

## **PRO-LINE WORKBENCHES BRING MACRO-SIZED WORK FLOW IMPROVEMENTS TO NANOTECHNOLOGY LEADER**

A multinational leader in the nanotech sector had a sizeable need for new workbenches. The company was in the process of completing a new microscope probe production laboratory. The company needed a system of workbenches that would drive positive change and increased organization, flexibility, ergonomics and productivity in the new lab space.

Despite its nano equipment focus, the company has a big-picture perspective. So it's no surprise that to initiate its workbench selection process, the company turned to Environmental Resources Group (ERG). ERG is a consortium of consultants with a two-fold expertise: they are experts at making business operations and managers more productive, but they will only do so by incorporating leading socially and environmentally friendly practices into every endeavor.

In fact, it is ERG's model to donate a percentage of every dollar from every client purchase to a worthwhile cause, in the names of the company's clients and vendors. Consequently, the relationships that ERG has with its vendors are based not just on its ability to solve client problems but also on its interest in solving local and global problems.

After much searching, ERG President Christopher De Michele turned to Pro-Line of Haverhill, MA to solve its workbench dilemma – in large part because it was the

workbench manufacturer that best met the criteria of both its client and ERG's unique business model.

“We looked at a number of workbench providers,” said De Michele. “Pro-Line demonstrated a commitment to social responsibility, as well as customer service that was truly over the top. Thanks to the high level of support we received from Pro-Line, and particularly Vice President of Sales Bob Simmons, we were able to provide our client with a system of workbenches that not merely met but exceeded the needs of its new lab space.”

### **Flexible Solutions from a Flexible Company**

The nanotechnology company ended up populating the new probe production lab with 40 of Pro-Line's Model HD and CHD workbenches, a highly flexible workbench that can accommodate a wide range of accessories and options. Characterized by a variety of different widths and accessories, the new workbenches all featured overhead cabinets mounted on uprights, work-level height drawers, adjustable height work surfaces and ESD laminate on those work surfaces.

In their pre-ERG designs, the company was originally planning to utilize wall-mounted cabinets and a series of fixed position/fixed height workbenches. Working with ERG and Pro-Line, the company was immediately swayed by the flexibility of a system of workbenches with mounted overhead cabinets. There would be no defacing of walls, more available space for future shelving, and more direct access to needed tools, parts and equipment.

There were also a number of custom modifications that Pro-Line produced to address this client's requirements.

“Bob Simmons and the Pro-Line team worked with us every step of the way to create the best lab space solution,” said De Michele. “For example, our client determined that the overall design of the workbench shelf supports would not be able to handle the weight of the equipment used in the lab. Pro-Line created reinforced supports specifically for these shelves at no cost.”

Pro-Line’s customization efforts did not end there. Workbenches that the nanotechnology company had used in the past had a number of features that impeded air flow, including work surfaces with a hard edge in front, and accessories such as electric strips that were located directly on the work surface.

The new Pro-Line workbenches helped to deliver improved ventilation, keeping the air “washing over” the work area down over the bench surfaces to the floor-based intake fans. Pro-Line accomplished this with features like a curved edge on the front of the work surfaces (also reducing the potential for carpal tunnel syndrome), as well as custom rear-mounted electrical strips. By removing the electrical strips from the work surface and locating them out of the way, Pro-Line also increased the work surface on each bench and increased the aesthetic appeal of the entire lab.

Also in the realm of design and aesthetics, Pro-Line customized all of the workbenches with double-coated white paint for a smooth gloss finish that matched the company’s overall design scheme and worked with the company’s well-earned brand image as a technology leader.

### **Making the Right Adjustments**

Like most forward-thinking companies, the nanotechnology leader recognized the importance of ergonomics in its workbench design to promote employee comfort and safety as well as improving overall productivity. To this end, procuring benches with adjustable height work surfaces was essential, particularly given that each bench is used by different technicians for a variety of applications. Pro-Line is renowned as a pioneer in the design and manufacture of ergonomic workbench solutions; in fact, the company is credited with producing one of the first hand-crank, height-adjustable tables in 1987.

“Pro-Line demonstrated flexibility and a desire to work as a partner with us throughout the sales and installation process,” concluded ERG’s De Michele. “From its interest in our cause-related program to its flexible price point options and delivery schedules, the company was truly a pleasure to work with. And thanks to the Pro-Line system, my client is seeing great improvements in terms of organization and work flow in the new probe production lab.”

“We’re currently working on our next project with this client, and Pro-Line workbenches will play a very big role in that installation as well.”

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