

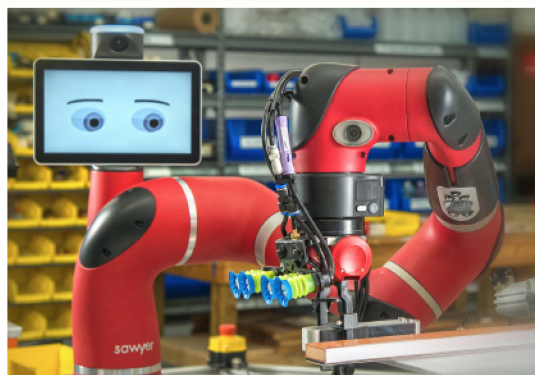
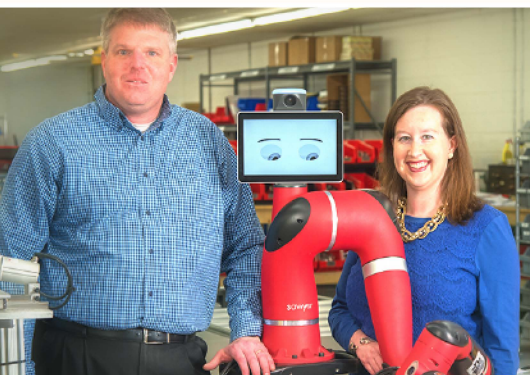


Small Manufacturer Shortens Supply Chain with Sawyer

Acorn Sales Company is a 14-person, family owned company in Richmond, VA, specializing in custom stamps, seals, name badges, stock certificates, and more. Acorn has been able to control quality and price by deploying smart automation.

Results

- Shortened supply chain and reduced costs to remain competitive
- Increased product quality with in-house supervision
- Improved efficiency by allowing employees to take on more value-added work



The Challenge

As a smaller company competing on a large scale, Acorn has the challenge of meeting production needs without the ability to spend hundreds of thousands of dollars on automation. Acorn was looking for ways to increase product quality and reduce its reliance on third-party suppliers to meet the competitive pricing needs of the market. However, variable pricing, shipping delays and inconsistent quality from third-party suppliers has made this challenging for the family-owned and operated business.

For years, they have outsourced several areas of their supply chain to external suppliers, including the production of pre-cut stamp mounts. The expensive and tedious manual process was enough to deter the company from bringing the process in house.

The Solution

With Sawyer, Acorn could affordably automate this critical production process and remove the need for a third-party supplier.

The ability to produce pre-cut stamp mounts in house allowed Acorn to stay competitive with others in their industry – a key to viability in their price-driven market. In addition, the Acorn team has been thrilled with its ability to have more oversight into product quality, as Sawyer has allowed Acorn to ensure quality without sacrificing flexibility or affordability. The final benefit is that Acorn's employees no longer need to focus their time on the production of pre-cut stamp mounts, and have been shifted to providing their customers with service and support – another competitive advantage.

The Future

Sawyer allows small and mid-size manufacturers, such as Acorn, to take advantage of technology which has long been exclusively available to larger manufacturers. With Sawyer working alongside human employees, production has become more efficient and effective. Smart, collaborative robots are changing the way that smaller manufacturers can compete when it comes to price, while maintaining critical flexibility.

Watch Sawyer in action at Acorn:
<http://rethinkrobotics.com/acornsales>

rethinkrobotics.com

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