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Moving Forward
Newsletter

10/19/07

A Message from the President

As we move into Q4 07 and begin preparing for the holiday season, we pause to reflect on the success of the year. Because of you, our clients and business partners, AHS's team continues to grow to support the ongoing support of our offerings. In the past year, we have added additional field service technicians and complimented our IT department with additional resources to support the ongoing success of our webinars and teleconferences. We have also added additional resources to support our marketing and business development effort. We are in the process of implementing new software solutions to continue providing state of the art layouts, simulation, and as built renderings. A second building was purchased allowing us to create **THE LODGE** to accommodate the ongoing demand for classroom training and client strategic planning sessions. We added a fourth division known as Material Handling Basics focused on basic material handling needs, quick response, and ease of implementation.

All of these additions would not be possible without the ongoing support from you and for that we thank you. We look forward to continuing our relationships as we wrap-up 2007 and prepare for 2008. Give us a call or send us an email and let us know how we can assist you with year end planning, budget preparation, and process improvement.

Please help us in welcoming our new employees:



Jason Kingsland

*Field Services
Technician*



Joseph Moore

Project Engineer



Kelly Blake

*V.P. of Marketing
and Business
Development*

Until next time, enjoy the balance of the year and make the most of every day.

Talk to you soon.

Chuck Frank
President/CEO

Webinars

Please join us on November 14th for our upcoming Webinar dealing with ROI & Benchmarking. [Register here](#)

Congratulations to: Eric Kingsland (Loveland Pet Products), Doug Baker (PC Connection), and Rob Thomas (Loveland Pet Products) for winning prizes during our **Lodge** Educational Workshop on Improving your Automated Uptime.

Customer Spotlight

Too often clients attempt to tackle multiple projects and exhaust their resources. By utilizing AHS to assist in your project, you are free to focus on your core business. Recently we have worked with an automotive OEM who recognized upfront that they needed a partner to assist them in setting up their new distribution center. Recognizing the need early on for this partnership allowed us to come in and oversee the setup of the distribution center while they were free to stay focused on their core competency, manufacturing.

The new distribution center was attached to the existing manufacturing plant. After reviewing the automotive OEM's goals, we assisted in designing the warehouse including providing the proper storage equipment and appropriate safety measures such as equipment protection guarding. Establishing the best mix of rack storage, dense floor storage, sizing and laying out the receiving and shipping operations required a thorough understanding of the client's business and IT systems capabilities. The implemented solution allows for additional storage media in the future, as the client's growth dictates.

Service Tips

One sure way to get any Operations Manager's attention is to talk about MHE down time. There is no quicker path to missed ship dates, blown labor budgets and Ops Manager's ulcers than to hear that the shipping system is down due to equipment failure. Fortunately, there are steps which can be taken to minimize the risk of unforeseen shut downs.

First, **MAINTAIN**. A good planned maintenance program is the surest way to stay ahead of your equipment's needs. Just like oil changes and lube jobs on automobiles prevent breakdowns, a regular planned maintenance program goes a long way toward preventing problems and gives your technicians an opportunity to locate potential problems before they occur.

Next, **RETAIN** spare parts. Despite the best PM program, breakdowns will occur. Material Handling systems have numerous moving parts and there will be failures. The worst thing that can happen is a critical part on an important link in your material handling chain fail during peak time and not be available locally quickly (or even sometimes for days!). The best way to prevent this situation is to establish a critical spare parts inventory program and keep it up to date. This won't be cheap, but it's much less expensive than trying to maintain a shipping schedule when the system is down.

Last, **LISTEN**. It sounds simple, but just listen to your equipment and the people operating it. Most mechanical failures give some advance warning. Walk through your system each day and listen for sounds which may be different from before. Talk to the people who work around the area and ask them if any noises are new. Stretched chains will start to rattle, bad

gear boxes will begin to growl. An alert maintenance person who is familiar with your system can pick up on these changes and correct a problem before a catastrophic failure shuts you down.

Following these 3 steps will help you finish the year more profitably and with less stress.

Upcoming Events

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.

Which Cincinnati Bengal is responsible for the tackle that basically ended Bo Jackson's career?

To submit your answer, send an email to 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 November 5, 2007. The winner will be notified by email.

Congratulations to our Fun Fact winner from last quarter

- Justin Craig, Macy's Logistics and Operations

Justin successfully answered the question, **In which year were Dan Marino, John Elway, and Jim Kelly all three drafted?**

The answer is: 1983

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

If you have a fun fact challenge question, please submit it to jwolfe@ahs1.com to have it published in our next Moving Forward e-newsletter. If used, we will send a token of our appreciation.

If you would like additional information about items mentioned in this newsletter, call us at (513) 351-6500 or send an email to info@ahs1.com.

