

# The Associate

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## J & D Launches Redesigned Web Site

Effective March 31<sup>st</sup>, J & D Associate's web-site has gone under a redesign and has added an on-line pricing tool called the "configurator." While the entire site has been redone to make it easier to navigate and find information, the two main new areas are the configurator and the media site.

The configurator is just that, it is an on-line tool that anyone can use to configure a machine and determine pricing immediately. It has an easy to use interface that quickly walks the user through a short series of steps where they specify their machine. An option of adding accessories or enhancements to each machine is also included. After the user registers their contact information they are given an on-line quotation along with a comparison price of a standard (configured) machine. The other area you should check out is the media site. This has important sales tools that are at your disposal.

Posted on the media site are all our press releases, articles and white papers (downloadable in pdf format), a pdf library of all our data sheets, J & D Associates advertising schedule

along with pdf files of all our advertising, the trade show schedule of upcoming events J & D Associates has participated in, newsletters and more. Of particular interest will be the video section of the media site. There you will find easily downloadable (right click on the image) or viewable real time application clips of the Vertical Carousels and their accessories.

Both the configurator and the media site are valuable sales tools but make sure you check out all the various pages. On each product page the customer can see the product data sheet or drawing for each kind of carousel. The customer can also link over to the configurator from that product page.



**Tony Mariani**

J & D Associate's web site ([www.jdstorage.com](http://www.jdstorage.com)) is an important sales tool that is available for your immediate use. Go vertical and get online today.



## Hybrid Designs Can Provide Innovative Solutions

In Winona, Minnesota, Benchmark Electronics (BEI) manufactures high quality printed circuit assemblies for medical, telecommunications, networking, industrial, test & instrumentation, and computer OEM's (original equipment manufacturer's). In addition to its prototype assembly capability, this operation specializes in final assembly, integration and test.

BEI - Winona offers a complete spectrum of electronics manufacturing, prototype, and test design & development services to companies developing electronics products including: Manufacturing Technology, Material Management, Concurrent Engineering, System Integration, Order Fulfillment, and Depot Repair.

At BEI's manufacturing facility they have hundreds of stencil panels that are currently stored on mobile shelf's. BEI wanted to consolidate the panels into a fixed footprint where they can be easily retrieved.

BEI found J & D Associates

and J & D Associates brought some ingenuity to BEI's storage needs. Taking an existing concept, the TrayMaster, J & D modified it along the lines of a TireMaster. What that means is taking the tray itself and modifying the tray so instead of storing things in a stacked



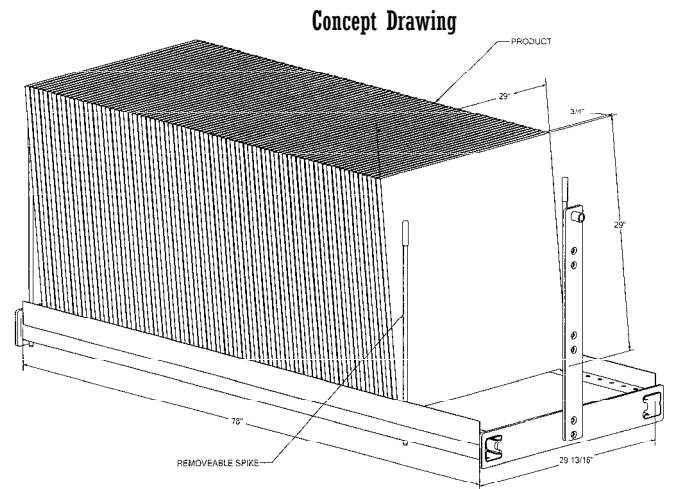
(top to bottom) manner the panels are stored left to right and are kept in place with a peg that is adjustable to the volume of panels. This is the same concept that is used in tire storage, hence the synergy of a TireMaster developed for use on a TrayMaster.

When it comes to finding innovation solutions for your storage and retrieval needs, think of J & D Associates. Our design team will work with you in finding a solution that suits your needs.

***Hybrid Innovation is  
Nothing New to  
J & D Associates!***



**Current Method of Storing and Retrieval**



## Fabric Handling Made Easy

After seeing our RollMaster vertical carousel at the IFAI show in Pittsburgh last year, Joe Bachowsky asked us to visit his facility in Wilkes-Barre PA to look at his roll handling application. A. Rifkin Co. (a custom bag manufacturer in Wilkes-Barre, PA), uses many different rolls of material every day. John Clemency of Stor-

age Concepts (Ambler PA) and Jay Jacobs, Regional Sales Manager for J & D Associates made that site visit a few weeks later.

A. Rifkin Company's customers place many different types of orders that require many different material cuts for multiple orders. These multiple cuts and changes

need to happen quickly and efficiently. There are infinite possibilities of material and color mixes provided by A. Rifkin to satisfy every customer's particular needs. Joe Bachowsky told us that they need to make quick changes from red to green, or from Leatherette to Duck. Rolls must be moved to the cutting table and returned to

## Fabric - Continued

pallet rack hundreds of times a week.

The fabric carousel provides efficiency in fabric handling – and reduces the number of times rolls are handled. The J & D RollMaster holds multiple rolls of material and is standing adjacent to the cutting table. Rolls are

loaded on the carousel from the rear (an additional set of controls were added on the rear of the machine to facilitate loading). The rolled stock is accessed from the front of the vertical carousel onto the cutting table.



**A. Rifkin Company Manufacturing Facility**

## CMM Trade Show - Chicago, IL - April 18-21 2005



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## New Employees

Douglas Aho	Traffic Coordinator
Robert Blake-Ward	Vice President Technical Services
Thomas Hale	Design Engineer
Robert Mack	Shipping Coordinator
Sam Mekhail	Design Engineer
Isaiah Moon	Welder
Robert Regl	Welder
Melody Schlenker	Database Administrator
Michael White	Lighting Operations Manager

## CMM - Continued



## ISP Recognition Program Update

We are now through three quarters in the ISP recognition program. This promotion will end June 30, 2005. Only firm PO's for units will be counted in the overall totals. No one has challenged Perry from Material Systemation. Many companies have posted their initial orders and we *Thank You*. Only the front runners, the cream of the crop, are listed to the right.

Remember the salesman with the most machine orders will win a AAA travel certificate valid anywhere Central Penn AAA books vacation travel.

Material Systemation	Cleveland, OH	Perry Greahling	7 Units
Storage Concepts	Ambler, PA	Pete Wettlaufer	3 Units
Anteon	Chesapeake, VA	Bob Hallstein	3 Units
Advanced Handling Systems	Lakeland, FL	Greg Lipp	2 Unit
CSA	Bloomington, IL	Mark Schmidt	2 Units
Storage Concepts	Ambler, PA	John Clemency	1 Unit

Tom Wolf