



Matt Neiger
Chief Operating Officer
Lakeside Surfaces Inc.

When **Matt Neiger** gives shop tours of **Lakeside Surfaces, Inc.** in Norton Shores, Michigan, he says he considers their CNC machines to be “the high performance race cars of our industry.” One of the revved up, high performing machines he points to with great pride is their **Intermac Master 45.3**.

“When we were looking at building a new state-of-the-art countertop production facility back in 2016, we went through an extensive process of deciding how to equip it. Automotive and aerospace are both huge in our neck of the woods here in Michigan, so we've got kind of a manufacturing mindset. At the time Neiger's engineers went through and vetted every major machine manufacturer in their industry, so as he said, “We had a pretty big ‘ask’ about the operation of all the machines.”

Where the “rubber met the road,” Intermac won hands down. **“We were impressed with the quality of the manufacturing process Intermac uses to build their machines. It was clear that they had done the right amount of design and engineering to give us a machine that would deliver high tolerances in the somewhat harsh manufacturing environment of fabricating stone.”**

Neiger said they had seen other Intermac machines built 10 or 15 years ago, and though they were less sophisticated, they were still running strong and holding their tolerances. “When you're cutting countertops within a thousandth of an inch, that's pretty impressive. We felt the components Intermac used made a big difference,” he said.





“We’ve been running the machines for just over two years. I couldn’t be more pleased with our purchase and our great partnership with Intermac.”

Another major factor for Neiger, who is Lakeside Surfaces' COO, and Rob Riegler, owner and CEO was value. In addition to price, they wanted to understand the cost of operating the Master 45.3. “We were looking holistically at operation costs, cost for replacement parts, and tooling costs,” Neiger said. “Because of the tolerance and the quality of the machine, we are able to do all the calibrations for our tooling on a Zoller machine that interfaces with the Intermac machine. Having a high-quality machine like the Master 45.3 enabled us to reduce our tooling costs significantly.”

For Neiger, other Intermac advantages ranged from flexibility in software and programming to meet their specific needs to training information that helped them get their people trained and set up for success.

Already one of the largest fabricators of surfacing products in the Midwest, serving Michigan, parts of Ohio and Indiana, growth is a key driver for Lakeside Surfaces. “Because of the machines and transitioning to this new platform, we were actually able to gain efficiencies and open up more capacity that will enable us to expand and be competitive in the marketplace. We can now look at new growth opportunities confidently because we have machine platform that will be able to perform as our demand continues to go up.



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