

Positioning for Profit

- an ALM Customer Profile

Mertz Manufacturing, Ponca City, Oklahoma

The following comments are from an interview with Paul Zimmerman, Mertz's Weld Shop Manager.

How did Mertz start its relationship with ALM?

"We were looking for a piece of equipment that would position our large weldments versus having to get a crane to change the welding position of our product."

How many units do you have now?

"Eight."

How many units did Mertz initially purchase?

"Four."

If you had to pick the top benefit to using ALM Positioners what would it be?

"Time saving. It goes right to the bottom line of what we are doing. We don't have to wait on a crane to change its position. We just go over and hit a button and it moves."

So, it has been the impact on productivity that has been the primary benefit?

"Yes, that's the biggest impact of using ALM."

How about safety?

"Safety. It's 100% safer than having to sling chains, rig equipment and move it. You know you have to deal with humans and you have a risk there."

How about workers comfort?

"They get it in a better position for flat welding...where they are more comfortable working and they don't have to be up on a ladder. It's that much safer for us all the way around."

Does the comfort also add to productivity?

"Yes it does."

Do you have any bottom line numbers of improved productivity or profitability?

"I'd say, on a straight trailer, it has saved us 30% on our production time."

Has quality also improved?

"Yes."

Were the units easy to specify, design and order?

"Yes."

Were they delivered and installed on time?

"Yes, we installed them ourselves, so there wasn't any problem there."

This impact of Positioners on Mertz Manufacturing is a prime example of ALM providing a viable customer solution to improve throughput, safety, employee comfort and profitability. At ALM we feel that it is our responsibility to keep our US manufacturers in the best possible competitive position.



Let us show you how to increase production and safety.

Call 855-750-4295 or visit www.almmh.com

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Mertz Manufacturing, LLC., is a leader in the metal working business. Founded over 80 years ago in Ponca City, Oklahoma, they have a solid reputation for the design, fabrication and manufacture of durable, innovative and high quality equipment. Mertz products have included compact utility loaders and mini excavators, oil and gas industry equipment, servo-hydraulic petroleum exploration vehicles, fire fighting

apparatus, agricultural vehicles, and precision parts for large mining and construction equipment. Businesses in over 30 countries have come to rely on the performance and durability of Mertz products.

Mertz's management was introduced to ALM Positioners at the 2010 FABTECH trade show in Atlanta, Georgia. Shortly after, they began employing ALM Positioners in their production process.



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