



Conveyor & Storage Solutions, Inc.

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Optimizing Your Warehouse for Success

**NEWSLETTER**  
**Q3/Y20**

## WE'VE BEEN BUSY!

### INSIDE:

- Hannibal Master Dealer Announcement
- Fox Packaging's New West Coast Dealer
- MetalPoint from Interlake Mecalux
- Outreach Spotlight: The EVLC
- Industry Trends

### EMPLOYEE SPOTLIGHT:



*"I enjoy working at C&SS due to the ability to work on a variety of different projects day in and day out"*

#### **SCOTT KRASNOFF** **ACCOUNT MANAGER**

At [Conveyor & Storage Solutions](#), we have a distinctive and collaborative atmosphere that attracts some of the best and brightest in our industry. We pride ourselves on having a workplace that is both fun and productive, with a smart and ambitious team that loves coming to work every day and finding innovative solutions that work. With this in mind we take the time to showcase the unique backgrounds, abilities, and talents that make up our exceptional team.

Scott Krasnoff, a native of the Philadelphia area, has been with C&SS for 5 years. In his time at the company, Scott has delivered countless well-designed solutions for any number of long-time clients. A great example is his recently completed warehouse design for Weiland Doors in Oceanside, which is now featured in a Case Study. [Read more.](#)

Although not featured in that project, he loves working with Wirecrafters products, designing custom wire partitions and security cages from a variety of applications. His sales philosophy, simply put, is that if fair pricing, transparency, and strong communication are presented to an end user, customer relationships will build themselves.





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Photo: A Brand New Hannibal Industries  
Pallet Rack Supported Catwalk System

## **HANNIBAL INDUSTRIES: NAMES CONVEYOR & STORAGE SOLUTIONS A MASTER DEALER**

This last month saw an exciting announcement, with **Hannibal Industries, Inc. naming Conveyor & Storage Solutions as their latest Master Dealer**. As a Master Dealer, Conveyor & Storage Solutions currently carries more than 400,000 pounds of Hannibal steel available on-site that including standard roll-formed racking and structural cantilever racking systems. In a press release, BeBe Kidwell, Conveyor & Storage Solutions' President stated "We see them [Hannibal] as a valued and trusted partner. Our business relationship with them spans more than two decades and we have been able to provide our clients with designing warehouse systems to maximize productivity and operational efficiency with Hannibal's trusted racking systems."

Hannibal Industries, Inc., headquartered in the Los Angeles metro area, is a pallet rack and steel tube manufacturer with a diverse product line that enables the company to offer material handling products to the most massive operations in the world. This employee-owned company is the largest U.S. manufacturer of steel pallet rack west of the Mississippi River.

The company's industry leading product offering includes TubeRack, Structural Pallet Rack, Roll-Formed Selective Pallet Rack, Hybrid Systems, Cantilever Systems, Pushback Systems, Pallet Flow Systems, Case Flow Systems and Drive-In Systems. Engineering and design services offered by the company include system design; seismic engineering; permit administration; in-house installation and custom fabrication. A true innovator, Hannibal Industries was awarded a patent in 2006 for a pallet rack system adjustable safety restraint, and a patent for its TubeRack in 2015.

***"We see them [Hannibal] as a valued and trusted partner. Our business relationship with them spans more than two decades and we have been able to provide our clients with designing warehouse systems to maximize productivity and operational efficiency with Hannibal's trusted racking systems."***

**BEBE KIDWELL**  
**C&SS PRESIDENT**



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## FOX PACKAGING SERVICES: GETS A NEW WEST COAST DEALER

Photo: The FPS 400L Semi-Automatic

Conveyor & Storage Solutions, Inc. is happy to announce a new partnership with **Fox Packaging Services** as their newest West Coast dealer.

Fox Packaging Services, or FPS for short, is a Canadian manufacturer of pallet wrapping equipment that has been evolving and inventing packaging equipment since 1998. For over 20 years, FPS has been building low maintenance, truly dependable equipment with a focus on customer service. Fox Packaging Services provides solutions to everyday packaging needs - from manual applications to fully automated inline systems. FPS works closely with distributors and clients to make sure that the product fits the application and are proud to build innovative custom machinery to suit any application.

Conveyor & Storage Solutions is excited with the potential of this new partnership and looks forward to adding Fox's line of quality pallet wrapping machines to its offerings. C&S is proud to offer a wide array of products and services supporting warehousing and material handling across a wide range of industries.

### **FPS 400L** **SEMI-AUTOMATIC**







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Photo: Interlake Mecalux Metal Point rivet shelving

## INTERLAKE MECALUX: METALPOINT SHELVING

New for 2020, longtime industry leaders Interlake Mecalux have designed a new series of boltless shelving, Metal Point Boltless Shelving. Designed for light to medium hand-stacked applications, Metal Point is a boltless system, making assembly and reconfiguration as simple as can be. Add on more boltless units or rearrange shelving levels easily and as your needs expand.

