

# MATIC INTERVIEW

Darcy Puri, General Manager  
Wizard Screen Solutions



## COMPANY BIO

- Wizard Screen Solutions
- Established 1999
- British Columbia, Canada
- 30 full time employees
- Products manufactured:  
Manual and motorized retractable screens, small and large format screen doors, window screens and patio doors, security screens for windows and doors.

## FROM DUE DILIGENCE TO PARTNERSHIP.

By Christina Lefebvre, Area Sales Manager USA & Canada

Wizard Screen Solutions is established in Burnaby, British Columbia, Canada since 1999. They employ 30 full time employees and 2 to 4 part-time employees depending on the season or the work load. As the name of the company suggests, they manufacture many types of screens: manual and motorized retractable screens, small and large format doors, windows screens and patio doors as well as security screens for windows and doors.

Since the screen market is booming all through North America, specifically in Western Canada, it's safe to say that Wizard Screen's business is growing. To bring new products to market, they needed more horse power on the production floor since they outgrew their current equipment capacities. The need for automation came into play and the team started looking at different welding technologies that could suit their needs.

# FROM DUE DILIGENCE TO PARTNERSHIP.

*Darcy Puri is Wizard Screen's General Manager and has kindly agreed to be interviewed about their journey into the purchase of a welder.*

## **Matic: Which Matic machine did you purchase and what were the decisive factors?**

**Darcy, Wizard:** We went for the Hera 6000 Electrical Impulse welder, with extension tables on both sides, after talking to the sales representative (Christina Lefebvre). She was key in making us choose Matic over the competition. Then we got to know Matic and its ownership. In the end, Matic gave us the comfort level they were leading edge technology and we would get the support we needed. Plus, Matic had non-competitor customers in our region already using Matic equipment and the recommendations were strong.

## **Matic: How was your initial contact with Matic and the visit of our factory in Spain?**

**Darcy, Wizard:** The first contact was very good, the staff is knowledgeable and helpful. All the requests we made were achieved and the machine could be made to our specs.

The visit in Spain was over the top! Everyone was so helpful and took such great care of us. The president of the company (Jordi Carbonell) gave up his Sunday afternoon and evening for us and worked in the plant with us on the Sunday so we could maximize our travel arrangements.



*In this series of articles, Matic wishes to put the spotlight on different partnerships and get insights to what being part of the Matic Family means.*

*Plaque given to Matic by Wizard when they visited our factory.*



**Matic: Now that the machine is installed what are your impressions? What about after sales service?**

**Darcy, Wizard:** The Hera is the “star” of the relationship! The machine has exceeded our requirements and we are very happy about the purchase. The equipment is very easy to use. The on-site technician (Hector Puente) was very good to attending our needs, he made sure we were 100% satisfied with the installation. We’ve had a follow-up visit from the technician and to date have no concerns.

**Matic: How has the HERA 6000 welder improved your production?**

**Darcy, Wizard:** Our capacity is wide open, we have created an extra 70% capacity for welding production. We can now weld in 5 minutes what took 20 to 30 minutes before. The new machine has now identified other bottlenecks. In addition, the HERA has totally removed the need for overtime in this one cell of our manufacturing process.

**Matic: What would be your message to other companies considering equipment purchases?**

**Darcy, Wizard:** Watch out for that Christina lady, she’s a smooth sales person! All kidding aside, the message is to buy from Matic, you will not go wrong. They do as they say they will do and they know their stuff from Selling to Manufacturing. All things considered, Matic would be high on our list for future equipment purchases.

*Thank you to Darcy for participating in this interview, and to the whole team at Wizard Screen Solutions for being such good Matic partners.*

