Volume 1, Issue 3

January 2005

J & D Associates

The Associate

In this issue:

- Message from Sales & Marketing
- OMNOVA PrintMaster
- Alumaroll Goes Lean
- ISP Program Update
- Recent Tradeshows

INSIDE THIS ISSUE:

Message from Tom	1
OMNOVA PrintMaster	2
Alumaroll Goes Lean	3
ISP Program Update	3
Recent Tradeshows	4

A Message from Marketing & Sales

In our third edition of the Associate I would like to address some of the new and exciting add-on products and enhancements to our carousel systems.

First off, we have added a tray stabilization system to the TrayMaster. This feature is designed to provide stabilization to a tray when it is in the loading/unloading zone of the carousel. Its benefit is for customers who have heavier loads to push on or pull off a tray. The stabilization track makes it easier to load because the tray will not sway while in the track.

We have also launched a narrow sprocket carousel, the CO. This carousel allows a smaller footprint for loads that don't require the full carousel depth. In short, this unit will accommodate a 14" deep tray, or an 18" diameter roll. The weight rating is still 12,000 lbs. I expect this unit to be most used in the printing and textile industries where the rolled goods are typically smaller diameters.

Another enhancement was added to the RollMaster machine. This is the air brake that was designed through our textile industry partner, *Miller Weldmaster* in Ohio. This unit attaches to the lower sprocket hub and is engaged through air power. It provides pressure through an arm which rests on the rolled product creating enough friction to slow the roll down and prevent unrolling when used with a high speed cutting table.

Of course, we are still offering the carousel mounted on casters to allow the unit to be pulled from one job cell to another. It can be fitted with a tugging arm or pushed by two or three workers over a concrete floor. This feature has been popular in the textile industry and is attractive for any customer running a *lean* shop.

All of these enhancements are available to the dealer network and your Regional Manager has all the add-on pricing and specifications. Of course, many of these product improvements have been customer generated. However, if any of you have suggestions for further enhancements to our equipment please give us a call. We look forward to hearing from you!

Tom Wolf,
Inside Sales Manager

GO VERTICAL

OMNOVA PrintMaster Saves Time and Avoids Damage

OMNOVA Solutions Inc. is a leading provider of decorative and functional surfaces, coatings and specialty chemicals. The company was spun off from GenCorp Inc. in October of 1999. OMNOVA dates back to 1915.

OMNOVA's Decorative & Building Products business segment combines technology and aesthetics in the design and manufacture of vinyl and paper-based surfaces, including commercial wall coverings, coated fabrics, decorative laminates, graphic arts and industrial films, commercial roofing membrane systems and heat-transfer printing paper.

OMNOVA's print facility, located in Auburn Pennsylvania, contacted J & D Associates in order to find a better way of storing and retrieving expensive print cylinders. The print cylinders were originally stored on static racks and in wood crates. The potential for damage to the cylinders was significant. The cylinders were retrieved by stacking and unstacking them by using either a hand-truck or a fork-lift. Cylinder retrieval was difficult at best. At risk were personnel due to safety issues and cylinder loss or damage.

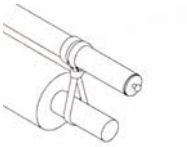
OMNOVA consulted with J & D Associates in order to find a better way of managing their print cylinders. J & D Associate's PrintMaster Vertical Carousel product is the perfect solution for the handling of Print cylinders. After an initial installation of a few units, OMNOVA was so impressed with improvements in cylinder handling and storage that they ordered additional PrintMaster Vertical Carousels to handle all of their print cylinders. Currently they have a total of 18 Vertical Carousels at their facility.

The PrintMaster Vertical Carousel comes with an offering of three methods to hold print cylinders. The three options are illustrated below.

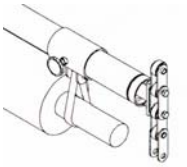
OMNOVA is committed to providing their customers excellent products and service and creating value for their shareholders. Reducing costs and improving the production process add to the bottom line of any company. "Go vertical" when you discuss applications with your customers!

When you think of saving time and avoiding damage, think vertical!

