

## Scope of Projects

Morrison Company projects have occurred in over 32 states. Morrison Company engineers work with local building code personnel to provide a trouble-free experience to the client and the relevant facility planning firm.



At your request, Morrison Company will provide additional capability examples and references while answering any questions.

Additional expertise can be derived from these white papers:

- True Cost of Radio Frequency Identification
- Sizing Up Seismic Design Engineering
- Contemplating Using Used Rack?
- Today's Pick Modules

Further experience can be demonstrated in these case studies:

- Super Reputation in the Retail Drug Industry
- Project Management Expertise Means No Downtime for Clients
- Seismic Design Leaves Clients Unshaken
- Morrison Helps Contractors Compress Schedules So Client's Project Is On Time



### Morrison Company

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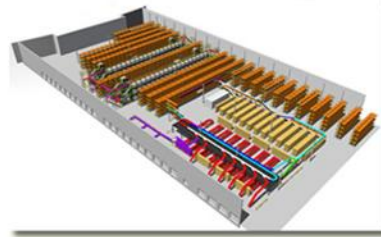
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# Project Integration Services

For Architectural Design, Construction & Real Estate Firms

Expect the Best From Interlake's and Wildeck's #1 Distributor



"Experts at Integrating Racking, Mezzanine, Conveyor, ASRS, Carousel, Shelving and Flow Systems into an Efficient Client Solution"



Providing Firms Like Yours With Superior Service for 75 Years!

## Capability Overview

Over the past 75 years Morrison Company has helped firms like yours implement commercial client projects. This overview is designed to introduce you to Morrison Company and our capabilities.



A split case pick module nearing the end of an installation at one of six facilities for a major drug wholesaler. Your client's facility design will be implemented by a company committed to their satisfaction.

Over 30 distribution centers were recently completed for marquis clients like Walgreen's, CVS, Land's End and Fidelity Investments.

Vertical markets include retail, drug wholesale, food distribution, archive storage, manufacturing, catalog, publishing and much more.

Integrating with your team, we excel at freeing up valuable time so you can direct resources to deliver your core services to your clients.

## Services Highlights

Morrison Company's engineering, project management and account management team's goal is to become an approved vendor providing an integrated solution for Phase Three of a client project.



Your team will benefit knowing that every conceivable material handling challenge has already been overcome, a result of the experienced Account Management team.

These no charge services are:

- Design Engineering
- Integration of Materials
- Layout & Installation Drawings
- Permitting
- Scheduling
- Installation
- Project Management



## Notable Clients

These clients have trusted Morrison Company to design and install integrated material handling solutions for their manufacturing or distribution facilities. Many of these clients have provided Morrison Company with multiple facility projects.



... and growing!

## Product Overview

The premier products Morrison Company represents is only the beginning of the story. Morrison Company can deliver even with tight project timelines.

**Top distributor stature** with integration partners Interlake and Wildeck enables Morrison Company to receive preferential attention and scheduling.

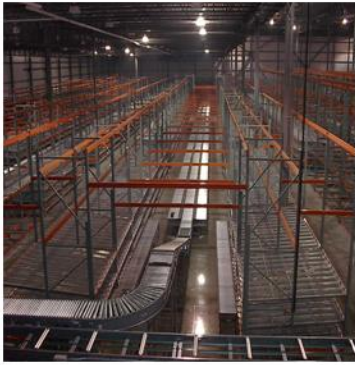
**Preferred distributor status**, resulting from volume purchases, with Western Pacific, Cornerstone and others provides best-in-class pricing.

**Integration teams**, formed after countless implementation projects, enable clients to benefit from creative solutions to their material handling challenges.

## World-Class Products

Forged after years of creating superior integrated material handling solutions, these premier suppliers integrate well resulting in minimal headaches for the client onsite management team.

- Interlake Racking
- Wildeck Mezzanines and VRCs
- Western Pacific Shelving
- Nashville Wire Decking
- Cornerstone Specialty Wood Flooring
- JB Webb Overhead Conveyors
- FKI Bushman Conveyors & White Carousels
- Demag Hoists and Cranes
- Tegron ASRS/Conveyor Controls



An integrated pick module at an early stage of installation. Morrison Company engineers design solutions optimizing the features within the world-class products.



