



Message from the President



In a recent trip with my family to Mexico, it became evident to me how many things we have in our lives to be grateful for. While the media continues to focus on the economy and so desperately wants someone to say we are in a recession, we commit to working harder, making more calls, working closely with you, our guest, to remain focused on process improvements, cost reductions, and enhancing employee morale.

As we drove the streets of Mexico we noticed homes without doors or windows, kids riding in the back of pick-up trucks without seat belts, families using their bird baths to wash clothing and children so desperate for continuous education without enough schools or materials to accommodate all of them. There are young teenagers saying good-bye to their families to move to the states for schooling and employment, getting up at 5:00 AM to attend school, leaving school and working from 3:00 PM to 9:00 PM, going home and doing homework from 9:00 PM to 12:00 AM day in and day out.

With all this said, how about each of us focusing on the positive things each day holds. Giving thanks for all we that we have, pushing through these perceived tough times, helping each other out, trusting in one another, and focusing more on all the good life has to offer.

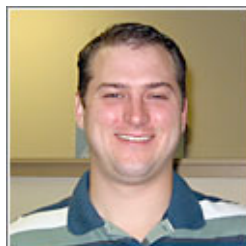
Who knows, maybe just maybe, the media will notice all the good we do for each other, realize how fortunate we are to live in the United States, spend more time focusing on the positives and write a feel good story about how positive life is.

Have a Great Day!
Chuck Frank, President/CEO

AHS Welcomes our newest employees:



Laura Niedhamer
Customer Services Representative



Nathan Reed
Account Manager



Patrick Dougherty
Account Manager



Brian Jaynes
Business Development Manager

Customer Spotlight

Sacrificing Productivity for Worker Safety

We recently designed a new distribution center for a service/retail client and felt the project and solution would be beneficial for all companies to understand. It prompted us to ask the question, are we all headed down a path of sacrificing efficiency in the name of worker safety? **Without a doubt, yes we are and yes we should be.** There are no second chances when it comes to worker safety and we were happy to partner with this company to assess their risks and provide solutions to assist them in working more efficiently and in a safe manner. There are three things to consider when beginning a project involving worker safety: ergonomics, throughput standards and cost ramifications.

Ergonomics can be defined as applying a specific design intended to maximize productivity by reducing operator fatigue and discomfort. It refers to the actions and controlled movements we do everyday, whether that's bending, lifting or operating machinery. Some companies are okay with their workers manually manipulating heavy products. This can easily result in or lead to a workers compensation case with the worker wrenching their back or sustaining a further injury. A potential solution to this would be a two person lift, but that still results in manual lifting, expending twice the labor without ensuring worker safety. We recommended implementing Lift Assist Devices (LAD), overhead cranes with manipulators, thus complying with their safety standards. The LAD is capable of lifting 300 pounds and would mitigate injuries that might result from workers having to lift the heavy loads.

The second area we evaluated dealt with throughput standards. This client limited their associates to lifting 45 pounds, setting a parameter for all workers. A SKU analysis was completed to identify all loads exceeding this weight. These items were located in a common storage area which could be accessed by the LAD. The operator uses the LAD to pick and place products to pallets, which ensures worker safety. The throughput is based on the cycle time of the LAD which is slower than the individual time of the worker. When you consider a two man lift it is significantly more efficient.

The third area we considered was the cost ramifications. Ensuring a worker is operating in a safe environment does come with a cost. The capital investment is weighed against the cost of potential risks. These risks involve potentially the following: lawsuits, down time, fines, insurance and the potential for worse issues. Worker safety is paramount in importance; to compromise this is a risk you can't afford to take.

The partner we worked with understood the necessity of a safe environment and implementing the necessary material handling equipment to assist their employees. It is the responsibility of the company to allocate the appropriate capital investment and operations to ensure a safe environment for their employees to work in. There is no price you can put on worker safety. It is the responsibility of companies and managers to keep their employees safe and to remember the humanistic level, the families counting on them to ensure their loved one is going to work every day in a safe place. It may all be done at a cost, but the investment is well worth it.

Service Tips

With summer and the hot weather it is very important to keep motors as cool as possible. They should be cleaned and all dust and dirt removed, and if possible there should be at least two feet clear from the fan end of the motor to allow better air flow.

Industry Events

WERC Annual Conference

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

Material Handling Equipment Distributors Association (MHEDA)

- May 3-7, 2008
- Portofino Bay Hotel at Universal Orlando, FL.

LogiPharma 2008

- September 15-18, 2008
- Loews Philadelphia Hotel, Philadelphia, PA.

Council of Supply Chain Management Professionals (CSCMP)

- October 5-8, 2008
- Colorado Convention Center, Denver, CO.

Fun Fact

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

In 1996, defending champ UCLA was knocked out of the NCAA Tournament on an "Ivy League Classic" backdoor lay-up in the opening round. Who eliminated the Bruins?

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. The winner will be notified by email.

Congratulations to our Fun Fact winner from last quarter: Brian Hubner, McKesson Medical Surgical

Brian successfully answered the question, "Who was the first MVP to win a Superbowl in his hometown?"

The answer is: **Terrell Davis**

Thank you to everyone who participated in our Fun Fact Challenge! Brian, 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.

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