

final thoughts...

Crate Tech is the leading manufacturer of industrial crating and packaging. We strive to give our customers the best possible with quick turnaround, direct delivery, and service beyond expectation!



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Wichita Industrial Trade Show



From months to weeks; weeks to days; days to hours, no matter how much time has been spent planning, the Wichita Industrial Trade show has come around once again. Every two years Century II Expo Hall is packed with the Midwest's top industrial vendors. From truck centers to metal shops to aircraft companies are in attendance for this event. The Wichita Industrial Trade show is a great way for companies to promote themselves with over 100 vendors have registered to be setting up their booths, and preparing to talk with potential customers this year. Crate Tech is excited to say we will be there for another great year. Crate Tech has spent a lot of time planning for trade show. In the past we have shown exhibits of items crated, such as a computer, a dirt bike, and even a

1941 Harley Davidson motorcycle. We have shared our knowledge and expertise about crates, and packaging materials, no way 2009 will be anything less! This year Vice president Dan McDonald and a Timber Products inspector will be giving a seminar over proper procedure required for shipping overseas. They will also be answering any questions guests may have. Crate Tech will be located at booths 737 and 738. We look forward to another successful year at the tradeshow.



Wichita Industrial Trade show

When: October 20-22, 2009
Where: Century II- Wichita, KS

Heat Treat Seminar

Wednesday October 21st,
Room 102
11:00 A.M.



"Service Beyond Expectation!"

Wood Packaging the *Green* Way



The lumber that we use is not produced as crating material. It is produced for the housing market. Crate and pallet material is the "scratch and dent" section basically in a store. I began to quickly realize that just as important as our efforts, education is a much needed area of improvements not only with our employees, but also with our customers.

Did you know? Crate Tech installed new high efficiency compressors in 2 of our facilities in 2008? Sure our other compressors worked fine, but these new compressors are far more efficient than our previous models.

Crate Tech replaced our light fixtures in our Seattle facility in 2008 to a much more energy efficient system. Additionally, changed much of the lighting to turn on and off when entering and leaving a room.

All of our foam used in padding protection is a 100% recycled product. In 2009, Crate Tech has really been focusing on recycling our pallet products for customers. What cannot be reused gets recycled into lumber chips, or other recycled products. Additionally, we do offer free scrap wood that many use for firewood in the winter months. We have customer that previously was hauling 3-4 dumpster loads a week of old garbage pallets to landfills. Crate Tech no takes those items from them and process's that material in which none of it new ends up in a landfill. Our panel products are a fall down material that didn't make the housing grade. Again, practices as our board lumber materials.

We have many practices that allow us to be an environmentally conscious company, some bigger than others. I think the key to "going green" is continual improvements. We don't pretend that we have done enough, or that we have done our part. Crate Tech continues to strive to be the best in the industry and a large part of efforts will be focused around education and awareness. One thing that I teach our employees is that we have to be better, we have to be different, and we have to set the standards for what people expect from a crating company.

Please send me your thoughts and ideas on this subject, as well as your opinion on the green logo to aweakland@cratetech.com

--Vice President, Dan McDonald

When you look at our logo, you will notice that our standard red marking is green. This is a color scheme I have been playing around with for quite some time now in an effort to not only revise and bring new life to our current logo, but also visibly make aware our environmental consciousness.

When I approached our president about this color concept, he reminded me that he will not be "one of those companies that throw a new logo or catchy phrase to merely jump on a band wagon." He is 100% correct in that too many companies talk about their efforts rather than taking action. You ever go to a grocery store that has these canvas bags for sale all over the store and promote how "green" it is to use this bags? Then you go through the checkout line to purchase a loaf of bread and they give you a receipt that literally is feet upon feet long, I never understood that.

I can recall back somewhere around 1993 or 1994; Crate Tech was the first crating company around to introduce OSB (oriented strand board) for panel construction of crates. It was a tough sale at first to many of our customers who had never heard of or seen such a product. OSB is a recycled product; it was constructed of lumber chips from mill ends or non-conforming lumber produced at lumber mills. None the less, it is a great recycled product and we use it in most all of our customer's crates. This was almost 15 years ago when "going green" wasn't a part of everyday discussion.

After discussing the green logo concept with Ray, I sat at my desk and began to write down different steps that Crate Tech takes, or has taken in efforts of being more environmentally friendly. I even stopped and asked one of our employees if he knew where our lumber comes from (besides the mill), and he had no idea. I explained to him that our lumber is "fall down" material that didn't make the grade in the housing industry.

On Location Building

For as many years as Crate Tech has been in business, there has been a large demand for on-site crating services. For anyone not familiar with the concept of on-site crating, simply put, we bring all necessary tools, equipment and materials to any location you desire and quickly secure and crate all your items for a safe and worry free shipment. On-site crating is quickly becoming quite popular among major industry leader throughout the country and the world. But it's not just for the big and bold. Many smaller companies have taken the advantage of our on-site crating as well. On-site versus off-site. There are many advantages in both depending on your specific needs. For instance; if your business lacks extra work space, it may be more convenient to bring your item off-site to our location for crating. Also, if your item is fragile and you want to avoid moving it, and even if your item is large you may want to ask about on-site crating. Although here at Crate Tech either way works for us, many customers do prefer to have the work done at their location. On-site crating saves you time; save you hassle of moving your item; and will give you peace of mind. When you are able to watch the process in which your item is handled and secured, it makes for a less worrisome shipping experience.

