

ALL THAT WOOD

Case Study

Challenge

STRONG WINDS, IMPORTED PRODUCT FAILURE

All That Wood had "had it" with imported hinges that didn't hold up to the strong winds in Eastern Oregon. Plus, the hinges were coming from overseas partly painted, with holes not properly drilled and lacking customer service.

The company turned to industry leader Modern Fence Technologies for a custom solution for its specialty vinyl gate hinges. In just four weeks, a standard catalog hinge was re-designed and manufactured at MFT's Wisconsin location.

Solution

MFT'S CUSTOM HINGES

The most common place for a fence to fail is at the gate. To meet this challenge, value is engineered into every Modern Fence Technologies product. MFT hinges withstand weather, time and rigorous use.

- MFT designed a 1/4-inch extended hinge template to accommodate the client's need.
- All that Wood was able to keep the signature MFT look its customers enjoy. The innovative design also allows a gate to open in and out.
- All that Wood received precision-engineered and lasting hinges, which its customers are singing praises of.

"It will take me a long time to think of going anywhere else for hinges after this experience."

Mike McKamey: Owner, All That Wood

Result

GATES THAT LAST

Sometimes building a heavier gate, rather than a stronger gate, just makes it more prone to damage if caught by the wind. The 4-foot-by-6-foot vinyl gate All That Wood sells is a mere 35 pounds, boxed and with all hardware included.

While other gates become damaged by or fly away with the flatline winds in Oregon, All That Wood's stay put. McKamey says he feels "100 percent more confident I can call MFT and I'm going to get a straight answer, and product in the time they say."



About

All That Wood of Hermiston, Oregon, has been in the retail fencing business for more than 12 years. It specializes in cedar and vinyl fencing. The company does more than \$1 million in yearly sales, based in a small town of only 15,000 people.

Modern Fence Technologies is a testament to a 40-year commitment to innovation in the fencing industry. MFT has facilities in East Troy, Wisconsin; Carson City, Nevada; and Williamsburg, Ontario, Canada. The company designs, manufactures and distributes gate hardware, fence tools and vinyl fence accessories. All MFT products are American made and guaranteed.

Modern Fence Technologies

2631 Corporate Circle
East Troy, WI 53120
888-456-6786
www.mftfence.com

