

Plant Tours - Virtually there!

CKCA Board Member Wes Love of [Taurus Craco](#) says his business is doing more on-line than ever before and even when we get through Covid-19, expect to see a stronger online presence from his company. Like all of us, they are learning as they go, looking for the right platforms on which to showcase what they do.



Recently, Kyle Roseneck, Territory Manager for Western Ontario did a great virtual plant tour of his client, [Absolute Cabinets](#) located in Barrie, Ontario. This cabinet shop manufactures high end cabinets and recently expanded. They also make all their own doors and drawers and have a dust collector system in doors that they can manage all their machines that are hooked up to it. [Check out the video here.](#)

On the plus side!

A virtual tour gives you visuals and an explanation of what's being seen (no more struggling with the headset because you can't hear the person speaking!). As well, for many manufacturers who can ill afford any time out of their shop, this is a great way to jump in and see what you need to, learn something and get inspired to make improvements in your own shop. Another plus is the ability to rewind! Yep, if you missed something, you can watch a recorded tour and watch it again and again. Handy!

On the down side



This is a relationship business, based on many meetings and conversations. Getting a comfort level with your supplier is essential when you're considering the purchase of machinery for your shop. While every question can be



answered, not having the option to walk around and feel the space, it's layout and operations is just experience that happens when you are physically there. Plus the convos you have as your tour a facility with other manufacturers.

While Covid-19 continues to present challenges, the industry is innovative and is finding ways to work within the restrictions set. For companies like Taurus Craco, business continues in different ways and it's clear that we are all rethinking how we do parts of our business. While all the experts speculate and estimate, the uncertainty remains, but one thing is for certain. We are all going to be virtually there.