



Win Announcement

Account Location Art's Way Manufacturing
 Indiana, USA

Sales rep Partner Eric Williams
 VMH International

Competition Lead Source 3DVia
 Cortona3D Web Site - evaluation

Products RapidCatalog

Customer URL <http://www.artsway-mfg.com/>



<p>Company / division / department description</p> <p>Art's Way Manufacturing Co., Inc. is a leading manufacturer of specialized agricultural equipment. Established over 50 years ago this small focused company makes machinery for feed processing, forage blending, land management, and harvesting. Typically their items will be coupled to vehicles to perform these tasks seasonally. They make both 'off the shelf' and custom products, and sell direct and through dealers of farm vehicles.</p>
<p>Issue to be solved</p> <p>The company wanted to be able to offer an online parts catalog service to its customers and dealers to order spares and repair items for its custom farm machinery. Their existing documentation process - writing documents in MS Word and then adding photographs taken of the finished products - was not scalable and also meant that documentation could not be prepared until the items was complete and manufactured.</p>
<p>Reason for selecting Cortona3D / criteria for selection</p> <p>As they use SolidWorks as their CAD system they first looked at 3D Via, as potentially their easiest choice. They straightaway decided that this was too complex and difficult to learn, so looked for alternatives. Visiting the Cortona3D web site they downloaded an evaluation copy of the software and liked what they saw, for a company where a small team produce the documentation the ease of use of the Rapid Tools was key.</p>
<p>Plans for implementation</p> <p>Art's Way are looking to deliver their parts catalog online in Q3 2010</p>
<p>Three reasons they bought this product from us</p> <p> Ease of use Reseller relationship Suitability of product </p>