



The Associate

In this issue:

- Electrical Distributor Campaign
- Pursuit Boats
- Knolls Incorporated
- Trade Show Report

Electrical Distributor VC Campaign

J & D Associates SpoolMaster VC is ideal for managing multiple spools of wire, cable, hose and any material that is stored and retrieved on a spool. Not only does it bring the needed spool of material directly to you, it can also measure a precise amount, re-spool into a manageable coil and cut all in one operation. This eliminates lifting and moving heavy spools by hand.

J & D Associates latest marketing campaign is targeting electrical distributors, such as Graybar. Graybar is a fortune 500 company and is the leading North American distributor of high-quality components, equipment and materials for the electrical and telecommunications industries.

promotes the advantages of saving time and money by going vertical, which improves business while providing employees an ergonomic work environment.

It has been shown that one SpoolMaster VC can save over 500 man hours in one year. The SpoolMaster can pay for itself in less than one year.

Do you know a distributor in your area who manages cable, wire, hoses or any material on spools? If you do, then there is an opportunity waiting for J & D Associates SpoolMaster VC. When you think of improving productivity and ergonomic safety, go vertical!

Coils and spools stored on static racks can be transformed into a mobile fixture that can bring the material to you, while also retrieving it, measuring it, and cutting it, all in one operation.

INSIDE THIS ISSUE:

Electrical Dist. Campaign	1
Pursuit Boats	2
Knolls Incorporated	3
Trade Show Report	4

This means if a customer needs an end-to-end solution for a lighting project, switch gear upgrade, a local or wide area network, or even half a mile of electrical conduit, Graybar has it and will deliver it when and where it is needed.

Recently a direct mailer was sent out to over 200 Graybar distribution locations. The direct mail piece

Tired of measuring and cutting your wire and cable on the floor?



*Bring wire to you!
Find the wire or cable you need fast
Mix and match carriers and trays for maximum versatility
Measure a precise amount, re-spool into a manageable coil, and cut - all in one operation
Standard capacity 3" to 24" diameter*



600 Hunter Lane
Middletown, PA 17057
1-800-444-4532
Fax 1-717-930-0648
www.jdstorage.com
info@jdstorage.com



Pursuit Boats Goes Vertical with RollMaster VC



Pursuit Boats manufactures boats that are customizable in their configurations, much as a car is customizable when you choose from a variety of options, colors, materials, interior design and lifestyle. Pursuit has been in operation for over 60 years. Located in Fort Pierce, Florida, Pursuit sells through a chain of distributors in the USA.

Bringing a tradition of craftsmanship to boat making, Pursuit Boats feature state-of-the-art manufacturing. This offers consumers not only choices in materials, colors and design performance, it also ensures that the consumer is guaranteed quality materials and craftsmanship in their final choice of water craft.

In the past, recreational boats had a rich tradition of being hand made from wood, which was difficult, expensive and time consuming to maintain. As technology advanced, aluminum was introduced for lighter recreational water craft use. While aluminum had some excellent charac-

teristics, in the long run its technology defeated its use, i.e. aluminum plate rivets worked loose over time and use and leakage of water remained a concern for boat enthusiasts.

Replacing wood and aluminum was the advent of fiber glass technology. Not only was fiber glass superior to wood and aluminum in maintenance and performance, it was also extremely moldable and flexible and offered boat manufacturers virtually unlimited options in the creation of recreational water craft. Fiber glass is molded and cured and provides a durable and performance oriented boat vs. wood and aluminum.

In Pursuits Boats manufacturing operations, they employ a RollMaster Vertical Carousel (VC). The carousel holds 36 rolls of production material that can be taken directly onto the table cutting area. The rolls are loaded using the convenient V-Dolly and set-up is quick and efficient due to the quick changeover of multiple rolls of material to

meet Pursuit's production requirements.

Pursuit makes excellent boats and is an industry leader. They chose J & D Associates, the industry leader in industrial vertical carousels to meet their production requirements. Whenever you think of improving your company's productivity, think J & D Associates and "go vertical!"



RollMaster VC in Manufacturing



Fiber-glass Rolls Ready for Production

Knoll Incorporated Simplifies Part Picking by Going Vertical

Knoll Incorporated simplifies small parts picking in their 1 million square foot headquarters in East Greenville, Pennsylvania. They serve their clients in North America through a network of more than 200 dealerships and 100 showrooms and regional offices. In Europe, they have showrooms and are represented by dealers in most major cities.

They operate four manufacturing sites in North America: East Greenville, Pennsylvania; Grand Rapids and Muskegon, Michigan; and Toronto, Ontario. In addition, they have plants in Foligno and Graffignana, Italy. All Knoll manufacturing facilities

Knoll

in North America are ISO 14001-certified, an important mark of commitment to environmentally responsible practices.

J&D associates through a material handling distributor, SJF Material Handling, installed two vertical storage carousels to house small parts in the parts distribution area of the plant. Associates riding order picker fork lift equipment assemble parts to be shipped. Parts were stored in traditional pallet racking several sections high. This meant that the associates had to remove the parts from the pallet location, return to the floor, count out the required parts and then return the pallet back to its location. This process took a significant amount of time in the past.

By locating the parts in a carousel, the associate simply pulls up along side of the carousel, rotates the machine to the appropriate tray level and counts out the number of units needed. No more moving pallets from up high and then returning them.

A substantial amount of floor space was also recovered. Two carousels are holding the equivalent of 8 sections of pallet rack. A 70% total savings in floor space.

Knoll was able to reassign two full time associates to another department with the time they saved by utilizing the J&D TrayMaster VC. They are currently exploring a number of additional areas to enhance their productivity and space savings.



TrayMaster VC

J & D Associates

600 Hunter Lane
Middletown, PA 17057

Phone: (717) 930-0622
Fax: (717) 930-0648
Email: info@jdstorage.com



Trade Show Report

Recently, Retail Service Solutions and National Store Fixtures teamed together to exhibit at **SPECS**. **SPECS** stands for **Store Planning, Equipment, Construction Services Seminars** and has been exclusively produced by **Chain Store Age Magazine** since 1965.

The attendees are Vice Presidents, Directors and Managers of Store Planning, Design, Construction, Maintenance and Engineering. Executives from all retail segments attend **SPECS** - Supermarket, Drug, Discount, General Merchandise, Department, Home Center, Convenience, and Food Service.



Denise Thibaudeau, Jerry O'Donnell, Robert Blake-Ward and Jeff Nicklaus representing Retail Service Solutions



Dave Olson and Bob Leech representing National Store Fixtures