

WE'VE BEEN BUSY!

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Each quarter, Conveyor & Storage Solutions likes to highlight valued customers with whom we have been able to form long-lasting, mutually beneficial partnerships. While these customers and companies cover a wide range of industries and businesses, the one thing they all have in common is a need for effective, innovative storage solutions customized to fit their needs. These challenges allow C&SS to continue to evolve and grow its dynamic range of offerings while continually polishing its core competencies as the "density experts". One such customer that stands out is City Electric Supply.

City Electric Supply began as a small local community focused wholesale electrical supply store in 1983 in Tampa, FL. Since then, CES has steadily expanded its footprint of stores across the United States, first in Florida and now all the way to the West Coast with over 500 locations! Through all their expansion and growth, they have always continued their focus on customer service and a personalized experience for every customer.





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CUSTOMER SPOTLIGHT:

CITY ELECTRIC SUPPLY | TAMPA, FL

C&SS has been proud to be able to be of service in CES's growth. Most recently C&SS designed and installed a boltless shelving system in City Electric's newest location in Arizona. An exceptionally dense storage system, this solution still affords customers easy access to a well-organized collection of electrical components. Before that, C&SS has done design/build work for 3 other brand new CES locations, as well as renovations, permitting and improvements for 4 other locations. Part of these improvements have even included custom designed Wire Reel Racks proposed by CES themselves!

Whether your electrical component needs are very large or just a few plugs, City Electric Supply is your choice for a customer service, community focused parts supplier. Give them a call or drop in to one of their many convenient locations today!



Submitted by:



JOE WESOLEK
ACCOUNT MANAGER



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Photo: Mallard Manufacturing magnum wheel with speed controllers and ramp stops.

MALLARD MANUFACTURING: CONVEYOR & STORAGE SOLUTIONS FEATURED BRANDS

MALLARD MANUFACTURING LEADING PALLET FLOW RACKING

Conveyor & Storage Solutions is proud to highlight industry partners whose integrity, quality and dedication to service match their own. This quarter brings flow-racking experts Mallard Manufacturing into the spotlight. A family owned business since it's founding in 1960, Mallard Manufacturing has earned a reputation as the market leader in Pallet Flow Racking, Carton Flow Rack and Gravity Flow Conveyor Systems. With over 120 dedicated full-time employees, each project, large or small, is supported by Mallard's sales, engineering and design teams who have the most extensive and specialized product expertise in the industry. They support an extensive integrator and distributor network throughout the world providing value-added engineering and sales support from their recently expanded 150,000 square-foot facility in Sterling, Illinois.

Mallard's Pallet Flow designs are engineered to perform and built to last! With custom solutions for ALL applications, from economical shallow depth pick module systems to the most challenging deep lane flow systems in harsh environments. Choose from a variety of system types to meet your unique pallet flow rack and application requirements, Full and Split Roller Pallet Flow, Heavy Duty Magnum Wheel and Skate Wheel.

DURABLE CONSTRUCTION, AFFORDABLY PRICED

Today's world for many users is a challenging environment. Vendors are often changing pallet configurations to meet expectations of lowering inbound/outbound product costs. Increasing shipping costs are a factor as well. Pallet Flow Rack & Speed Regulators are ideal for this situation, so as pallet applications change, the system design will remain dependable.



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HOW DOES PALLET FLOW SAVE SPACE, TIME, ENERGY AND MONEY?

Selective storage racking typically wastes 50-60% of warehouse storage space availability. This can be an expensive adjustment, particularly in high priced manufacturing companies, and for distribution-oriented clients. When compared to other types of high-density storage solutions (drive-in rack, for example), pallet flow is significantly more efficient - with no forklift movement within the structure. All activity takes place at the aisles.



INDUSTRY'S STRONGEST, MOST RELIABLE PALLET FLOW

The Heavy-Duty Pallet Flow Wheel provides the most durable, effective flow lanes in the marketplace. Comprised of rugged, reinforced resin material, the Heavy-Duty Pallet Flow Wheel has approximately double the wheel capacity compared to competitive polycarbonate-based wheels. The Heavy-Duty Pallet Flow Wheel also has a wider surface than polycarbonate wheels, leading to better pallet tracking. Heavy-Duty Pallet Flow Wheel have more robust bearings, leading to a longer lifespan.

DURABLE CONSTRUCTION, AFFORDABLY PRICED

Heavy Duty Skate Wheel pallet flow is ideal for users who prefer a reasonably priced solution for shallow depth lanes and for lighter weight loads. Heavy Duty Skate Wheel lanes are popular for lanes ranging from 2 deep to 5 deep, and loads under 2,000#. Heavy Duty Skate Wheel lanes are also ideal for usage in pick modules, for both high volume case selection, as well as empty pallet return (EPR) lanes.

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CARE FOR OUR EMPLOYEES:
C&SS EMPLOYEES WORK TOGETHER AS A
TEAM TO CONTRIBUTE TO THE COMPANY'S
SUCCESS.

Photo: Conveyor and Storage Solutions, Inc.
Installation Team.

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.

