



# The Associate

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## Retail Service Solutions

Retail Service Solutions (RSS) provides retailers a turn key solution to maintaining their store fixtures and equipment. RSS's national footprint and self performance model delivers a compelling value proposition to retailers who are committed to improving their bottom line.

RSS is the newest division of United Fixtures Company (UFC), joining National Store Fixtures (NSF) and J & D Associates. UFC, headquartered in South Bend, IN is the leading designer and manufacturer of pallet and cantilever racks, specialty fixtures and motorized storage systems to the retail home center industry. The company's focus on the retail store fixture industry has resulted in extensive knowledge of its customer's fixturing requirements and a broad array of products and value-added services to meet those requirements.

While the name is new, the management team, call center, technicians, support staff and business operations have been in place since 1978 at National Store Fixtures and since 1983 at J & D Associates. United Fixtures Company is leveraging the 49 years of combined retail service and installation experience and launching its newest divi-

sion. RSS is focused on servicing the growing retail industry in the areas of retail lighting maintenance and retrofit, electromechanical repairs and maintenance, rack repair and inspections and national rollout. Retail Service Solutions services all equipment, racking, shelving and lighting providing retailers



**Robert Blake-Ward**  
Vice President



Lighting Management Companies (NALMCO) and a member of Professional Retail Store Maintenance Association (PRSM).

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nationwide service with one call. Our call center is available 24 hours a day, 7 days a week.

RSS and its employees are committed to exceeding expectations of our customers. RSS provides superior service nationally with focus on satisfaction, quality, performance and cost efficiency. RSS's goal is to provide customers greater value and convenience everywhere in the U.S.A.

RSS is a member of the international Association of

**DELIVERABLES**

- Comprehensive Maintenance & Service Programs for Lighting & Racking
- National Strength, Experience & Presence in a self performance model
- Improved Cost Management
- Turn Key Solution for all Facility Maintenance
- Long term net reduction in overall Facility Maintenance

## ClosetMaid Finds Maintenance Easier with SpoolMaster VC



**ClosetMaid's Location  
in Ocala, Florida**

ClosetMaid is the leading manufacturer and marketer of home storage and organization products. It is a division of Emerson Storage Solutions and is based in Ocala, Florida. Emerson provides answers to storage challenges for the consumer, healthcare, food service and industrial markets.

ClosetMaid's products are available at most home improvement retailers and installation dealers in the homebuilding industry. ClosetMaid approached J & D Associates on improving their maintenance area in regards to handling spools of cables and wires. J & D Associates had the answer to their wire handling needs, the SpoolMaster Vertical Carousel (VC).

The SpoolMaster VC provided ClosetMaid significant time savings as well as ergonomic benefits from not handling large spools of

cables and wires.

ClosetMaid cut

down their wire and cabling management time by 80% bringing efficiencies to their maintenance department. Now their maintenance department can find more time for actual maintenance instead of searching for and retrieving spools of cables and wires. When it comes to innovation, think vertical and think J & D Associates!



**SpoolMaster Vertical Carousel**



## Vintner's Go Vertical on Retail Sales with TrayMaster VC

South San Luis Obispo County, located halfway between San Francisco and Los Angeles, has earned worldwide recognition and respect for the exceptional quality of wine grapes produced in their ideal viticultural area. The area includes the Edna Valley, the Arroyo Grande Valley, each a designated American Viticultural Area, the Avila Valley and the Nipomo Valley.

The vineyards and wineries are collectively known as the San Luis Obispo Vintner's Association. The Association of vintner's markets and sells their wine products collectively through various wine gathering events throughout the year. Due to the popularity of its local wines, the Association decided to build and host a retail sales outlet. The outlet is called "Taste" and is located in San Luis Obispo, California.

The outlet needed to have storage for the boxes of wine but needed to ensure they were easily accessible for immediate sales. The outlet decided to go vertical and that is where J & D Associates came in. The solution was a TrayMaster Vertical Carousel (VC).



The TrayMaster VC is installed, and for an aesthetic appearance, is enclosed in the retail area with dry-wall surrounding the carousel. The dry-wall will be decorated with the rest of the store's visual appeal. The loading area in the front is accessible for the store sales associates.

The carousel measures 21 feet high and 14 feet wide. It features 22 trays. Each tray can hold 12 cases of San Luis Obispo wines with a total capacity of 264 cases fully loaded. All accessible at a touch of a switch.

When it comes to innovation, think outside the box and go vertical. Going vertical isn't just for industrial applications. Going vertical is also helping retailers realize time and space savings.

**Retail Applications  
Offer Unlimited  
Possibilities**



"Roll Out the Barrel" Event



Coast Wine Country



Orcutt Road Cellars Barrel Room



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## Marketing Update



**Ron Gudinas** joins J & D Associates as an Inside Sales Associate. Ron will be reporting to Tom Wolf and taking all inbound sales calls and prospecting for new opportunities, primarily concentrating on Industrial Sales. He is a graduate of The Pennsylvania State University with a Bachelor of Science Degree in General Business and has one year of inside sales experience with a Fortune 500 company, CDW Direct, LLC. Ron is a welcome addition to J & D Associates continued sales success.

## Tradeshow Report

J & D Associates will be exhibiting at the Industrial Fabric Association International's Trade Event being held in San Antonio, TX, October 27-29 at the Henry B. Gonzalez Convention Center. Please contact us if you wish to obtain a free pass to this event.



## New Employees

Brian Ballew	Racking
Anthony Butler	Racking
G. Calderon	Racking
Paul Hernandez	Racking
Declan Holloway	Racking
Jason Hughey	Lighting
Garry Petty	Racking
Jeffrey Petty	Racking
Marshall Stanley	Racking
Carl West	Racking
Richard Wolf	Racking
Donald Wysokowski	Production