



4/12/07

A Message from the President

Where does the time go, it is hard to believe April is upon us. As we move into the 2nd quarter, we are pleased to announce new team members eager and excited to assist you, our clients. Please help us welcome:



Golnaz Zarga
Industrial Engineer

Golnaz joins Strategic Design Services as an Industrial Engineer, contributing to the collection and analysis of client data and the development of cost justified solutions to client opportunities.



Kevin Brown
Electrician

Kevin will be assisting the Field Services team with field wiring and mechanical installation.



Brian Young
Lead Electrician

Brian will be leading the field wiring and mechanical installation services for our Field Services team.



Lou Shelton
Director of Engineering

Lou will be overseeing the development of departmental standards and

providing training and guidance to department members in technical and procedural areas such as designing, estimating, and project management.

AHS will be hosting our upcoming Webinar on Sortation on Wednesday, April 18th from 2:00 to 3:00 PM EST. It will be an hour filled with an informative discussion on sortation and its impact on your company's productivity. Please check out http://www.ahs1.com/sortation_webinar_2007.php for additional information including registration information.

AHS looks forward to seeing you at our open house on Thursday, May 10th from 5:00 to 8:00 PM. Please email Jennifer Wolfe at jwolfe@ahs1.com to make your reservation today. We will accompany you on a quick tour and introduce you to the rest of our team.

We look forward to working with you throughout the balance of the year.

Talk to you soon.
Chuck Frank
President/CEO

MHB



As AHS continues offering value added products, we are excited with the opportunity to introduce Muscles & Brains. Muscles & Brains will provide helpful tips and products to assist your associates in working in a productive and efficient manner. Be on the lookout for future communications featuring our newest associates as they educate us on the importance of working in a safe environment and in working smarter not harder.

Customer Spotlight

This month AHS spotlights a direct to consumer retailer who engaged AHS to assist with their aggressive growth goals. The challenge was to increase outbound orders 33% without adding staff or working overtime. The customer had an opinion regarding the solution to their problem and needed an expert to confirm the need and execute the plan.

Much to their surprise the engineers at AHS recommended a simple plan of labor management and minor physical modifications. The solution recommended floating labor and changing work hours through the week, resulting in creating a work week structured as (three) 10 hour days, (one) six hour day, and (one) four hour day. This adjustment allowed for the influx of orders following weekend shopping to be dealt with early in the week and as volume tapered through the week. By analyzing work flows and labor rates many tasks within the operation could be cross trained, allowing labor to float within the operation as activity dictated.

The physical changes involved the removal of package conveyor, the utilization of carts,

rearranging a manifest operation and repurposing the removed conveyor.

End result: No capital spend, service level agreements maintained, volume of orders increased, a happy labor force.

Service Tips

With the late snow and cold weather, it's easy to forget that summer is right around the corner. With the change from spring to summer comes heat and humidity which are the two factors that can do the greatest harm to your automated material handling equipment. Heat lowers the viscosity of grease and oil, while humidity can impair its lubricity. Don't wait until you can hear the grinding or squealing of a bad bearing, keep up on your planned maintenance and grease all bearings and check gear box oil levels.

Tip: Unless otherwise specified by the manufacturer, gearboxes should be filled so the gear oil covers half of the output shaft. Overfilling can cause higher pressure and possibly blow seals.

Call **Darrell Kingsland** in our Field Services Group at 513.562.1371 to set up a conveyor audit and talk about our planned maintenance program.

Upcoming Events

AHS Webinar-Sortation

- Wednesday, April 18, 2007
- 2:00pm-3:00pm EST
- [Sortation Webinar 2007](#)

AHS Open House

- May 10, 2007
- 5:00 - 8:00pm EST
- 4861 Duck Creek Road, Cincinnati, Ohio 45227 ([MapQuest it](#))
- RSVP to Jennifer Wolfe at jwolfe@ahs1.com

WERC Annual Conference

- April 22-25, 2007
- Gaylord Opryland Resort & Convention Center, Nashville, TN

Material Handling Equipment Distributors Association (MHEDA)

- April 28-May 2, 2007
- Manchester Grand Hyatt, San Diego, CA

National Convention on Operations & Fulfillment

- April 29-May 2, 2007
- Renaissance Schaumburg Hotel & Convention Center, Schaumburg, IL

LogiPharma 2007

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

CSCMP 2007

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

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

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