The professional look and sturdy design of Interlake Mecalux Metal Point rivet shelving adapts to any quick-access, small packet storage needs in industrial warehouses, offices or retail settings. The posts and beams mean this system is also a good fit for a home workshop, record storage or as a merchandise display in points-of-sale. Additionally, all shelving products are manufactured from the same high-quality steel and with superior processes that surpass industry standards.

Interlake's most popular Metal Point components are available for quick and costeffective delivery to all points in North America through their Quick Ship program. Contact [sales@cssyes.com](mailto:sales@cssyes.com) or (877) 227 - 7235 for more information.

### **Advantages Include:**

- High-quality steel
- Quick, DIY boltless assembly with a rubber mallet
- Standard 1-inch high beams or 2.5-inch beams for heavier requirements
- Corrosion-resistant finish ensures durability and a long service life
- Customize shelves with galvanized steel or wire decking, hanger beams for clothing and textiles, or particle board
- ISO 9001 and 14001 manufacturing processes

### **METALPOINT SHELVING**







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## EV-LC: ELECTRIC VEHICLE LEARNING CENTER

Conveyor & Storage Solutions is proud to be able to partner with the Electric Vehicle Learning Center! Started in March of 2020 and based out of San Marcos, California, the EVLC is a 501(c)(3) Non-Profit Organization that was formed with the idea to create a program that will "prepare the youth of today for the electric revolution".

Brian Bender, a Founding Board Member and current EVLC President, describes their mission as, "...to make STEM learning fun. We aim to inspire the youth to explore all the areas of electric-powered vehicles and sustainable energy. Our program is hands-on which allows the youth to explore mechanical, electrical, and chemical engineering with an emphasis on fun. We find this makes the kids excited to come to the learning center. We focus on building projects together such as scooters, go-carts, e-bikes, etc. Then we work on projects that include solar and batteries to charge the toys. It is the excitement and anticipation that motivate the kids during the beginning and middle stages of the project. Once complete, they build an enormous amount of confidence having been through every stage of the process then get to have fun by riding or playing with the project."





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Brian and his fellow board members Michael Bream, Marshall MacCready, Adam Molnar, and Margarita Santos had been planning the opening of the Electric Vehicle Learning Center for March of 2020 for some time before the arrival of Covid-19. This would be a challenge for any organization, let alone a brand new one. However, when asked about this adversity, Brian said "Yes, COVID hit 2 weeks after we acquired our space which has put a damper on donor funds and delayed our inperson classes. However, the great news is kids and parents are at home and craving new educational programs so we feel like the demand will be even greater which is great for our future. Also, this style of program is very new and cutting edge, so adapting it to the current curriculum and teaching styles has been fun challenge. "This can-do attitude along with the wholehearted support of the EVLC's mission led Conveyor & Storage Solutions to lend their support to this very worthy cause.



***"... to make STEM learning fun. We aim to inspire the youth to explore all the areas of electric-powered vehicles and sustainable energy. Our program is hands-on which allows the youth to explore mechanical, electrical, and chemical engineering with an emphasis on fun. We find this makes the kids excited to come to the learning center. We focus on building projects together such as scooters, go-carts, e-bikes, etc. Then we work on projects that include solar and batteries to charge the toys. It is the excitement and anticipation that motivate the kids during the beginning and middle stages of the project. Once complete, they build an enormous amount of confidence having been through every stage of the process then get to have fun by riding or playing with the project."***

**BRIAN BENDER**  
**EV-LC PRESIDENT**







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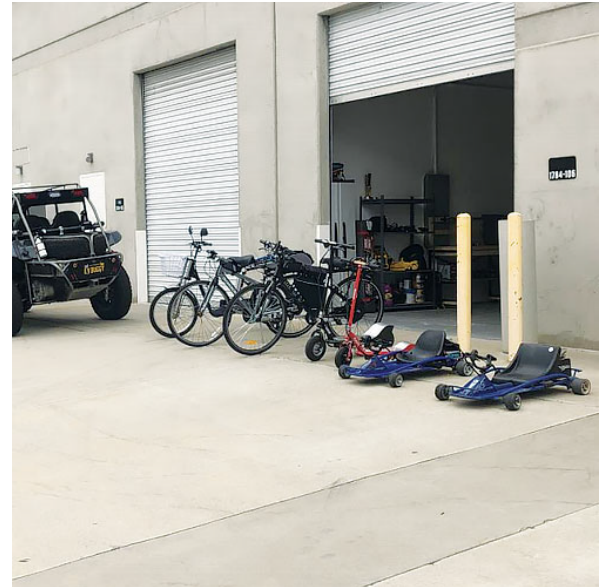
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Conveyor & Storage Solutions was able to assist the EVLC by donating storage racks for their warehouse space, with Mr. Bender noting, "...This has been a great help with startup cost savings and has allowed us to organize the learning center in a safe and efficient manner. Without the help of C&SS, we would not have been able to utilize the learning center space yet." While C&SS was honored and fortunate to be able to help the EVLC, there is still much more that can be done to help them further their outreach. On the volunteer side, specific avenues include volunteer instructors, volunteers to help develop and expand the curriculum, and help designing the interior learning space. As far as material is concerned, the EVLC would love donations of old scooters, mopeds, or go-karts, working or not. Part of their curriculum has students repairing and refurbishing these vehicles, or in the case of old gas-powered models, completely converting them to electric! The EVLC could also use new or used batteries (preferably 18650s), workstations, interior furniture, and a trailer for their upcoming 'Electric Fun with the Sun Project'. The EVLC has a goal of getting off the energy grid, and to that end they would love solar panels and/or battery storage. The Electronic Vehicle Learning Center's first flagship initiative is the aforementioned 'Electric Fun with the Sun Project'. Their plan is to retrofit a towable trailer with solar panels and battery storage.

