

commercial windows have to be built to withstand the rigors of constant motion.

Ironically, for a long time, the company's assembly department was being held back by immobility. This department is where aluminum frames and locks, glass subcomponents and the glass plates themselves are brought together to produce the final



Young Windows uses ErgoLine benches to assemble windows for off-highway vehicles like this tractor.

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Configure it out...

letter and numbers in the model number have meaning. For example, the first two or three or four letter designate the model type. "HD" would designate Pro-Line Model HD basic, heavy-duty, 4 leg workstation. The first two numbers designate the length in inches. The second two numbers designate the width in inches. And the last two numbers designate the height in inches. Next you select your worksur-

face, using the letters PL for Standard Laminate, ESD for ESD Laminate, and SM for Solid Maple. Finally, choose the color using abbreviations which can be found in our catalog. For example, "H11" stands for beige. So if you want a Model HD workstation that is 60" long, 30" wide, 30" tall, with a Standard Laminate and beige color choice, the base model number is: HD603030PL-H11.

Second, select your accessories – in so doing creating an additional number for each accessory. The lettered prefix in this number will designate the selected item ("UR" stands for uprights, BH stands for bin holder, etc.) The next set of numbers designates the size of the accessory. And the final abbreviation designates the color. By playing it by the numbers, your customers can



add together the perfect workstation solution, one that is easy to configure and leaves little room for error.

Optional...

tool balancers and torque arms. Also, when ergonomics is essential, Pro-Line offers 29 different workbenches with a tilt option. And contrary to

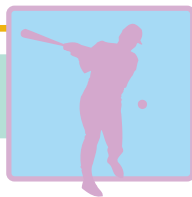
what you might think, our Pull-out CPU Trays and Pull-out CPU holders can be added to any workstation, including

our standard Model HD. They are not just an option for our computer tables.

For additional information on the availability of our

optional accessories, give your Pro-Line Regional Sales Manager a call.

THE WINNING TEAM



Pro-Line is welcoming two new key members to our national sales team. Joseph Kulick has joined the team as Pro-Line's new Central Regional Sales Manager. And Harry Cunningham has been hired as our new Eastern Regional Sales Manager. (Bob Symmons is continuing to fill the role of Western

Regional Sales Manager.) In these new positions, both Kulick and Cunningham



Joseph Kulick

will be responsible for sourcing more markets and applications for Pro-Line distribution, training and managing their area reps, organizing trade shows, and increasing Pro-Line sales and market share. Prior to joining Pro-Line, Kulick's experience included four years as a sales representative for Pepsi-Cola corporation. Cunningham

has extensive management experience, including over 18 years of manufacturing-based operations and production management.



Harry Cunningham

Young Windows...

window product. Until recently, the technicians responsible for assembling Young Windows windows were stationed at literally home-made workstations that had been cobbled together out of large chunks of wood. They were, according to Young Windows vice-president, Joseph Lepo, "the kind of benches you'd work at in your basement at home. If we wanted to shift a workbench to another part of the department, we needed three men and a forklift to get the job done."

THE SOLUTION:

In 1997, Young Windows decided to improve overall efficiency and productivity by transitioning to a lean manufacturing operation. The company initially focused on improving its machining area, then simplified the movement of materials from department to department, and finally began to upgrade its assembly department in 2002.

The decision to replace the department's antiquated

wooden workbenches was a no-brainer. "Key variables that guided our decision-making included flexibility,



mobility, ergonomic ease of use, improved lighting, aesthetics and rugged durability," Lepo explained. "We ended up purchasing 15 of fully assembled Ergo-Line workstations, each of which Pro-Line custom configured for our unique needs."

Pro-Line took its traditional Ergo-Line bench and outfitted it with wheel

casters for complete mobility. These pre-assembled workstations could be easily wheeled directly to the

Window's decision to go with the height-adjustable Ergo-Line workstations. The company's assembly

department is home to different size and height people switching off on the same bench. Particularly given the size of large dimensions of the window assemblies, keeping the entire job within easy reach and eliminating potential stress and strain was an essential goal.

Lepo concluded, "Since we've switched to the Pro-Line workstations, we've

seen a clear increase in both productivity and product quality." Pro-Line further customized the benches by increasing the length of the surface from 6 ft to 8 ft, to go with 36" deep worksurfaces, to accommodate the large window assemblies, some of which are as large as 3 ft tall by 6 ft long.

Ergonomic concerns were also at the forefront of Young