



## ENGINEERED FOR PERFORMANCE®

Excel has 42 years of expertise providing world-class solutions to logistic networks. Our focus has been on providing solutions for manufacturing, distribution, and retail environments. **For more information, please contact: Steve Calvert Vice President of Sales at 404-309-0147 or [scalvert@esprack.com](mailto:scalvert@esprack.com).**

### **Our services in these venues include:**

- Site surveys for storage optimization
- Process conceptual design and “what if’s” analysis
- Productivity and space utilization engineering
- Material handling system design, engineering and manufacturing
- PE stamping services for all markets served
- Full AutoCAD services
- Equipment specifications
- Turn-key sourcing and seamless integration for out-sourced items
- Fire system consultation and evaluation
- Fire Walls, barriers and vaults
- Lighting and electrical products and services
- Permit services and code compliance (IBC, RMI, Seismic, Local)

### **IMPLEMENTATION AND INSTALLATION**

Excel’s service does not end with design and manufacturing, as the expert in systems execution, implementation and installation we focus on solutions that provide both return on investment and continuing return on assets.

Excel works with a pre-qualified group of sub-contractors to ensure that our customer’s projects are completed on time, on budget, and with a high degree of customer satisfaction. Excel’s expert implementation provides our customers with the maximum return on assets and investment.

## **Our services in this area include:**

- Expert installation of our complete product and systems offerings
- Scheduling of the entire project scope from order commitment to sign-off. Using Microsoft Project, soft copies are provided to both our partners and our customers to co-ordinate all portions of the project.
- Our manufactured products are bar-coded to insure accurate delivery.
- North American reach (including registration in Canada)—US, Canada, Mexico, Caribbean.
- Excel provides experienced OSHA certified Project Managers, Site Managers and Safety Managers as the complexity of our customer's projects require.
- Excel provides co-ordination of all shipments (both Excel manufactured and outside purchased material). This assures our customers that the materials will be sequenced to the site as need to meet their timelines. Excel's process assures the most cost effective method of transportation, whether it is by truck, intermodal or rail. Our documented on-time shipping performance exceeds 99.5%.
- Excel maintains a supplier inspection and audit system to continuously qualify and verify performance and specification adherence through our Quality Assurance Department.

## **OUR PARTNERS FOR YOUR SUCCESS**

Excel focuses upon our core competencies, and we utilize world-class partners to help provide our turn-key solutions for our clients. Each of these partners provides unique and specialized solutions to help us serve your particular needs. Excel regularly audits our Partners to insure they match Excel's standards for quality and performance.

### **Excel's partners are:**

|  |   |
|--|---|
| <b>Carton Flow:</b>                              | CSS, UNEX, Mallard, Schaefer, Gauer                           |
| <b>Pallet Flow:</b>                              | CSS, Mallard, Kornylak, Interroll                             |
| <b>Push Back Systems:</b>                        | Advance   |
| <b>Conveyor Systems:</b>                         | Intelligrated   |
| <b>Vertical Reciprocated Conveyors:</b>          | Wildeck   |
| <b>Shelving:</b>                                 | Western Pacific   |
| <b>Wire Decking:</b>                             | AWP   |
| <b>Steel Decking (50% open or Solid):</b>        | DACS  |
| <b>Composite Decking:</b>                        | Affiliated Industries, Cornerstone                            |
| <b>Bar Grading:</b>                              | IKG Industries, Fisher and Ludlow                             |
| <b>Protection Netting:</b>                       | InCord, Industrial Netting                                    |
| <b>Modular Fire Protection Walls and Vaults:</b> | Invicta Durasteel®  |
| <b>Utilities Services:</b>                       | Installation, Lighting, electrical, fire protection, teardown |

# MATERIAL HANDLING SOLUTIONS

With four manufacturing plants strategically located across the United States, and their attending distribution centers, Excel is uniquely positioned to provide world-class systems with economical freight considerations. Our focus is on constant improvement through documented lean manufacturing, Six Sigma and ISO policies and procedures. Excel maintains Quality Assurance Teams which are responsible for continuous audits and improvements to our processes and products. All of our painted racking products are powder coated, and our standard roll-formed rack systems are compatible with industry teardrop rack design (open back and closed column designs).

**We manufacture roll-formed, structural, and hybrid construction of the following products:**

- Bulk (hand loaded) Rack Systems
- Selective Pallet Rack Systems
- Double-Deep Pallet Rack Systems
- Drive-In Rack Systems
- Push-Back Rack Systems
- Cantilever Rack Systems
- Carton Flow Rack Systems
- Pallet Flow Rack Systems
- Pick Modules
- Records Storage Systems (carton and open file)
- Retail Market Rack Systems and accessories
- Structural Mezzanines---standard and user-specific designed from structural tube, I beam or joist construction. Includes stairways, ladders, handrails, gates, etc.
- Safety Systems and Components

## SELECT SATISFIED CUSTOMERS

|                     |                      |                    |                         |
|---------------------|----------------------|--------------------|-------------------------|
| American Airlines   | Gold Bond Ice Cream  | NAPA               | Summit Racing           |
| Borden Chemicals    | Harris Publishing    | Orgill Hardware    | T-Fal Corporation       |
| CDW                 | Home Depot           | PartyLite          | ToysRUS                 |
| Certified Grocers   | Idaho Liquor Board   | Penquin/Putnam     | United Airlines         |
| Church and Dwight   | Iron Mountain        | Pep Boys           | United States Army      |
| Costco              | Kodak                | Proctor and Gamble | United States Air Force |
| Disney              | Lowes                | Rockwell           | United States Navy      |
| Disney Cruise Lines | Macy's               | Staples            | Vlassic Pickles         |
| Georgia Pacific     | Morton International |                    |                         |

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