



Vision Guided Case Study

Case Study Summary

Hearth & Home Technologies

Customer Goals:

- Efficient cost effective delivery
- Remove production delays
- Optimize product flow

Industry: Manufacturing

Key Activity: Parts delivery

Results:

- Reduced non-value added labor
- Increased employee productivity
- Improved operational flexibility



What Our Customers are Saying . . .

"The Seegrid Robotic Industrial Truck gives us much more flexibility and is much easier to use and maintain than our other AGV's. We can accommodate product flow changes basically on the fly... with the Seegrid Robotic Industrial Truck we can add or change a route in about an hour versus days. Because it's simple to manage, our production operators can do their own troubleshooting, helping to reduce our service and maintenance costs. It's just much more hands on."

*Dave Richmond, Continuous Improvement Manager
Lake City Hearth & Home Technologies*

Customer Success Stories

The Challenge

As the world's leading producer and installer of hearth products, Hearth & Home is always looking for ways to improve quality and gain efficiencies. In this case, Hearth & Home sought to reduce travel time and costs associated with the delivery of parts to its manufacturing assembly locations.

The Solution

By partnering with the Seegrid series of Robotic Industrial Trucks and its patented vision guided **WalkThroughThenWork** technology, Hearth & Home was able to deploy the Robotic Industrial Trucks with the following benefits:

- No costly expansion or redesign of the warehouse, fast and effective deployment within hours instead of days
- No wire guides, magnets, lasers or engineers to make changes or service
- Ability to change routes quickly and easily, easy to train existing employees with very little time or effort
- Vehicle and route control in operations hands
- Cost effective investment; lower Total Cost of Ownership
- Facilitates lean process initiatives & optimization

The Results

Seegrid's Robotic Industrial Trucks were quickly accepted by the operations staff and allowed Hearth & Home flexibility they immediately turned into savings and efficiencies, including:

- **Product Flow Changes on the Fly:** Easy to change routes in less than one hour, not days
- **Trouble Shooting:** Operators do their own, reduced cost and downtime, improved serviceability, familiar technology and platform to existing lift trucks
- **Productivity Gains & Labor Savings:** Redeployment of existing employees to other production areas, precise material delivery
- **Safety, Reliability & Ease of Operation:** Lower Total Cost of Ownership than AGV's, easy to deploy, reduced travel distances and less wear and tear on employees



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For Robotic Industrial Truck success stories, visit us at:
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