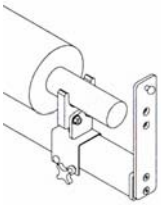
PrintMaster Vertical Carousel Installation at OMNOVA



Choker Pole



Sling Pole



Cradle Carrier

Alumaroll Goes "Lean Manufacturing" with J & D Associates

Alumaroll Specialty Company, based out of Sheboygan, Wisconsin, is a national fabricator of custom made window and patio door screens, and a roll former of aluminum frame components. Alumaroll prides itself in meeting its customer's specific needs by offering custom screen fabrication. Alumaroll offers its customers choices in color, style, material and fabric & screens in making up what customers want to use in adding new or replacing old windows and patio screens for their home or business.

Alumaroll would keep their various materials on wood skids or metal racks and pull the material from various locations in the shop to their cutting and assembly area. This was not the most efficient way to manufacture their line of windows and door screens. Down time was common as they had to take time to locate the materials and bring the exact materials to their cutting and assembly area.

Alumaroll realized they had to "lean" the manufacturing process. It was J & D Associates Vertical Carousel product that enable Alumaroll to institute lean manufacturing.

J & D offered a rear load, front unload vertical carousel that was incorporated into the work cell and would hold the product components.

No more time was wasted retrieving material as it was now taken directly to the cutting area. This improved Alumaroll's production time significantly resulting in greater profitability through improvements in production and cost savings due to less time for material retrieval.

When there is a need for process improvement, vertical carousels offer space savings, and production versatility. "Go Vertical" with J & D Associates Vertical Carousels!

Bar-stock Carousel is loaded from the rear and material pulled from the front

ISP Recognition Program Update—Part 3

We are now six months into our ISP recognition Program-halfway there. Remember the salesman with the most machine orders will win a AAA travel certificate valid anywhere Central Penn AAA books vacation travel. Las Vegas, San Juan, Cancun, Punta Cana, New Orleans, Orlando, London, Toronto, Los Angeles, Alaska, Montego Bay, Paris, all are possibilities.

Here is the update for those who are in the running. Keep up the great work Perry.

Tom Wolf

Material Systemation	Cleveland, OH	Perry Greahling	7 Units
Anteon	Chesapeake, VA	Bob Hallstein	3 Units
Advanced Handling Systems	Lakeland, FL	Greg Lipp	2 Units
CSA	Bloomingdale, IL	Mark Schmidt	2 Units
American Handling	Jacksonville, FL	Dale Proctor	1 Unit
Anderson Material Handling	Lancaster, PA	Rodney Wagner	1 Unit
Material Handling Solutions	Plymouth, MN	Dave Messner	1 Unit
KP Associates	Cincinnati, OH	Mike Pope	1 Unit
Aid Equipment	Sandy, UT	Ray McWain	1 Unit
Storage Concepts	Ambler, PA	John Clemency	1 Unit
Alta Lift Truck Services	Muskegon, MI	Correy Mikel	1 Unit
BF Company	Greer, SC	Fred Mercer	1 Unit

J & D Associates

600 Hunter Lane
Middletown, PA 17057

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

www.jdstorage.com

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.

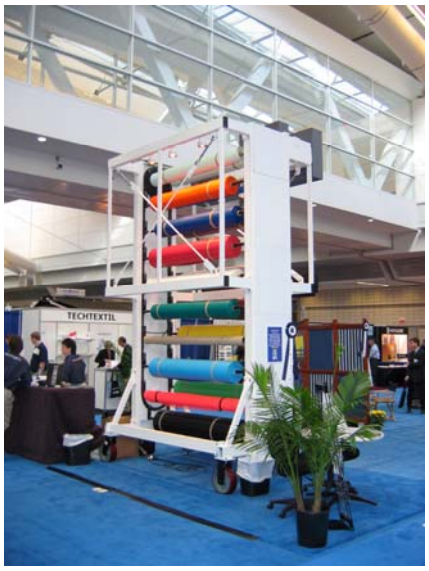
Tony Mariani

Recent Tradeshows

ProMat 2005
An MHIA International Exposition
McCormick Place South • Chicago, IL USA • January 10-13

ProMat2005, January 10-13 2005,
McCormick Place, Chicago, Illinois

IFAI Expo 2004



IFAI Expo, October 27-29 2004,
Pittsburgh, Pennsylvania

GO VERTICAL