In-house engineers master complicated integrated solutions and understand local building codes across the U.S.

## Bid Packages

1. Morrison Company's in-house engineering staff will provide information necessary to confirm the application of the anticipated solution for the client. This assistance can include:

- Confirmation of the engineering design
- Alternative design recommendations
- Assurance that the design complies with seismic zones and IBC codes
- Budgetary pricing of the systems

2. Upon receipt of the bid request, our in-house engineering staff and account management team will develop an engineered solution that integrates the various "premier" product lines to provide turn-key systems that best fit the defined client's logistical goals. Specifically Morrison Company will provide:

- **Integration of Materials:** It is through our ability to design, engineer, and integrate our various independent product lines that a complete system can be constructed and the expectations of your customers exceeded.
- **Layout & Installation Drawings:** Our in-house engineers create complete drawings that allow your project manager to best understand the equipment we are able to provide and install. These drawings will evolve from preliminaries to finals for installation and completed with the set of "as-builts".
- **Bid Package:** A typical bid proposal will include these elements along with relevant back-up documentation:
  - Specifications
  - Exceptions, clarifications & insurance limits
  - Pricing and alternative pricing options
  - Certificate of review from the in-house engineering team
  - Organizational breakdown of the assigned support team
  - Literature depicting product lines included in the engineered handling systems solution



Project direction insures your client's campaign is completed with minimal distraction for your in-house team.

**Permits:** Morrison Company will provide proper information and drawings to allow a professional engineering service, licensed in the required states, to provide calculations and verify the engineered design of the equipment to be provided and installed.

3. Morrison Company's project management team will give full attention to your project as to best design, coordination, ordering, installation, invoicing, obtaining full waivers of liens, and placing into operation the equipment described in your RFQ. The assigned Morrison Company project manager will be available for regular meetings, onsite visits, etc. to assure all parties are aware of progress made in every aspect of our involvement. Specific areas are:

- **Scheduling:** Morrison Company will create and maintain a schedule based on building construction, other equipment, engineering, production, transportation, and installation of purchased equipment.
- **Installation:** Morrison Company will contract with and take full responsibility for the work performed of a licensed and experienced installer. Morrison Company's project team will be in full communication with the installer and all directives will come from Morrison Company's project managers.
- **Site Manager (Optional):** Historically the addition of this contact will assure a smooth execution of installation and reduce time needed to comply with client quality assurance items during every stage of implementation and is an excellent resource to your *Field Services Representative*.

4. Communication is critical in any integrated solution. The account management team's mission is fulfilled when you and your client are satisfied. Beginning in 1929, Morrison Company invests in its personnel. Your team will benefit knowing that every conceivable material handling challenge has already been overcome; a result of the experienced account management team.

## Experienced Implementation Partners

These firms integrate services as needed to provide a hassle-free execution.



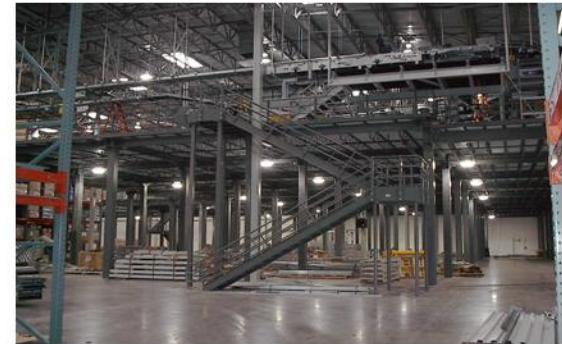
## Showcase of Projects



This four-level pick-module is the centerpiece for this #1 retail drug chain DC's recently completed in **Texas, Ohio, and California**.



Hundreds of truck loads of selective racking were used in **Harbor Freight DC's** in **South Carolina and California**.



This massive mezzanine was designed to fit above the receiving operation; part of the installation completed for **Lakeshore Learning Materials** in **California**.

**Additional Galleries:** Are located on the Morrison Company website at:  
<http://www.morrisoncompany.com>

