

SitOnIt • Seating™

Project Spotlight

SitOnIt Seating Delivers Solutions to Every Corner of New Facility



Ultra Tech Machinery

INSTALL FACTS:

Dealer: Environments 4 Business
Time Frame: March-June 2012
Sales Rep: Bruce Longhino Group
Product: SitOnIt Seating Prava, Focus, Focus Side, InFlex, ReAlign

ABOUT THE PROJECT

When Ohio-based automation giant Ultra Tech Machinery moved to combine two facilities into one new location, it centralized lunchrooms, training rooms, conference rooms, work stations and private offices. With a large space serving so many different purposes, Ultra Tech needed a way to differentiate areas and maximize the flexibility of the workspace. SitOnIt Seating had the answer.

WHAT MADE THE DIFFERENCE?

The dealer, Environments 4 Business, is a trusted provider of seating solutions in the Northern Ohio area thanks to its excellent customer relationships in the region. When the dealer's sales rep Brian Eichler began looking at solutions for Ultra Tech Machinery, he was able to offer a combination of a broad, comprehensive selection – thanks to SitOnIt Seating – and outstanding customer service thanks to Scott Kline and Wendy Worrall at the Bruce Longhino Group.

SitOnIt Seating offered a variety of solutions, from elegant Prava chairs in leather for the board room to Focus Work in mesh (plus the matching Focus Side for workstations) to InFlex chairs and café stools for dining areas. That variety, together with the quick turnaround that is standard for SitOnIt Seating, made a difference to Ultra Tech Machinery. Add to that the extra advantages the dealer offered – such as providing finishes at no extra charge – and the proposition was a winner. As always, SitOnIt Seating provided quick turnaround and outstanding customer service and warranty.

WHAT'S NEXT

Since the project, Ultra Tech Machinery has ordered seating for nine new work stations as well as a training room. And word of mouth has been effective, too. A subsidiary of Ultra Tech Machinery saw how happy the manufacturer was with this project. They went directly to Environments 4 Business and Bruce Longhino Group for SitOnIt Seating products. With its spectrum of products, SitOnIt Seating continues to offer Ultra Tech Machinery creative seating from the break room to the board room and everywhere in between.