



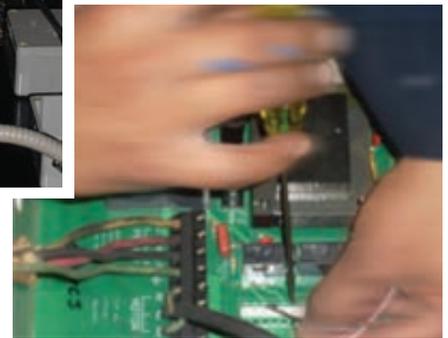
Philadelphia Produce Distribution Center

Blue Giant Success Story

October, 2009

227 FHC Dock Levelers complimented with Blue Genius touch controls, laminated bumpers with steel face plates and side brush weather seals roll out of the Blue Giant production plant in October of 2009.

Thank you to John Simon for his persistence and determination while teamed up with Mike Struempfler, of Warehouse Technologies, matching and beating out rival Rite-Hite when quoting the Philadelphia Produce Distribution Center job in Pennsylvania.



227 Blue Genius Touch Controls

The job, already built to Rite-Hite specifications, was a real "nail bitter" right to the end, Simon tells us. Mike Struempfler worked diligently with Philadelphia Produce, meeting with the end user and factory representatives, securing a Blue Giant sale after the fact, tipping the scales on Rite-Hite with our new Blue Genius touch controls to swing the job in our favor.

To compensate for Rite-Hite's pit specifications, Blue Giant added a 2.5" angle filler to each dock. Each of the FHC's come with a 20" lip, are 7' x 8' and offer a capacity of up to 35,000 lbs.



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Retractable Curtain Assembly



This project also introduced our new retractable curtains, for each of the 227 dock levelers. Designed and built with Simon's direction by supplier LDC, this product has now become another strong offering through our parts and aftermarket department.



Thank you to all our employees for their hard work and dedication on seeing this job through to completion. This is a victory we can be proud of, and a success story at every level.

Another hurdle to overcome was the fact that - as is often the case with food handlers - Philadelphia Produce would be utilizing 3 wheel fork lifts for loading and unloading operations.

Simon had seen this scenario before, he made the suggestion that each dock include braces between the two centre beams, to allow for the weight of the third wheel and prevent 'dishing' of the docks.



Merion Construction was the contractor awarded the job, who in turn hired Warehouse Technologies to outfit their loading docks. Warehouse Technologies used Blue Giant for docks and controls, Fairborn for the seals, Albany for their high speed doors and Overhead Door for the dock doors.