

# Building an Efficient Business



## Overview

### **SNAVELY FOREST PRODUCTS WAS FOUNDED IN 1902 AND SUPPLIES LUMBER AND**

building products to manufacturers and resellers on four continents. To keep up with changing requirements and emerging opportunities, they strategically deploy connectivity to increase efficiency. In addition to seeking the highest Internet throughput at the lowest cost, they found a service provider partner who will be with them to respond immediately as their needs evolve.

“Reliable connectivity across the entire lumber yard allows the employees to do their jobs much more efficiently. They get more done with a lot less frustration and down time.”

KEITH BERGSTROM,  
OWNER, 3-dB  
NETWORKS

## Challenge

### **SNAVELY’S FACILITY IN DENVER, COLORADO INCLUDED A 12 ACRE STAGING AREA WHERE**

lumber stock was delivered to builders. Orders had to be right every time. Wasted time in locating and loading inventory meant that work crews were idle waiting on materials. Instead of using clipboards and phones to locate materials or equipment, Snavely needed to have connectivity throughout their entire lumber yard so that their crews could have immediate access to information, and keep building materials moving to work sites and retailers.

## Solution

### **“WHEN THEY CONTACTED US, THEY HAD VERY LIMITED COVERAGE IN THE LUMBER YARD,”**

says Keith Bergstrom, Owner of 3-dB Networks in Colorado. “They were disconnected from inventory management and needed mobile connectivity for hand held data capture devices, tablets, and phones. We designed a complete coverage solution using wireless broadband.”

3-dB chose to deploy an ePMP™ 1000 wireless access network as a communications distribution layer for a WLAN network comprised of 8 Access Points. A detailed site survey was performed with heat maps to ensure that connectivity would be available throughout the entire area.

## Results

**CONNECTIVITY IS CONSISTENTLY STRONG ACROSS THE LUMBER** yard. Now 40 employees have access to the network anywhere on the property, and can do their work more efficiently. With many similar staging areas across the country, Snavelly Forest Products is looking at the technology as a proven solution that they can deploy across their business.

“The network was installed very quickly,” says Bergstrom. “What they have is a best of breed solution that creates a rock solid high performance network.”

The construction industry values a supplier who can do what they claim and be a reliable partner, and with the wireless network installed by 3-dB, Snavelly is able to exceed the demands of their toughest customers. “From where I sit Snavelly Forest Products is a leader in bringing new products and ideas to market,” says Bill Briggs, Owner and CEO of Chautauqua Brick. “They are a big company that is agile enough to meet our individual store’s needs.”



ePMP module and WLAN Access Point

## About 3-dB Networks

[3dbnetworks.com](http://3dbnetworks.com)

3-dB Networks provides wireless connectivity solutions for long haul, access networks, wireless LAN and networking for businesses in the Denver area.

## Why 3-dB Networks chose Cambium Networks

- Low cost equipment provides high speed connectivity to the area
- High Reliability enables the network to be available 24/7 and in harsh weather conditions
- Scalability enables the network to be leveraged for additional use cases in the future as new services and higher throughput is needed