

Agronomy Customer Feature and Testimonial

CUSTOM AGRONOMY FACILITY AUTOMATION AND SOFTWARE

Wedgworth's Inc.

Wedgworth's is a multi-generational, family-owned company that also farms and ranches 20,000-acres in south Florida. As one of the largest manufacturers and distributors of fertilizer products in Florida and across the southeastern U.S., Dennis Wedgworth, President and CEO, is carrying on his family's legacy in creating premium custom-blended fertilizers for customers while maintaining standards of excellence in customer service.



Solution Provided

Wedgworth partnered with Easy Automation to provide full facility automation to their facility in Moore Haven, FL. This package consists of custom HMI control screen graphics for their complex facility with the flexibility of both automatic and manual control options. The automation controls 12 major weigh hoppers, 8 micro weigh hoppers, 1 liquid weigh hopper, 1 powder feeder and 3 mixer scales. Additionally, 7 bulk totes, 3 bucket elevators and 2 vertical mixers. Complete with inventory tracking and order management. At a glance, the system is comprised of:

- + Automated Batching for Orbital Mixer
- + Wireless Tablets with HMI Controls
- + Major Hopper Tower Indicator Lights
- + Custom API Connectivity Development
- + Facility Maintenance & Safety
- + Automated Receiving & Reclaim
- + Facility Optimization Reporting
- + Inventory Management
- + Order Management



Testimonial Provided by Jake Lowder, Vice President of Operations at Wedgworth's

WHAT CHALLENGES WERE YOU EXPERIENCING THAT PUSHED YOU TO FIND A SOLUTION?

"The biggest challenge we faced was that our existing facility couldn't handle the tons being demanded of us by our sales team. Our existing automation was not performing to our expectations or needs, and the support from the previous company was sub par at best. **We knew after our first season that we had to make a change or we were not going to survive it.** We were struggling to hit 100 tons in a day. So we put our heads together and started researching automation companies and found Easy Automation."

WHAT WERE YOUR MAIN CONSIDERATIONS WHEN LOOKING FOR AN AUTOMATION PARTNER?

"**I was looking for someone that would think out-of-the-box like we do.** We're an oddball in the fertilizer market and we do things way different than other companies out there. So, I needed a partner that could roll with that. **I needed someone who was going to treat us as a partner rather than a customer.** And, service is key. Someone can sell automation all day long, but if they don't have the backside of it with support that is available, responsive and quick, it isn't worth it to us."

WHY DID YOU END UP CHOOSING EASY AUTOMATION AS YOUR AUTOMATION PARTNER?

"To me, **I feel like you care about your customers.** You're not just trying to get us off the phone. **You're invested in our outcomes.** The way we were treated, it wasn't all about making the sale. It was about creating a partnership and Easy Automation showed us that. **You've stuck with us and helped us through every challenge we've had.** We also like the family atmosphere because we are the same. It's not something corporate where you just make the sale, margin and move on. EAI doesn't operate that way and that was very important to us."

WHAT WENT WELL FROM INITIAL SALE TO INSTALLATION IN YOUR FACILITIES?

"**What I was impressed with was our on-site tech. He came on-site and whatever we needed, he did it. And if he didn't have the answer, he called and got it.** It was a breath of fresh air to watch him roll through any issues that popped up rather quickly and have him change code and update the program instantly on site. **We rolled through this project and hit our deadlines. You guys made it very easy to hit,** so I was impressed with that."

WHAT HAS BEEN YOUR EXPERIENCE WITH EASY AUTOMATION'S SERVICE AND SUPPORT?

"**Quick response times, virtually zero downtime. Customer service is 100%. And you do what you say you're going to do.** One example is we had some issues that put us down and we called in and a technician had us back and up and running within 15 to 20 minutes. We were very happy and impressed with that. In the past, when we went down, we'd be down all day and lucky to get a same-day call back. That is not the case at Easy."

WHAT IMPROVEMENTS HAVE YOU EXPERIENCED SINCE THE INSTALLATION?

"**Since we installed Easy Automation, we've been able to increase our capacity by 400%.** That accounts for the time we get materials to the blender all the way through pushing a pallet of bags out the door. We can now hit 400 or 500 tons in a day. We're very happy with our decision to automate with Easy Automation."

Thank you, Wedgworth's, for being our partner!
For more information, visit our website at www.easy-automation.com