This will allow them to take electric scooters, go-carts, and e-bikes to different schools and youth programs throughout San Diego County to promote the youth program and sustainable energy. All vehicles and toys will be charged completely off the grid, furthering the EVLC's goals while having fun in the process. They seek monetary, material, and time donations to make this project a reality.

Conveyor & Storage Solutions is very excited to see where the EVLC will head and what they will accomplish. Both C&SS and the EVLC hope to see other entities stand up and support the very worthy cause of preparing our children for the future. In closing, Mr. Bender asks, "If you have a 5-year-old child in your life, what are the chances they will never drive a gas vehicle? 50%? 75%? Where do they learn how electric power works or how to build, design, or service it? Electric Vehicle Learning Center is where they get to come and explore their future."



## JOIN THE MOVEMENT



**BRIAN BENDER**  
**EVLC PRESIDENT**

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## INDUSTRY: TRENDS

While industry trends and movements are always subject to the winds of change, no time in history has presented more of a challenge to forecasters and operators trying to get a handle on where we are headed. From the largest international material handling firms down to solo warehouse operations, everybody is reacting to the minute-by-minute changing global situation while simultaneously attempting to plan for the future. Although we admittedly cannot tell the future, many of the overarching industry trends in play before the arrival of the coronavirus are likely to continue or be catalyzed as circumstances dictate. Some of the larger trends include:

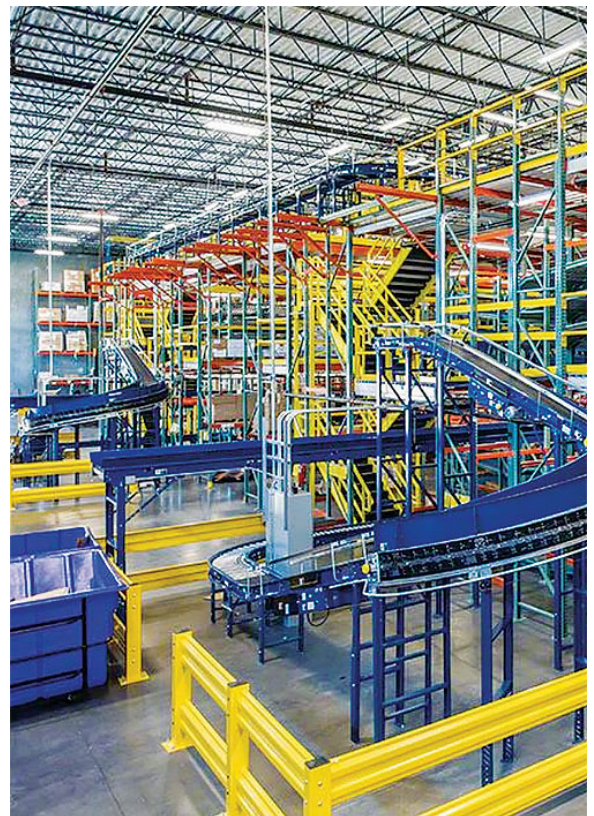
### The continued rise of E-Commerce

- E-commerce has been gaining a steadily increasing share of the overall retail market over that last half decade, with online sales expected to reach or exceed \$3 trillion by the end of 2020. This massive growth has led leading e-commerce companies to demand more flexible supply chains from 3pl and warehousing industries to meet sometimes volatile market fluctuations. Material handling organizations are thus being forced to be more flexible in their solutions, including automation and custom solutions.

- Although increasing automation has made a few types of jobs redundant, it has also led to new and exciting work opportunities. The material handling industry is now in need of technicians, software and mechanical engineers, and skilled operators who can build, run, maintain, and repair the automated systems.

### Employee retention/recruitment

- According to the 2019 Industry Report of MHI, about 65% of supply chain professionals revealed that hiring and retaining a skilled workforce continue to be among the biggest obstacles faced by their businesses.
- Traditional workplace practices are being challenged. Members must be aware of cultural differences and create a positive environment that supports a multigenerational workforce.



**2020 HAS ALREADY PROVEN TO BE A WILD YEAR FOR BUSINESS, WE WILL KEEP WATCHING AND SEE WHERE IT TAKES US!**