



# The Associate

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## A Message from the President

I would like to thank you for taking a few minutes to stay in touch with the great things that are happening at J & D Associates. We believe that this new quarterly publication will be informative as well as enjoyable to read.

We have truly turned it up a notch this past year when it comes to "Going Vertical." The number of markets and applications for our systems has taken off as we began to advertise and educate our customers and dealers on the benefits of a J & D Associates Vertical Carousel. We have dominated the market for years with the RollMasterVC and have successfully added an exciting line of versatile systems to meet the needs of our growing customer base. We can store just about anything!

Our versatile line of Vertical Carousels have allowed us to provide a low-cost solu-

tion to a market that has traditionally had two options; 1. inexpensive / inefficient static rack or 2. unaffordable / highly automated storage and retrieval systems that only the Fortune 500 could afford. We have developed a family of products that bring the benefits of automated storage and retrieval to an affordable level that even the small to mid-sized companies can afford and justify.

We look forward to sharing some exciting and beneficial stories that will help you stay in touch with where we are headed in the world of Vertical Carousels.



Jeff Nicklaus, President

## J & D Associates featured in World Business Review

J & D Associates and WORLD BUSINESS REVIEW are proud to have teamed up to produce a segment airing on CNBC to 84 million Television households. WORLD BUSINESS REVIEW is hosted by Alexander Haig and directed by Emmy

Award winning Alan Levy. The segment can be broadcast from March 26 through April 4 on Tech TV, New York Network and CNBC. For more information on WORLD BUSINESS REVIEW visit them on the web at [www.wbrtv.com](http://www.wbrtv.com)

When you need a low-cost provider that offers the ability to organize, secure, pull-off, rotate, measure, cut or maximize your floor space, J & D Associates has the capability to meet your needs.

## Pool Manufacturer finds Innovation

Emigsville, Pennsylvania (April 22, 2004) - Pen Fabrication (in ground pool liner manufacturer) required system's to store and retrieve rolls of vinyl stock to be used in their fabrication shop. Pen Fabrication approached J & D Associates with the need to have one unit built to accelerate their existing manufacturing and meet peak production demands. The unit shown is designed to meet their storage and retrieval needs. Initial design was done by J & D representative, Randy Cuthbertson with Tom Wolf (J & D) acting as the project manager. The goods are stored vertically and fed onto an automatic cutting table. This reduces

the amount of time spent handling rolls and keeps the cutting machine cutting patterns. Two additional systems have been added and the company looks forward to continued growth. Pen Fabrication is located in Emigsville, PA. Installation was completed by J & D Associate's. The unit shown is a variation of J & D's Roll-MasterVC (vertical carousel) and configured to meet Pen Fabrication's ceiling requirements as well as the width of their rolled goods. The unit is simple to operate and one operator can load and unload the rolled goods utilizing J & D's "V-dolly" loading cart



Pen Fabrication Application

## JLG Parts Distribution Expanded to Match Growth

McConnellsburg, PA—June 22, 2004—JLG Industries, Inc. began in 1969 as a pioneer in high reach equipment and grew to become the world's leading manufacturer of mobile aerial

work platforms and specialized material handling equipment. JLG supplies dealers (who rent and lease JLG equipment) with parts for maintenance of their product lines. JLG faced consolidation and outsourcing concerns due to their integration of acqui-

sitions and increased demand for supplying to their products as well as certain competitive brands. Facing increasing demands for dealer support and having maximized the existing floor space JLG had to either improve the efficiency of their system or face outsourcing a critical component of its business. JLG could not

***When you think of  
improving space and  
time think vertical!***

Amount of time it took two people to retrieve, measure and cut 100 feet of cable was five minutes total (for two people). In reality it often took longer due to the challenge of working and operating equipment to reach the various heights involved. After installation of J & D Associates SpoolMaster VC, JLG realized significant time and space savings. Time was reduced to 1 & 1/2 minutes for only one person to retrieve, measure, cut and pull off 100 feet of wire or cable. The operation runs 24 hours a day, 7 days a week. Averaging 10 wire/cable request per 24 hour cycle, JLG saved approximately 516 person hours per year. Floor space prior to installation was 144 sq. ft. After installation of the SpoolMaster VC, floor space was reduced to 66 sq. ft. for J & D Associates SpoolMas-

ter VC and one remaining floor rack. Floor space saved was 58 square feet. Now, when JLG needs wire or cable to fill an order, one person brings the spool of wire to them and can unwind, count and cut the precise amount of wire/cable quickly, efficiently and more importantly, in a safe and reliable environment. Going vertical gave JLG the improved productivity to meet its current and future demands. As part of the operation JLG integrated online requests realizing just-in-time delivery to its customer base. Out of the base of 5,000 dealers, over 3,000 order on-line with three choices of deliver methods, same day, 24 hours or 3 day standard. Out of 12,00 orders per day over half are priority. Thanks to vertical integration this per-

mits JLG to meet that demand. When you think of improving space and time think vertical!



