

# THE resinDEK® ENQUIRER

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## What Inquiring DCs want to know!



February is fast approaching and that can only mean one thing, "It's Show Time!"

**MODEX 2012** in Atlanta, GA is an exciting time for the Material Handling Industry and Cornerstone Specialty Wood Products. MODEX 2012 will be one of the largest expositions for manufacturing, distribution and supply chain solutions in the Americas

in 2012. The show is designed to offer supply chain efficiency solutions, learning opportunities and information by showcasing the products and services of over 500 leading providers. Manufacturing, distribution and supply chain professionals from the United States, Canada, Mexico and over 80 countries around the world are expected to attend.

The **MODEX 2012 Educational Conference** will offer highly focused seminars and keynotes. The educational content will focus on the latest equipment, system innovations, applications, leading manufacturing and supply chain issues, and trends.

In harmony with the educational theme of the trade show, Cornerstone Specialty Wood Products will be introducing its revolutionary research results on "**Ergonomic Mezzanine Floor Solutions.**" Come by our booth in Atlanta and let us show you how ResinDek panels can lessen workplace injuries, increase productivity, and save end users money at the same time!

**The 3 E's of ResinDek, "Ergonomic, Economic and Environmental"** will give you the Engineered Solutions required to get more jobs and secure a long lasting relationship with your customer.

We can't wait to see you in Atlanta, in February at Booth #3614.

### **The Material Handling Equipment Distributors Association Journal Features AHS, Inc. and Cornerstone Specialty Wood Products, LLC**

In the most recent edition of the MHEDA Journal Fourth Quarter 2011, companies were asked to submit articles on Sales Successes in 2011.

The first job that came to mind was a job that we did with one of our ResinDek Partners, AHS, Inc. in Cincinnati, Ohio.

We were approached by an end user on a problem they were having with their existing mezzanine floor. Cornerstone Specialty Wood Products (CSWP) automatically called on AHS' expertise to provide the turnkey experience for the end user. Both AHS and CSWP worked through the appropriate solution for the special application for this customer.

You can read the entire article on page 49 of the fourth Quarter 2011 MHEDA Journal or at this link:

<http://www.themhedajournal.org/index.php/2011/10/what-a-year/#AHS2>

At Cornerstone Specialty Wood Products we have a corporate policy not to sell end users direct and we pass all leads onto our ResinDek Partners.

Please contact us if you have a difficult or unusual challenge at one of your jobsites related to elevated flooring systems, because solving difficult engineering problems and addressing special applications are two of the things we do best at Cornerstone Specialty Wood Products.

## International Orders Highlight Cornerstone Specialty Wood Products Customer Focus

The Cornerstone Specialty Wood Products team is quickly gaining a reputation for being detailed oriented and obsessed with doing it right when shipping internationally.

### Recent Changes Include:

- Engineered designed detailed loading diagrams
- Quality Assurance Team to review and approve each loading diagram to optimize container space while securing a safe delivery of ResinDek panels
- Photographs taken during the loading process to document proper loading
- Photographs taken upon arrival to document any changes and to refine shipments
- Customer pre-approved customs paperwork
- Internal checks and balances for shipping documents
- One packing list per container
- Team meetings are held to prioritize for international orders



One customer responded to these changes with the following comment: "Thank you so much. After all of these changes and delays your attention to detail has made this shipment much easier than my other vendors for this project in Brazil," stated the Project Manager.

### Join Us at Upcoming Speaking Engagements

This past summer, Cornerstone Specialty Wood Products engaged the services of The Ohio State University to conduct research in warehouse ergonomics on different types of flooring.

The results of this study have generated considerable interest from the Material Handling and Ergonomic communities, resulting in numerous speaking engagements.

If you are in the area and have interest in this topic, please feel free to stop by one of the following presentations:

**February 6-9, MODEX 2012**, Atlanta, GA, see this link for details, <http://www.modexshow.com/>

**February 17-19, 2012 Great Lakes Regional Conference**, Institute of Industrial Engineers, Columbus, OH, <http://www.iienet2.org>

**March 26-29, 2012 Applied Ergonomics Conference**, Nashville, TN, <http://iienet.org/Ergo/Conference/Details.aspx?id=6964>

**"Wishing you and your family a very Merry Christmas, and a peaceful, joyous, and prosperous New Year!"**

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Mezzanine Flooring