



CORPORATE OVERVIEW:

Conveyor Handling Company (CHC) has been a leading material handling systems integrator in the Mid-Atlantic region since 1975. We specialize in the design and installation of a wide variety of material handling systems. The expertise of our sales, mechanical and support staff has allowed us to provide our customers with worry free, turnkey systems. From the computer-aided design stage to the actual startup phase, CHC plays an instrumental role in actively orchestrating all aspects of the project.

To support the wide variety of equipment that we utilize, CHC has its own service and installation crews. Well versed in all types of equipment, our installation department is capable of handling any size project from start to finish.

The combination of in-house engineering, a broad range of manufacturers, and skilled installation mechanics allow CHC to offer turnkey project management to distribution, warehouse, and manufacturing facilities alike. We believe that communication and trust are a vital part of our project management. Once CHC has been awarded the order, our customers can be confident that all material, installation, and subcontracting will be ordered and scheduled with accuracy and efficiency. Our Sales Engineer becomes the liaison between the customer and our company's support services. He will be personally in contact with the factory coordinating manufacturing and delivery of all materials. He will meet the Operations Manager at the job site before the project begins to confirm the installation schedule. During the actual installation, the Sales Engineer will meet with our Operations Manager and your Project Manager on a regular basis to discuss the progress of the job.

MISSION STATEMENT:

Our mission statement has been that Conveyor Handling Company will be the leading material handling distributor by providing quality, cost effective solutions to our customers' material handling needs.

DESCRIPTION OF THE BUSINESS

Conveyor Handling Company is a leading material handling distributor in the Mid-Atlantic region capable of providing a single conveyor component to a complete custom engineered system. We provide a full range of professional services that will increase our customer's productivity and profits by improving material handling efficiency. These services include:

- Professional conveyor and warehouse storage system design utilizing AutoCAD to produce real-time design layout and management.
- Mechanical and electrical installation
- Controls system design
- 24 hour service, 7 days a week/365 days a year
- Extensive parts inventory

Our products include conveyor, sortation, rack, storage, packaging, bar code scanning and modular building systems. Our customer base has grown over the years to include companies from every facet of industry. During our history, commitment to customer satisfaction has allowed us to maintain many of the same customers while continuing to add new ones.

Our strong belief in building relationships with customers has earned the company the reputation of being one of the "best". Because of this, we have also established ties with consultants, manufacturers and equipment dealers throughout the country that have been beneficial to our sales growth.

Commitment to excellence, the highest business ethics, and a staff of employees who value integrity and company unity, have been the driving force in establishing the Conveyor Handling Company of today. The management believes that it is this philosophy that will enable Conveyor Handling Company to continue to grow.

SALES

The sales department is comprised of over 10 full time sales/engineers whom are fully trained on AutoCAD. They are responsible for all aspects of the sale from prospecting to commissioning. Our sales engineers have territory assignments and key accounts.

INSTALLATION

The installation crew is responsible for a major portion of the company's conveyor installations, regardless of the location of the job. There are presently 3 job supervisors who are capable of project management.

SERVICE

The service department is comprised of 15 full time conveyor mechanics that have combined expertise in the areas of electronics, hydraulics, pneumatics and general mechanics. They are under the direction of our service manager who reports to the Vice President of Operations. He is responsible for the day to day operation of his crew, maintenance of the 13 van fleet, preventive maintenance contracts, and maintaining the parts inventory necessary for service. This group of technicians is capable of servicing all conveyor systems not just the ones sold by Conveyor Handling Company.