Jeremy Keith, a native of North County San Diego, has been with C&SS since 2008. His background in building custom homes lends him myriad experience from many disciplines. These skills, along with a cool head and excellent natural talent for leadership allow him to lead our dedicated team of experts as Installation Manager. He enjoys the unique design and installation challenges associated with constructing warehouse mezzanines and complex material handling storage systems. A great example of just such a job is a three levels shelving supported catwalk order picking module at the heart of Isuzu's ProMaxx automotive part distribution warehouse. When not dealing with the complex rigors of mezzanines or pallet racking, he says the superior products coming out of WireCrafters are easy and intuitive to install.

Great Companies Start with Great People!

EMPLOYEE SPOTLIGHT:



JEREMY KEITH
INSTALLATION MANAGER

"I believe Reciprocity and Dependability among co-workers and Management are core values which the C&SS Team share. These values are reflected to our Clients through the completion of each project. Being a part of the C&SS Team structure has allowed me to utilize many assets obtained from previous experience and continue growth in new skill sets of leadership and efficiency."



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AERIAL INDUSTRIES: CUSTOM WIRE PARTITION LOCKERS IN CONTAINERS FOR NAVAL BOMB SQUAD

Submitted by:



SCOTT KRASNOFF
ACCOUNT MANAGER

PROJECT OVERVIEW:

Conveyor & Storage Solutions engineered a Wire Partition design to fit into custom fabricated containers for the Navy Bomb Squad to store their gear when deployed overseas.

SUPPORTING BOTH THE MILITARY AND CIVILIANS

Aerial Industries has over 40 years of experience in supporting both the military and civilians by consulting on various levels by distributing equipment and apparel. They also have a strong presence in the Southern California construction industry. Aerial Industries focus is on customer service satisfaction and emphasizes on building and maintaining outstanding working relationships with their customers. They are built on principal and integrity and will not stand for anything less.

DESIGN OF SECURE WIRE PARTITION FOR MILITARY EQUIPMENT

As Aerial Industries works hand in hand with the military on specialized projects, they needed the expertise of C&SS to help design, engineer, and build wire partition lockers in custom fabricated containers that meet the U.S. Military's high standards. These storage units needed to meet specific requirements and be built to last as they are getting shipped across the world where the bomb squad will be deployed. C&SS designed the partitions to fit tightly and securely in the containers to meet the end users' needs. Each locker was sectioned off to align with each roll up door to allow each service member to only access their specific locker.

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Conveyor & Storage Solutions provided the following products & services:

- Designed and built (144) custom lockers in shipping containers
- Engineered to withstand heavy military use
- Compliant with U.S. Military Standards
- Met customer's tight target date on project completion

"The entire command is very happy with the outcome, including the Commanding Officer and Executive Officer. These things came out solid. Thank you guys for all your help. The professionalism Jeremy and Maui exercised during the installation was exceptional and the ability to meet our deadlines was impressive, especially in the heat we've been experiencing. I'd give them a raise or at least a nice bonus, they deserve it. This project was definitely a shot in the dark and even we here had our doubts that this was going to work given how technical and precise everything needed to be. I really appreciate how easy it as to work with your team figuring all this out."

WAYNE HELGESON
AERIAL INDUSTRIES



Submitted by:

**CHRIS RODRIGUEZ**
SALES & MARKETING
MANAGER

2020 SAN DIEGO INVITATIONAL: SAN DIEGO OUTRIGGER CANOE CLUB

WHO IS SDOCC?

Conveyor & Storage Solutions is a proud sponsor of the 2020 San Diego Invitational! This annual race is put on each year by the San Diego Outrigger Canoe Club with participants from around the nation. This year has been different in just about every way possible, and the annual race is no exception! In lieu of the normal format, SDOCC has decided to host a free event for anyone who would like to participate, anywhere around the world. Featuring a socially distant race in Mission Bay on October 31st and self-lead/ virtual races from the 31st – the 1st, this year's Invitational promises to be one to remember. In addition to hosting the race, SDOCC will be holding opportunity drawings to win great prizes.

C&SS's own president, BeBe Kidwell, attended the 2019 Invitational last year and was smitten. He immediately wanted to know how C&SS could support and be further involved. The opportunity to become a sponsor was 'floated' and immediately taken up! While no one could have predicted the crazy year 2020 would become, everyone involved wanted to make sure the race would still happen. A silver lining amidst all of the last-minute re-arranging and hair pulling is that more people than ever are able to participate in a great sport and an even greater event! People young and old, from near and far, with every type of skill level imaginable can get in the water safely and enjoy sun, surf and a great time!

Founded in 1983 by Ex-Navy Seal, Dee VanWinkle, SDOCC has developed into one of the most prominent and diverse Outrigger Canoe Clubs in San Diego, with members originating from all around the world. Their team consists of men and women, from Olympic class athletes to first-time paddlers, but all share the same love and passion for sport, family and fun. Nothing beats the incredible California sun and surf with great people. SDOCC is always looking for fun, team-oriented people.

SDOCC is a member of the Southern California Outrigger Racing Association (SCORA) and as well as sending teams to compete in all SCORA races up and down the coast of California, SDOCC prides itself on having a strong representation in races in Hawaii as well as races over mainland America. Outrigger Canoeing is rapidly becoming the most competitive water sport along the west coast, with 29 clubs in Southern California, Arizona and Nevada as well as 17 in Northern California, and since all divisions are available for both men and women, Outrigger Canoe racing is one of a few totally co-ed water sports available.