

MATIC INTERVIEW



EDUARDO VARGAS, Production Manager
UNILUX

June 17th, 2021



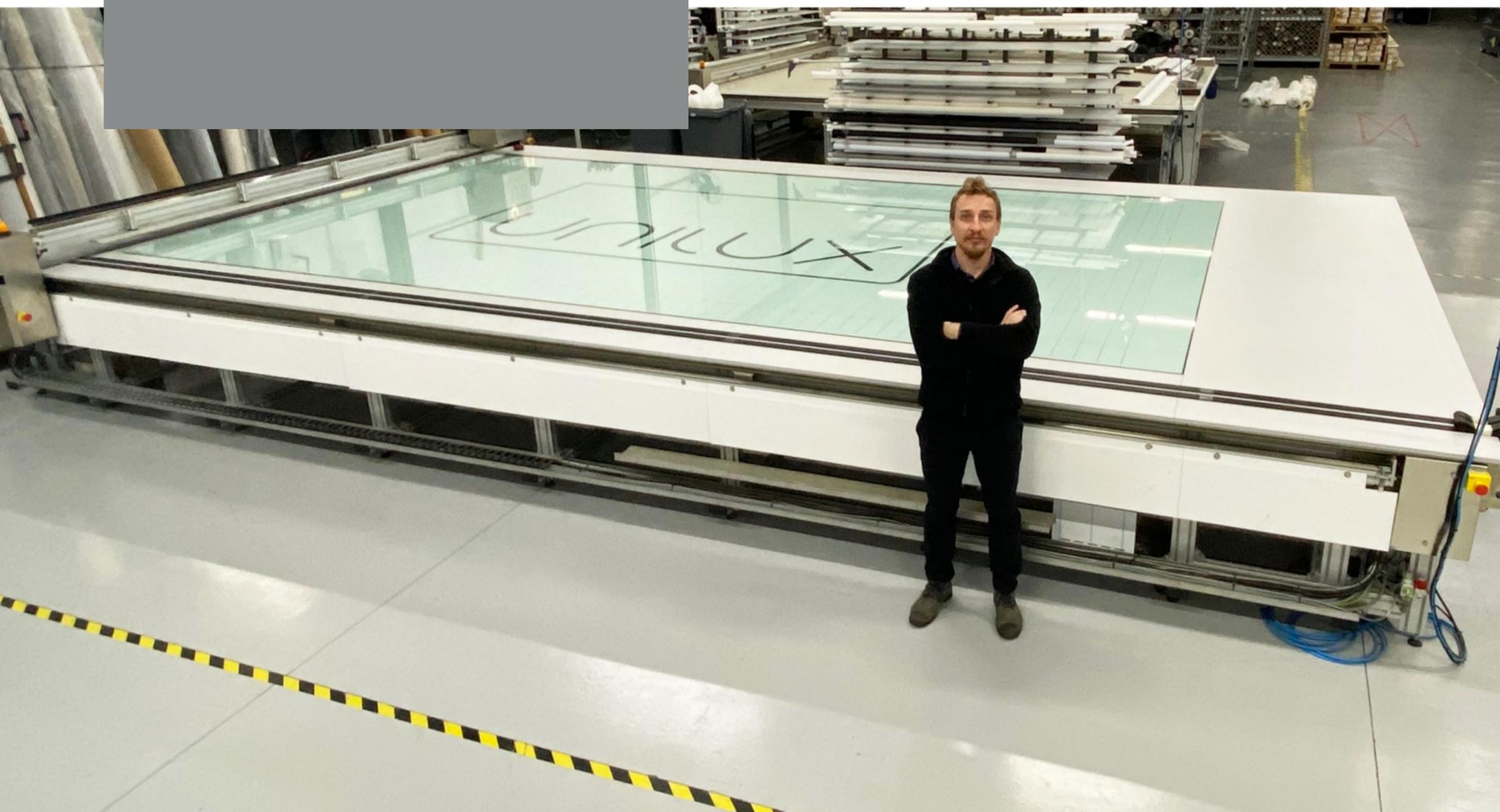
UNILUX

NOT JUST ABOUT 50% SAVING IN PRODUCTION TIME

COMPANY BIO

- Name: UNILUX
- Years of establishment: 21
- Santa Catarina, Brazil
- Employees: 85
- Products manufactured:
roller blinds,
vertical awnings...

In this series of interviews, we would like to put the spotlight on different partnerships and get insight on what it means to be part of the Matic Family.



UNILUX is a family business that manufactures roller blinds and vertical awnings. It is located at São José, Santa Catarina, a beautiful town in Brazil.

UNILUX has always been looking for solutions which can help provide their customers with products of the highest quality, more elegant, and at the same time more durable.

Since close to 10 years, they started to buy machines and solutions from Matic, and the relationship is even stronger today.

EDUARDO VARGAS, the production manager of Unilux, was very kind to participate in this interview, and give us his feedback on the relationship with Matic and insight in their equipment purchasing process.



**THE QUALITY OF
THE MACHINERY AND TEAM
ALWAYS MADE US FEEL SAFE.**

Matic: Through the years, you have bought some machines from Matic, the first one was M1-PC in 2012, and then more recently , you bought M1 ultimate and Hera 6000. What were the decisive factors?

Unilux: Unilux has been working with the production philosophy of having the highest level of automation and quality possible. Although the production process of blinds and vertical awnings still requires a lot of manual skills from employees, Matic has already created solutions to automate many processes.

There are many machines manufacturers in the world. However, Unilux needed to find someone who knew the product in its smallest details. Matic stood out not only as a machine manufacturer , but as a company providing solutions for the most varied problems in the production of blinds and vertical awnings etc.

Matic: Please describe your experience with Matic.

Unilux: Since the first machine purchase, we have always had great support to buy the solution that best suited our process. From the relationship with the sales team initially with Cisco, and more currently with Tomás and Edmilson, until its technical installation and after-sales team. The quality of the machinery and team always made us feel safe.



ABOVE 50% SAVING IN PRODUCTION TIMES, AND GAINS IN QUALITY AND STANDARDIZATION OF PRODUCTS.

Thank you to Eduardo for participating in this interview, and to the whole team at Unilux. We have enjoyed a lot working with you.



Matic: How have your Matic Machines improved your production, or impacted your company?

Unilux: We have gains that reach figures above 50% in production times. But, as important as the productivity gain, were the gains in quality and standardization of products. We believe that for our customers we have the highest value we can achieve.

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

Unilux: Quality , reliability and solutions that fit your specific process. Machines built to last.

