

What's Happening At Wecon Systems



Jan 2011

Volume 6, Number 1

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Contact Us

whaws@weconsystems.com

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Welcome

To the first edition of What's Happening at Wecon Systems "WHAWS" newsletter for the year 2011. The fall season provided us with challenges to meet our manpower commitments, but made it possible to provide many of our customers with reduced lead -times. This in turn enabled us to complete a couple of larger projects earlier than anticipated during this time period. Our installation & service technicians as well as shop technicians have continued to keep busy during this relatively slow economy. This past year marked the first occasion that Wecon Systems was able to "close its doors" and take advantage of a well deserved break between Christmas and New Years Day. It gave our employees the opportunity to be with their families and friends and revitalize for the upcoming year. Thanks to all of our customers for your understanding during this period. We hope you had a great Christmas break and are ready to begin another successful year.

This past year has continued to generate new business opportunities with a couple of larger projects scheduled to begin installation early in January. Throughout the year, our customer base has continued to grow. Welcome to all of our new business associates. To all of our customers and suppliers, thank you for supporting our requirements and allowing us to satisfy your material handling needs. If you have any questions, are interested in any of our products or require a material handling solution please don't hesitate to contact any of our professional sales associates. Be sure to check our website on a regular basis to view our used options and monthly specials and check the news & events tab to keep updated on what's happening at Wecon Systems.

WHAT'S HAPPENING AT WECON SYSTEMS

Our Annual Christmas Celebration

This year's celebration took place at Scorpio's Seafood and Steak House located here in Mississauga. The ambiance is inviting and the serving staff went to great lengths to ensure our dining experience was truly enjoyable. Scorpio's provides a casual dining atmosphere offering a vast array of dining combinations including a wide selection of meat dishes and seafood cuisine. We weren't rushed which is typical with most facilities during the holiday season. We were treated to an extensive assortment of food choices with generous portions satisfying all appetites. If you are looking for somewhere to hold your next corporate event, give them a call we would highly recommend them.



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WHAT'S HAPPENING AT WECON SYSTEMS -Continued

On Going and Completed Projects

- The installation of a racking system for a newly designed distribution centre in the GTA is now complete and just in time for Christmas. The customer has now begun the tenuous process of filling the racks with product in preparation for their distribution activities. The job began on no uncertain terms with delays to the installation schedule resulting from outstanding occupancy permits at the facility. Once occupancy permits were obtained, the installation of the racking system was straight forward and trouble-free. Plans are presently underway for the next phase.
- A brand new printing facility in Vaughan is up and running. Wecon designed, built and installed the new Automatic Trash Handling System that transports rejected print material directly to the compactors. This is a "run on demand" system that only works when it needs to. A system like this provides significant savings in energy and labor costs for the customer and makes the decision with respect to their ROI easy.
- Late last year, Wecon was awarded the contract to provide a new Automatic Trash Handling System at a second printing facility in Woodbridge. Our engineering department has been busy designing the system in support of the customer's needs and requirements. Our shop is currently manufacturing and supplying the equipment. Installation crews have begun the extensive task of hanging the ceiling hung support structures for the conveyors. The system is expected to be up and running within the month.
- Locally, we will be undertaking the installation of phase two at a major book distribution facility in Brampton. The project was originally scheduled to be undertaken the last quarter of 2010 but was held off until the New Year. We will provide the installation in support of the project that has been co-ordinated by our major business partner TGW Systems.
- Our "WE-Care" Preventative Maintenance Program has begun to pay dividends for several clients. Customers who have booked our services are seeing the benefits of this maintenance program. This program is intended to identify areas of concern that need to be addressed in advance of potential equipment failure. The program is aimed at the prevention of breakdowns and failures and is designed to preserve and enhance the reliability of the customer's equipment. Contact us for details.



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On Going and Completed Projects

- Our service department has been busy keeping up with all your requests for service, upgrades and changes, but will always find the time to assist our valuable customers.
- We carry a large inventory of good quality used equipment available for sale. This used equipment can be purchased for significant savings over new equipment. On-hand equipment inventories continually change and are subject to sales volumes. Contact us for availability and details.
- Our sales staff and distributors have been extremely busy quoting and actively pursuing new business opportunities. They are always available to assist and answer any customer inquiry. They can be reached at Wecon Systems by calling (905) 624-6499 or alternately they can be contacted via e-mail at:

info@weconsystems.com;
sales@weconsystems.com;
service@weconsystems.com

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New Products

- In order to maintain our competitiveness and to be on the leading edge, we feel it is important for our employees to enhance their job skills. This past fall, we had several of our field technicians participate in various supplier specific training sessions. These training sessions covered the latest techniques providing our technicians with the knowledge and new skills needed to increase their productivity and efficiency during the undertaking of their jobs.
- Early in the fall, two of our service technicians attended an all-inclusive training session at Ryson International Inc. in Yorktown Virginia. They spent a week at their facility to train, learn how to maintain and service their spiral conveyors. The technicians were put through a highly interactive and performance based training program that emphasized practical learning and problem solving. Our technicians now provide Ryson with alternate source for service within the Canadian market.
- Most recently, Wecon Systems sent two service technicians to Dorner Mfg Corp. in Hartland Wisconsin where they attended a comprehensive training session. The maintenance training session was directed towards the assembly, trouble shooting and installation of Dorner equipment. The small class atmosphere and hands on approach provided the service technicians with the ideal situation to learn and ask questions about the product. Wecon Systems is proud to be an authorized Service Center for the Dorner product line here in Canada.



- Both companies have provided us with material handling equipment this past year and customers have been very pleased with the functionality and quality of the equipment. Wecon is proud to be associated with both corporate identities. We are pleased to offer sales and service support to both of these business partners. If you have any questions or require assistance regarding maintenance or service with either of these products or any other product please give our service department a call or contact us via e-mail at: service@weconsystems.com.