

It's the People, It's the People

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REB Storage Systems International

....quotes **Chris Harrer, United Document Storage, LLC** on REB's new Records Storage CD. If you don't have a copy of the new cd, please call 1-800-252-5955 x246 and see what others in your industry are saying about REB.



After 46 years in business, REB still operates on the principle of "do what's best for the customer"! No one in our Systems Group is paid a commission, so their goal is to provide you, **OUR CUSTOMER**, with what is best for you and your business!! With REB you deal with a team

of professionals, salespeople, engineers, regulatory specialists, professional installers and all of the players that will provide you with a showroom installation. When you call REB with your inquiry it starts with the SMILE that answers the phone and ends with the SMILE that does the final walk-thru with you in your new system.

At REB, you work with a team of professionals that operate internationally. We all work together, administrative, accounting, sales, project management, customer service/inside sales, installation, etc... You will always have an answer to your questions!

At REB, we strive to find out as much as we can about your specific storage system needs as possible, from the specific markets, or market segments you may be targeting. This allows us to incorporate these goals into the overall design and workflow of your system. We also incorporate into our systems the required elements for compliance with the required life safety codes. REB guarantees designing your system with the guaranteed maximum capacity allowed by code.

After 46 years we are still growing which proves we are satisfying more and more people in the Records Storage Industry. Please take a moment to see the additions to our team!

PLEASE WELCOME:



John Homan – Eastern Regional Sales Manager

John graduated from Drexel University, Philadelphia PA. Then served in the United States Army as a Junior Officer in Southeast Asia. After returning home, he entered the storage rack business at the suggestion of one of his associates from the Army.

He has served as a field sales person, sales manager, and general manager in the rack business and in the mobile storage field. These experiences provided him with a strong background in system design, and cost justification. He also holds extensive knowledge in storage system accessories that help complete your storage system.



Matt Baker – Regional Field Engineer

Matt comes to REB with more than 18 years of experience in the material handling and installation business. Along with being an owner of two different installation companies, Matt has worked for a National Racking Manufacturing company and a privately

owned distribution company. He currently resides in Charlotte, NC.



David Tozer - Director of Project Management

Dave received a B.S. in Mechanical Engineering from Michigan State University in 1987. With over 23 years experience in the material handling industry he has been on the leading edge of adapting new technology into the design process. 15 out of the 23 years

have been spent in Project Management, leading an engineering group and also operating a small engineering firm.

"REB is able to provide the very best design and project management to all of it's customers for their material handling needs", quotes Dave.



Michael Beckman – Project Manager

Mike brings more than 30 years of experience with a skill set in manufacturing, engineering and project management. Most of his career has been spent in the AS/RS segment of the business dealing with capital complex material handling projects. He grew and managed an engineering department of a name brand material handling company for the last 9 years.



Tom Ford – Project Manager

Tom brings 25 years of experience to REB. His engineering degree has given him careers in manufacturing, distribution and integration. He also was a partner owner of an Engineering and Industrial Sales Company that furnished equipment to suppliers in the material handling industry.



Sylvia Nutall – Administrative Assistant

With a degree from Harold Washington Junior College, Sylvia always excelled and enjoyed the administrative classes in school. Her prior job experience includes being a Legal Administrative Assistant.



Gayle Waranoski – Accounts Payable/Receivable and Marketing Assistant

After 12 years of independent work for REB as a Marketing Assistant, Gayle is pursuing a continuing career with REB in the corporate office. In addition to her continuing efforts with the marketing department, she is working in the Accounts Payable and Receivable Department.

REB's INTERNAL PROMOTIONS:



Kris Waranoski – Executive Assistant

After working for 8 years in the Accounting Department and working around REB in various departments with a "Whatever it takes" attitude, Kris has been promoted to Executive Assistant. He works closely with Tom Lesko, President, REB Storage Systems, assisting with orders and various accounting duties. He also

assists the REB Marketing and Sales Staff with a variety of duties. His expertise is in creating excel spreadsheets, organizing large job files along with organizing international shipments for our worldwide customer base. He also assists with the Project Management and Accounting Departments to fulfill our daily customer requirements.

Have you heard??? "Snap Shelf" is the answer to your 50% open shelf decking needs. The product that complies with the NFPA regulations. It is a very cost effective product with superior strength and reliability.

Listen to what your Peers are saying:

"Snap Shelf", not only helped with a Snappy installation, but our employees comment on a daily basis what a great product it is! That is one of the reasons we have depended on REB Storage Systems for the last 19 years to help us make these decisions!" says Mike Jurczykowski, Executive Vice President, Chicago Records Management.

"We just got our second phase of Snap Shelf installed and we wouldn't want to use anything else." says Jorge Bohorquez, Partner, CFO and COO, International Data Depository.

"When I received the sample of "Snap Shelf", I admit I was not real impressed. But after installing and testing the sample I decided that this product would work and recommended it to our CEO, Chris Kelley. He and I agreed that this decking would suit our needs, so we placed the order. Once the order was shipped and we began to install and use it, we were both amazed with the simplicity of design and the overall ease of use. Snap Shelf Decking is a great product that is both economical and appropriate for the records storage industry. Keep up the good work!" Says Greg Hall, Data Chambers Records Management Operations Manager

Please take a moment to visit www.snapshelf.com. If you would like a full size sample of Snap Shelf, call 1800-252-5955 x246.

Have you heard??? REB will also be launching their new website. Watch for the industry testimonials and new REB Full Line Accessory Catalog!

NOW FOR REB'S MOST EXCITING NEWS!!! REB's West Coast Office will be opening soon! Look for details to follow!

Anytime before the PRISM Anchorage Conference, please contact REB at 1800-252-5955 x246 and request a sample of "Snap Shelf" or request a proposal for any of our products. Refer to this article and we will enter your name in a special drawing at the conference.

Visit us at www.rebsteel.com or www.industrialebuy.com

