

[AHS1.com](#) | [About Us](#) | [Contact Us](#) | [Catalog](#) | [MHB](#)



*Moving Forward  
Newsletter*

7/12/07

## A Message from the President

It is hard to believe summer is upon us, the 2nd quarter of 2007 has come & gone, and we are sending the third newsletter of the year.

While it has only been a few months since we spoke last, a lot has changed within AHS. With the ongoing support of you, our clients, AHS has added additional resources to keep up with client demands. Please help me welcome:



**Chris Hager**

Chris will be responsible for shipping and receiving product in the warehouse and inventory accuracy. Chris will be delivering material to job sites and also helping with installations.



**Scott Askren**

Scott's responsibilities include electrical and mechanical installation.



**Ken Dubuc**

Ken has joined AHS as Director of Sales. Ken will oversee all company sales and customer services for AHS.

AHS launched its own Pit Crew to support you with all of your material handling needs. We provided contact information to assist with order entry, service request, warranty/cases, parts tracking, and other client related needs.

### **AHS University**

We sponsored a webinar on types of Sortation supporting, how to apply, feeds & speeds, costing and general maintenance expectations for sortation technologies. The seminar was well attended and we received great feedback from those in attendance. Thank you for your support. Based on the feedback we received, our November 14th Webinar will be on ROI and Benchmarking.

September 13th we will host our Educational Workshop centered around the topic of Planned Maintenance. This will be a lunch and learn in The Lodge and all are welcome to attend. Visit

[www.ahs1.com](http://www.ahs1.com) for more information.



AHS launched a new division, "Material Handling Basics" to further support our clients with quick response and turnaround for all of your basic material handling needs. Visit [www.mhbasics.com](http://www.mhbasics.com) for additional information. Give us a call & let us inform you as to how we can help.

We look forward to working with you throughout the balance of the year and wish you and your family safe travels over the summer months.

Talk to you soon.  
**Chuck Frank**  
*President/CEO*

## Customer Spotlight

This month's spotlight focuses on a long time customer of AHS who is about to undergo significant changes to their supply chain. This customer has been a business partner for over 17 years. During that time we have enjoyed a wonderful relationship with some very special people; quite frankly; some of the most talented operators and engineers that we have worked with.

Recently the company announced their plans to close the retail store segment of their business which will impact their current distribution operations. As a result of this change they will now focus solely on the "On-line" retail side of their business. A number of these people will be displaced and some others will move on to their reward of retired life.

Most of our customers manage business volume fluctuations through peak periods. This group of dedicated individuals has faced this challenge for many years; managing store re-supply and direct to consumer fulfillment. They have always found a way to come through and deliver the goods. Often times they kept the facility running with "bailing wire and bubble gum" and many long days and nights.

Business is business, right? Wrong. Business is people and this one really has some great ones. The distribution community is going to get some highly trained associates. We wish them all success in their searches and whatever they choose to do in life.

## Service Tips

Since we all work around conveyor equipment on a day-to-day basis, it's easy to forget how dangerous powered equipment can be. Manufacturers are constantly improving safety features, such as shaft and sprocket guarding and pop-out rollers; but it's up to the end users to make sure these items are maintained and kept in place. An open sprocket and a loose piece of clothing or long hair can be a dangerous combination.

**Tip:** The only thing more important than keeping your conveyor system running is making sure it stops when you expect it to. Test all emergency stop switches weekly to make sure they are not impeded and operate properly.

Call **Darrell Kingsland** to set up a conveyor audit and talk about our planned maintenance programs.

## Upcoming Events

---

### AHS Lodge Educational Workshop

- Thursday, September 13, 2007
- 11:00 am - 1:00 pm

### LogiPharma 2007

- September 17-19, 2007
- Loews Philadelphia Hotel, Philadelphia, PA

### International Foodservice Distributors Association Productivity Convention & Expo 2007

- October 7-9, 2007
- Kentucky International Convention Center, Louisville, KY

### CSCMP 2007

- October 21-24, 2007
- Pennsylvania Convention Center, Philadelphia, PA



- Wednesday, November 14, 2007
- 2:00 pm - 3:00 pm EST

### WERC 2008

- May 4-7, 2008
- Hyatt Regency Hotel, Chicago, IL

## Fun Fact

---

Do you know the answer to this question? You could be the winner of our quarterly Fun Fact trivia contest.

**In which year were Dan Marino, John Elway, and Jim Kelly all three drafted?**

To submit your answer, send an email to [jwolfe@ahs1.com](mailto:jwolfe@ahs1.com) for your chance to win AHS apparel. Everyone who responds correctly will be placed in the Fun Fact Jar and a winner will be pulled at random on August 1, 2007. The winner will be notified by email.

Congratulations to our Fun Fact winner from last quarter:  
**Steve Kroeger, Siemens Energy & Automation.**

Steve successfully answered the question, "In 1912 the Reds Stadium was opened after a devastating fire in 1911. It was named Redland. Twenty two years later it was renamed. What was the new name?"

The answer is: Crosley Field

Thank you to everyone who participated in our Fun Fact Challenge! Steve, we hope you are enjoying your new AHS apparel.

If you have a fun fact challenge question, please submit it to [jwolfe@ahs1.com](mailto:jwolfe@ahs1.com) to have it published in our next Moving Forward e-newsletter.

If you would like additional information about items mentioned in this newsletter, call us at (531) 351-6500 or send an email to [info@ahs1.com](mailto:info@ahs1.com).

