



Elliott Matsuura Canada supplies quality machine tools and the best service support for the Canadian metal cutting industry from coast to coast.

They represent 13 different manufacturers that provide high-quality products supported by professional staff who can assist with advanced machine technology and automation solutions. As they like to put it, they are a one-stop-shop for machines and in-house service solutions for automation, metal cutting, EDM, fabricating, and methodology.

Their product range includes Matsuura, Nakamura, Breton, Correa, Fanuc, Hurco, SMEC, Takumi, Tornos, Tacchi, Current EDM, Exeron, Excetek, CMS, LVD, Faccin, Hornet, Starrett, and Zeiss.

We interviewed Lindsay Harris, Elliott Matsuura's regional sales manager for the BC region, and he shared more of his role and objective in this position. "My objective is to work with the BC manufacturing sector to increase productivity and global competitiveness."

He also shared his passion for the industry on the west coast, and he defined it as "unique" due to its diversity in disciplines mentioning aircraft, lumber, mining, boating, shipbuilding, medical, and high tech. He believes that highly skilled labor has become a challenge for employees due to the various industries. Thus, they've looked for solutions by investing in new technologies and manufacturing processes that are more productive and can enable them to become more competitive at a local and global scale.

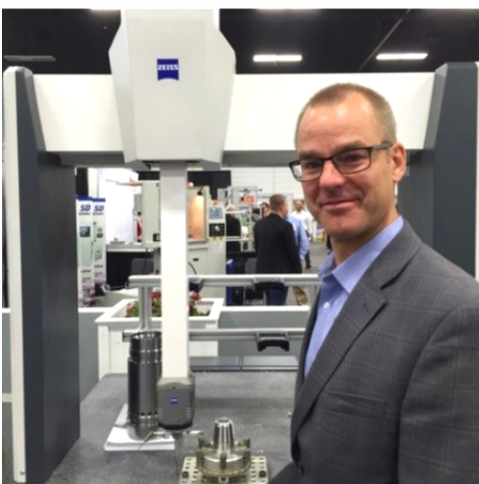
We asked Lindsay why companies like Rainhouse go back to Elliott and, more specifically, to him for advice and to find solutions. He shared it all goes back to Elliot's motivation to assist the manufacturing sector in becoming more productive and competitive. To achieve that, they've built partnerships with like-minded companies such as Rainhouse.

Elliott Matsuura doesn't have an easy task. That is why they have talented sales, service, and application teams that work together with clients to provide the best solutions for their business and follow up on every project until the customer is satisfied and successful. He strongly believes that their exceptional service application and service team in Western Canada sets them apart from the competition.

For the Rainhouse automation project particularly, we wanted to learn more about Agile Robotics and Elliot's Matsuura Canada working relationship.

Lindsay shared that they've been able to work so well together because "Agile shares the same business model. Agile Robotic Systems has a very strong engineering team which shows through its thirty years plus robotics experience."

They appreciate how "Agile has refined their products making it much easier for the machine tool distributor to integrate them into their machines."



“ The team at Rainhouse are well organized and there is a feeling that all departments are working to a common goal ”

Lindsay Harris  
BC Technical Sales Manager