



Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22

WE'VE BEEN BUSY!

INSIDE:

•CUSTOMER SPOTLIGHT:

Boochcraft

•VENDOR SPOTLIGHT:

BOSTONtec

•EMPLOYEE SPOTLIGHT:

Gavina Jorquera

•PORTFOLIO SPOTLIGHT:

Phoenix Agrotech

•A NEW EMPLOYEE CHRONICLE:

My First On-Site Project

CUSTOMER SPOTLIGHT:

BOOCHCRAFT | OCEAN BEACH, CA

Conveyor & Storage Solutions like to highlight valued customers to form long-lasting, mutually beneficial partnerships each quarter. 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 practical, innovative storage solutions customized to fit their needs. These challenges allow C&SS to continually evolve and grow its dynamic offerings while constantly polishing its core competencies as the "density experts." One such customer that stands out is Boochcraft.

Boochcraft is a company founded by three friends from Ocean Beach, San Diego. The owners of this company had a long time of experience with different brewing types of drinks like wine, cider, mead, beer, and others. So, with that experience they created a hard kombucha that tasted great, inspires the community to get some vitality, and all of this while supporting the planet. They achieve a quality hard kombucha by using organic products and adhering to the philosophy of no added sugars.





Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22

CUSTOMER SPOTLIGHT:

BOOCHCRAFT | OCEAN BEACH, CA

Kombucha has been brewed in homes for centuries, if not millennia. Starting with a pot of sweet tea, a SCOBY (symbiotic culture of bacteria and yeast) is added to the brew and left alone for a week. The resulting tangy-sweet beverage delights the senses and the living nutrition invigorates the body. Kombucha and Kombucha based products have been sold commercially in European apothecaries for at least 60 years.

Today's thriving Kombucha industry is showing no signs of slowing down. With continued 30% growth in the natural channel and 50% growth (or more) in the conventional channel year after year, Kombucha is the fastest growing functional beverage category. As consumers continue to vote with their dollars for products that support a healthy organism, and share their newfound love on social media, it seems obvious that Kombucha has not even hit its peak with \$1.8 Billion in sales in 2020 and estimated to be a \$7 Billion Dollar industry by 2027.

C&SS has worked with Boochcraft to design a pallet rack system that optimized the space utility and maintained a high efficiency in operations. The warehouse and production design had to be in line with their pioneering spirit and made sure there were no infringements on their original production methods. The end design made better usage of the warehouse space, increased productivity and was instilled an overall organized space.

"Boochcraft is one of the pioneer's companies that made a name for the hard kombucha".

- Forbes Magazine

This is supported by Nielsen data putting them in the top 50 of all craft breweries. Conveyor & Storage Solutions wants to congratulate Boochcraft on their meteoric rise in the hard Kombucha market proud of our strong partnership.

Submitted by:



JOE WESOLEK
ACCOUNT MANAGER



From left to right: Adam Hiner | Co-Founder/Head of Impact Initiatives, Todd Kent | Co-Founder/CEO, and Andrew Clark | Co-Founder/Brewmaster.





Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22



BOSTONtec:
Improve productivity with
ergonomic workstations.

BOSTONtec **ERGONOMIC WORKSTATIONS**

Conveyor & Storage Solutions is proud to highlight industry partners whose integrity, quality, and dedication to service match their own. This quarter C&S begins representing the leading ergonomic workstation and accessories BOSTONtec.

BOSTONtec was established in 1993 as Boston Technical Furniture and purchased in 2003 by Case Systems, Inc. and based in Midland, Michigan. The Midland production and warehouse facility spans 170,000 sq. feet. Bostontec has become the leader in customized ergonomic solutions through a 3-point approach.

- **Design and Engineering** - Working with customers they design team identifies and addresses the specific needs of the application and engineers a customized solution with renderings to assist in completion of the final design.
- **Manufacturing** - Once approved, the production teams turn these drawings into customized workstations, all done in house.
- Using feedback from customers and carriers, the final workstations are carefully packaged and palletized for protection during shipment reducing freight damage and unnecessary waste.

In today's competitive business environment Industrial Ergonomics is a critical component in all efforts that focus on raising productivity, improving quality, and increasing employee retention and engagement. Ergonomics touches multiple aspects that define your company's success, and implementing key principles can pay dividends quickly.

Call and let us show you how BOSTONtec can solve your organization workstation needs.

PERFECTLY ALIGNED **WITH THE WAY YOU WORK**

BOSTONtec produces high quality, steel height adjustable workstations for the assembly, fulfillment, healthcare, and laboratory markets. Our focus is quality and durability with an ergonomic, customizable and flexible design. All BOSTONtec products are designed and fabricated in Midland, Michigan, and sold throughout North America.



Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22

WHY IS AN ERGONOMETRIC STATION BETTER?

OSHA has estimated that employers around the country spend 20 billion dollars on work-related musculoskeletal disorders, that are caused by lifting heavy items, bending, reaching, pushing, performing repetitive tasks, and using poorly designed sitting and office furniture. Ergonomic stations help reduce worker's injury disorder by 33% annually and minimize employers' expenses for workers' compensation cost for an average of 68%.