Our customers have a comfort level associated with our crating team as well as our quality product. They understand the value of not having to train a team and hope that other crating companies have not only the expertise, but more importantly care about their products enough to get them packaged properly. Over the years Crate Tech has had the opportunity to take on many interesting and challenging on-site crating jobs. From partially assembled lightweight fragile airline fuselages, to 14 ton 4000 horsepower diesel marine engines. To coin an all to common phrase "no job is too small or too large." There is virtually no limit in our capabilities to package and securely ship any object you may require. Whether your items are just being trucked a few states away, or taking a quick flight across the continent, or even being loaded from the docks for and overseas trip. You can be confident your items will arrive at their destination in the exact condition you last saw them in. For further information about on-site crate building, please contact your local Crate Tech.

-- "A" team on-site Supervisor.
James Stotz



Crate Tech Contacts

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Fax: 847-981-1979**

"Service Beyond Expectation!"

Q: Does my crate have to be HT certified for a US shipment?

A: Technically no, but you may want to go ahead and get it certified.

Packaging Min/Max

Crate Tech offers a variety of items for our customers from custom crates to custom skids, and even onsite crating. Another option that we have available is packaging. Crate Tech is one of the leaders in industrial packaging. We offer a variety of materials such as corrugated boxes, bubble wrap, stretch wrap, pvc, etc. Crate Tech has set up a min/max program to our customers. This program helps keep packaging materials in stock without customers having to maintain inventory. Crate Tech has provided a min/max specialist who will come around on a weekly or bi-weekly basis to customers facility to maintain and accurate inventory and will take a report of what needs to be ordered and what does not. Then will turn it into Crate Tech local office and will have all the materials ordered to you the next business day. We strive to give our customers the best possible service. Contact your local Crate Tech office to obtain more information about this program.

What's on Byron's Mind.....?

Lithium:

Just as the present day autos depend on oil, the world's future fleet of electric cars will depend on an element that is only mined in a handful of places. Lithium is the world's lightest metal which is mined as an ore in rocks and as a mineral suspended in briny solutions found beneath salt flats. Currently, Chile has developed its lithium -rich salt flats to become the world's top producer. In a lithium-ion battery, lithium is the positive electrode, graphite the negative. Ions moves rapidly across the plastic, producing energy while layers of copper hold it together. Lithium is quite versatile, it can run laptop computers, treat bipolar disorder, & even give ceramics a brighter glaze. As we move forward into a 'Green Era' it's important to understand the natural elements that will make this possible.

Inventions:

This inventor is solely responsible for saving more than a million lives, Nils Bohlin. Fifty years ago as a Volvo engineer, he modified an airplane device and came up with the 3-point seat belt - one strap across the hips, one across the chest, both anchored to the same point on the car floor. A 1959 Volvo in Sweden was the first car to feature a 3-point seat belt. As we all understand, Volvo is known for their safety features.

For Chocolate Lovers:

Cocoa prices hit a 24 year high this week amid forecasts that consumption will outpace production in the crop year starting next month, raising fears that the cocoa market is entering its worst period of shortage in 40 years. The Ivory Coast delivers 40% of the worlds cocoa and the country's ageing trees will deliver an even smaller crop in 2009-2010. The falling output in Ivory Coast will leave a lasting market supply deficit. Ivorian small farmers – among the world's most heavily taxed growers - have neither money nor incentives to buy fertilizer or replant to increase output. Nestle is so worried that they launched programs to replant trees in a desperate effort to avoid a long-term decline in output. CFO for UK based Carbury, Andrew Bonefield said "there will be no choice but to increase the price of chocolate in certain markets of the world".....how much do we love our chocolate?

Financial Acronyms:

T.A.R.P. - Troubled Asset Relief Program

T.L.G.P. - Temporary Liquidity Guarantee Program

T.A.L.F. - Term Asset-Backed Securities Loan Facility

C.P.F.F. - Commercial Paper Funding Facility

The Crate Tech Challenge



K E U Q T P H Y Y M T O P
 S S G F C Q C F Z W B U H
 E Z D C M V E H I G B X H
 A P E F X G T E O W O Q L
 T R I X C N E T G I U E Y
 T X F S R I T I A I I O U
 L R I D A G A S C S E Z W
 E R T I T A R N I N J I V
 D S R K E K C O H W C R S
 V R E S S C F Q C H H K X
 Y Y C K Z A O F I R J F W
 D S T M K P P T O M T N I
 P G H C C Q A B H I Z U R

Chicago
 Crates
 Htcertified
 Cratetech
 Packaging

Seattle
 Wichita
 Skids
 Onsite

Prank: - A trick of an amusing, playful, or sometimes malicious nature

As everyone knows pranks are funny unless they happen to you and even then they may be humorous. Every office may have that one employee or even multiple employees that will play tricks on colleagues. It could be the smallest prank such as replacing your sugar for your coffee with salt. It can even get extreme like gluing all your office supplies to your desk. I know one office prank that seems to be notorious around offices is changing around your colleagues favorite team accessories to their rival accessories. No matter, if you are the prankster or the one getting pranked we want to hear about it! We may all have our difference in what we find humorous and malicious but one thing we all have in common is we enjoy reading about others. We all can get a good laugh at either what was done or the reaction of the person getting pranked. Crate Tech wants to hear about the pranks around your office. Please send your office pranks to aweakland@cratetech.com, and we will submit them in the next newsletter

