



## **Amros upgrading its controls**

**Roger Renstrom**

February 20, 2006

Thin-gauge thermoformer Amros Industries Inc. of Cleveland has upgraded production controls and moved to a larger site.

Gregory Shteyngarts, owner and president, established the company in 1986, initially as a maker of special packing machinery. He began packaging for others in 1988 and started in-house thermoforming in 1992.

Now, any Amros packing machinery developments stay inside the company and, so far, that also goes for software creativity.

Using internal resources, Amros designed and built a real-time production-control system for the plant at a total cost of \$50,000.

"We ... put it into place in early 2005," Shteyngarts said in a telephone interview. The efficiency gain: about 20 percent.

The system takes control upon receipt of a purchase order, oversees each run's machine start and finish and permits constant remote monitoring.

"We are adding inventory control with production control and tying them together. We may offer the [real-time] system on the market," he said, though he had no time line for such a step.

In a broader endeavor, Amros has completed a prototype and intends to change each thermoforming machine's software controls, at a cost of about \$25,000 per machine.

Amros acquired a 65,000-square-foot building last year, relocating from its nearby leased space of 35,000 square feet. The company invested about \$1.5 million for the building and \$250,000 for three Drypoll inline thermoforming machines. Amros has 13 in-line vacuum and pressure formers.

The firm's thermoformed automotive parts include door weather shields and safety-belt cups.

Amros employs 42, including three mold makers, and had sales of \$5 million for the fiscal year ended March 31. Passing along higher material prices accounted for much of a \$1 million increase in sales from the past fiscal year.

*Entire contents copyright 2007 by Crain Communications Inc. All rights reserved.*