

What's Happening At Wecon Systems



July 2012

Volume 7, Number 3

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Contact Us

whaws@weconsystems.com

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Welcome

To the third edition of What's Happening at Wecon Systems "WHAWS" newsletter for the year 2012. As this newsletter is being written, we are continuing to experience very reasonable temperatures. We have yet to encounter the unrelenting heat and humidity typically associated with the days of summer. Employees and companies have begun to evaluate vacation schedules and are making arrangements to cover for those who are fortunate to have time off during this popular season.

Installation crews continue to be extremely busy. To date this year, our technicians have travelled from one coast to the other providing installation services in support of our customer's requirements. Jobs are now in full swing with customers anxiously looking forward to getting the work completed. Please remember, we can always find the time to support your day-to-day needs and requirements.

Our customer base continues to grow as business opportunities develop. We welcome all of our new business associates and existing customers alike. Please remember during the upcoming summer period, some of our suppliers like to take this opportunity to schedule summer shut downs. If you happen to be considering an upcoming project during this time period, please ensure your orders are released to us as soon as possible to avoid the possibility of a delay resulting from a pending summer shut down period.

Please remember we are your single source integrator. Feel free to contact us at any time concerning your material handling questions or requirements. Be sure to check out the news and events tab on our webpage on a regular basis to keep updated on our current business activities.

Milestones

We are proud to announce the 10th anniversary of Jim Reed at Wecon Systems. Jim celebrated this noteworthy occasion on June 10th, 2012. Jim has been instrumental and has taken an active role in representing Wecon's installation activities over the years. Jim has become our liaison and is a highly respected voice between us and the customer. Please take a moment to congratulate Jim on reaching this significant achievement. If you need to contact Jim he can be reached at Wecon Systems by calling (905)624-6499 or alternately via e-mail at: jreed@weconsystems.com.



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Up Coming Events

- Our Annual BBQ is fast approaching and has become one of the highlights of the summer for us. It gives us a chance to take a small break from our everyday activities and provides us with the opportunity to say "THANK YOU" to our customers and suppliers alike. This year the event is scheduled to take place on Thursday July 19, 2012. If you have not received your invitation please contact us to have your name included on the list. Please confirm your attendance prior to July 13, 2012 by contacting us at fmaci@weconsystems.com or at the office any time. We look forward to seeing you on July 19th.
- Plans for our Golf Tournament are underway. The highly anticipated annual event is scheduled to take place on Wednesday August 15, 2012 at the Granite Ridge Golf Club. Formal invitations will be sent out in the near future with details to follow. If you are interested in attending or can possibly help by donating a prize please contact us at fmaci@weconsystems.com or at the office any time. Don't be disappointed; confirm your attendance as soon as possible as space is limited.



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On -going and Completed Projects

- Phase two of the contract at a major book distribution facility in Brampton has been completed. Our role consisted of the installation, start-up and commissioning of an assortment of new equipment including the latest generation Matrix shoe sorter supplied by our major business partner TGW Group.
- We have just completed the installation at an automotive distribution center in western Canada. Changes were implemented to help streamline order picking and sortation operations due to the increased volumes they have been experiencing. The conveyor we supplied consisted of 100% used equipment that was integrated into their existing equipment. By utilizing used equipment the customer was able to achieve a substantial cost savings in his total investment.
- Wecon is in the process of completing expansion upgrades to a system we previously supplied to major supplier of vision care products in western Canada. Wecon was specifically chosen to provide installation services and support resulting from the glowing acclamations and recommendations received on the original job.
- We have been awarded the contract to supply and install equipment upgrades for a manufacturer and processor of frozen foods located in eastern Canada. The equipment requirements are to be fulfilled utilizing a combination of motorized driven roller conveyor supplied by our business partner TGW-Systems in conjunction with an assortment of used equipment.

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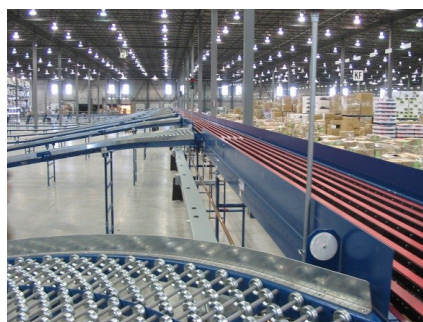
- For those projects on a tight budget we maintain a wide assortment of good quality used equipment that is available for sale. This provides the customer with the option of purchasing used equipment at significant savings over new equipment. Please remember on-hand quantities and used equipment inventories continually change and are subject to sales volumes. Contact us for details and equipment availability.
- 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

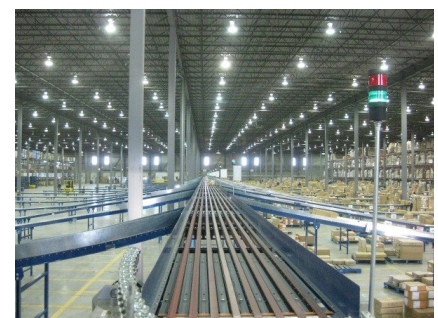
Case Study

The Challenge – Our 3rd Party Logistics (3PL) client had a customer who needed to pick and produce up to 8,000 orders per shift in support of approximately 250 pallet (store) positions. The solution needed to be expandable in order to accommodate anticipated growth in support of some 12,500 orders destined for some 300 pallet (store) positions.

The Solution – An elevated 16 lane cross-dock sortation system with an accompanying overhead accumulation line and floor mounted induction lane. The original sorter was configured to incorporate additional sorting “tubs” to alleviate the need to reconfigure when expansion was necessary. The solution allowed for the addition of 15 lanes to be added to the original sorter with minimal disruption during the installation and implementation of the additional sort lanes. In addition to the success of the additional sort lanes, the expansion has enabled the client to add an additional product line in support of volumes expected to exceed 300, 000 orders per week.



The Challenge



The Solution