WHEN IS IT RIGHT FOR YOU?

Modular workstations are all-rounders and will adjust to several different workflows. So when should you consider custom solutions?

A custom workstation can be as simple as a small shelf or as elaborate as a multi-station configuration. As you're planning your ideal workstation, our modular system is a great place to start. Fine-tune your station to ensure higher productivity and employee retention.





Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22



CARE FOR OUR EMPLOYEES:

C&SS Employees Work Together As A Team To Contribute To The Company's Success.

EMPLOYEE SPOTLIGHT:

In this Q2/Y22 Edition of Employee Spotlight we want to showcase our **Accounting Associate Gavina Jorquera**. She has been part of our accounting team since December 2018 and has quickly grown to be indispensable and valuable to the company.

A San Diego Native with roots in National City, she is a total rock star with all the “Behind the Scenes” work she does that makes it possible for everything at C&SS to run smoothly. When she’s not working on accounting tasks, you’ll find her at the gym or taking care of her grandmother.

Gavina brings that same nurturing spirit to the office and is always interested to hear what is happening in your life. Her positive attitude and ability to bring out the best in people are some of the reasons we “*We love Gavina*”!



GAVINA JORQUERA
ACCOUNTING ASSOCIATE

Great Companies Start with Great People!



Conveyor & Storage Solutions, Inc.

(877) 227-7235

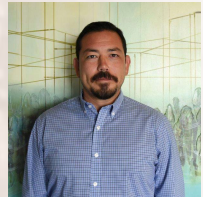
WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22

PHOENIX AGROTECH: SquadRack Supported Catwalk for Seedling Nursery

Submitted by:



MARTIN OLSEN
EXEC ACCOUNT
MANAGER

PORTFOLIO SPOTLIGHT:

PROJECT OVERVIEW:

Conveyor & Storage Solutions engineered a pallet rack design to fit into custom trays and plants. The pallet rack height is 20'-0", including wire decks, catwalk beams, a bar grating, fall protection, stairways, and pallet rack landing. This system supports 7,500 trays, around 585,000 plants.

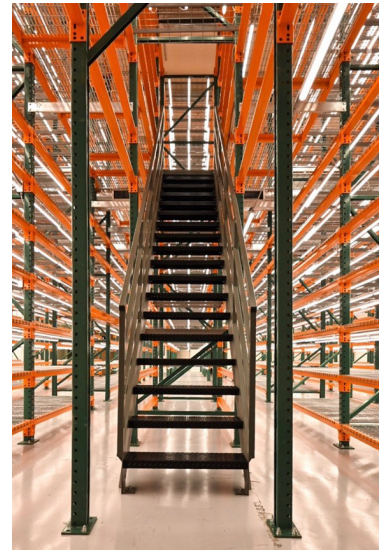
PRODUCING A HEALTHY PRODUCT

Phoenix Agrotech offers you a date palm tissue culture by rapid clonal propagation (micropropagation) method, where a small piece of the desired mother plant is initiated under sterile conditions into an in vitro environment such as a test tube or culture vessel. Their main product is "Medjool Authentica," which mother palms are in California, and other variety of fruits like California Barhi, deglet-noor, tarbital, black Sphinx, Hayany.

PERFECT BALANCE OF DENSITY AND GROWTH SPACE FOR MAXIMUM YIELD

C&SS partnered with Hannibal to make custom uprights and AMFI (American Mezzanines Fabrication & Installation) to vital manufactured components; some of the accommodations for this pallet rack were focused lighting with plenty of room for seedling growth, all while maximizing the space. Besides that, it was necessary to design the system with many different elevations to take advantage of as much density as possible.

Please visit www.cssyes.com





Conveyor & Storage Solutions, Inc.

(877) 227-7235

WWW.CSSYES.COM

Optimizing Your Warehouse for Success

NEWSLETTER
Q2/Y22

Submitted by:



JAVIER TRISTAN
BUSINESS DEVELOPMENT

A NEW EMPLOYEE CHRONICLE: MY FIRST ON-SITE PROJECT

MY FIRST ON-SITE PROJECT

As part of my sales training, my manager sent me to work with install teams and see what it takes to assist in making a project go from concept to design to an actual working project. My first training took place last week. I joined one of our Install Managers, Jarrod Faul, an experienced manager, to install a double rack system and a single row of racks on two separate days.

Our first day, Jarrod explained how to operate efficiently while avoiding injury to myself and others. We reviewed various pallet racking equipment. For example, he safely demonstrated how to use a scissorlift to lift and place uprights.

Next, we installed one beam in every rack bay showing how the preliminary layout looked. We reviewed with the customer gaining authorization for the final assembly. The rest of the first day was spent installing beams, bolting the row spacers, and anchoring; A LONG first day.

The second day was more straightforward. It was a smaller application that consisted of three single-bay racks; the only difference between one and the double rack was no row spacers were needed since it was a single structure. Nevertheless, both days were hard-working days and made me appreciate the commitment, professionalism and hard work our installation teams display – day in and day out.