**Vic Erickson, Manager  
Logistics Parts  
Distribution Center  
operating J & D  
Associates SpoolMaster**

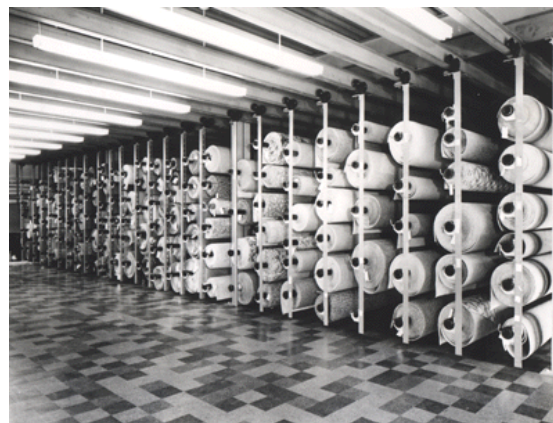
## J & D Announces Fab-Master Product Offering

**Economical Options for Your Floor Covering Storage Needs**—FabMaster has been designing and manufacturing quality floor covering store and display racks for over 40 years across the Nation. Although, there are newer automated carpet storage options available today, several home center and carpet retail chains rely on the dependability and flexibility of these FabMaster products.

**Trak-Rak Modular Carpet Display Racks**—Store and display more carpet or vinyl rolls in less space utilizing our Trak-Rak system. Each roll of goods is immediately available for showing or cutting. Choose from 45 different floor plans, from a single rack to multiple racks with hundreds of rolls. Our Trak-Rak system is built to last and operate trouble free. Quality structural steel construction combined with precision ball-bearing wheels

to provide years of performance, safety, and reliability. The design concept eases the burdensome nature of full carpet rolls. Engineered for the weights involved, roll goods are handled only once until sold. The built-in cutting floor facilitates sales and operations by one sales person.

**Mobile Floor Covering Display Fixtures**—Need an efficient way to store floor covering products that allows you to reorganize your space from time to time? Our Rol-Rak fixtures offer a variety of choices for single or double sided and stationary or mobile racks. Our Rol-Rak styles are designed for ease of installation and operation. The saddles have hook type suspension for quick and easy adjustment. One person can display the rolls with fingertip control. Built of quality structural welded steel frames.



**Trak-Rak for Carpet and Vinyl Store and Display Racks**

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J & D Associates is always looking for application stories, field applications of innovation, documented case studies and customer satisfaction articles. Contact us with your suggestion and we will be happy to tell your tale. Contact Tony Mariani for any editorial comments or suggestions. Input is always welcome. Plans for a quarterly publication is in the works. We hope this provides you an effective sales and communication tool.

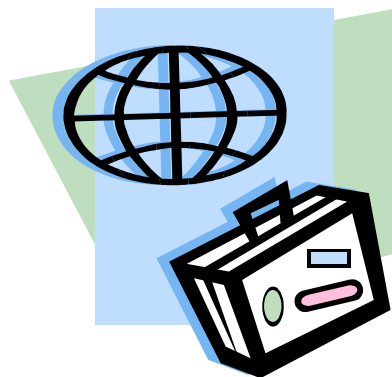
Tony Mariani  
Editor

## ISP Recognition Program

Attention all ISP's! J & D Associates is launching its first ever ISP incentive program to reward the individual salesman who sells the most carousel units in the next 12 month period from July '04 to June '05. The top selling salesman will win an exciting travel award.

Las Vegas, San Juan, Punta Cana, New Orleans, Orlando, London, Toronto, Los Angeles, Alaska, Montego Bay, Paris, do any of these sound appealing? Remember this award will go to the individual salesman who books the most machine orders in the next 12 months. More details will follow in upcoming editions of the Associate.

**Tom Wolf**



## Go Vertical Contest Winner

Congratulations to Karen Wright for entering and winning the J & D Associates logo contest. Out of the 24 entries, hers was selected as the winning concept. Karen won \$100 for her suggestion. We took her concept to a professional designer for final enhancement. Good job Karen!



## New Regional Sales Manager Joins J&D

Middletown, Pennsylvania (June 1, 2004) - Jay Jacobs joins J & D Associates as a Regional Sales Manager. Jay is located in Cincinnati and will be covering the northern USA and Canada. Jay comes to J & D Associates with over ten years of manufacturing handling expertise. He has worked with Mazzella Lifting Technologies (modular messanines), Torbeck Industries (modular messanines) and Queen City Supply (material handling equipment and cutting tools). Jay is a welcome addition to J & D Associates continued sales success.

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**Jay Jacobs**

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