



COLSON GROUP

ADVANTAGE

ALIGNMENT FOR THE FUTURE

This September, Colson Group USA announced the final step in its business strategy to align the company for the future. The plans include a new world-class national distribution center (DC) that will be located next to its St. Joseph, MI manufacturing plant, as well as the advancement of heavy-duty caster manufacturing in its two Michigan manufacturing plants.

(See "National DC Overview" and "Heavy-Duty Caster Manufacturing" for additional details.)

The establishment of the DC follows multi-million dollar investments in the company's manufacturing facilities, and is the final infrastructure move in their transformation to operate as "one." Previous to this transformation, the individual brands of Colson Group USA operated as autonomous companies. Beginning in 2013, the individual companies began the transformation into Colson Group USA to harness global synergies and further advance their leading position in the marketplace.

"The Colson team has done a great job completing a number of key initiatives during the past couple of

years driving the transformation of Colson Group USA," said Tom Blashill, Colson Group's CEO. "Our vision and strategy have remained the same – to best position Colson Group USA for growth as the global leader in the caster industry and continue to bring Colson together as one company. Our USA manufacturing and distribution strategy positions us to deliver great value to our customers and drive growth in our business."

The new 170,000-square-foot national DC, slated to open early 2016, will work in tandem with Colson Group USA's manufacturing plants and auxiliary distribution facilities to simplify customers' ordering experience, while also advancing the group's operational capabilities.

"We want to enhance our distribution capabilities while allowing our plants to focus on manufacturing excellence," said Blashill. "Distribution plays a significant role in our customers' experience, and we look forward to delivering our full range of product solutions from our world-class DCs." ■

SIDE NOTES

COLSON GROUP USA
CASTER CAD 3D APP



NOW AVAILABLE!



Search: "Caster CAD 3D"

- Download CAD Models
- Create 3D Data Sheets



OUR GOAL IS TO ENHANCE OUR CUSTOMERS' EXPERIENCE...

- KEVIN OSBORN
CG USA VP OF OPERATIONS



NATIONAL DC OVERVIEW

Excitement is building as Colson Group USA is rapidly advancing with the development of its new national distribution center located in St. Joseph, MI. Designed with the latest in distribution practices and technologies, the advanced 170,000-square-foot facility will be Colson Group USA's first national DC supporting distribution for all of its brands of casters and wheels.

"Our goal is to enhance our customers' experience through faster and more reliable fulfillment, dependable inventory planning, and the ability to consolidate shipments from our various brands," said Kevin Osborn, VP of Operations at Colson Group USA. "The DC will provide the necessary operational alignment to make this possible."

CONTINUED ON NEXT PAGE >>

MedCaster



NEW WEBSITE
— WITH —
3D CAD MODELS
COMING
THIS MONTH
MEDCASTER.COM



<< CONTINUED FROM FIRST PAGE

NATIONAL DC OVERVIEW

Creation of the national DC allows Colson Group to setup a facility optimized solely for the distribution and common assembly of its broad product offering – functions currently supported within its individual manufacturing plants. This shift in distribution responsibilities will allow the manufacturing plants to further enhance their operational and service responsibilities, thus better supporting the group's growing mix of USA-made products, customer-direct production orders, and regular supply to the DC.

The rollout of the new DC is led by Kevin Osborn, Colson Group USA's VP of Operations. Kevin has been with Colson since 2008, where he has managed the operations for both the highly efficient and automated Jonesboro, AR and Monette, AR facilities. Kevin and his teams have carefully planned and reviewed all steps to ensure the DC infrastructure, technology, data structure, and inventory transitions are strategically staged and executed to mitigate service disruptions and create a truly world-class caster distribution center.

DC KEY UPDATES AND FEATURES:

- **New ERP and data structure** created specifically for DC to support advanced transacting and processing; this includes barcoding for every part number
- **Automatic data collection** for real time ERP transactions and visibility for customer service representatives – thus eliminating paper transactions that later have to be keyed, and further improving inventory accuracy
- **Narrow-aisle racking** installation is nearing completion
- **Hardware and shipment processing equipment now in-place**
- **Wire-guided turret trucks** in-place, equipped with ruggedized tablet PCs and scanners for efficient and safe picking
- **Experienced leadership** for the DC assembly and distribution functions established; various employees relocated from Newnan facility
- **Assembly cells now underway**; to be complete late this December

The DC will be officially opening in January, and Kevin and his teams will strategically phase in supporting inventory over the following months. Watch for additional updates and details on the DC development in the weeks to come. ■

HEAVY-DUTY CASTER MANUFACTURING

After a series of recent manufacturing investments – including a new laser, CNC machining centers and forming equipment, and multiple robotic welding cells – Colson Group USA announced plans to rapidly advance the company's heavy-duty (HD) caster manufacturing within its two Michigan manufacturing plants throughout 2016.

The plans include more USA-

made product lines with greater warranties (starting with laser cut Albion 310 & 410 kingpinless casters), innovative new designs and accessory options, and advanced processes for greater speed in custom HD development. As an important element of these plans, the company is leveraging the strengths and infrastructure at both its Michigan manufacturing plants to best support the initiatives and grow both the standard and custom sides of its HD business.

"The Albion, MI manufacturing plant will continue to advance its heavy-duty focus under the leadership of Brad Bell and his experienced team," said Kevin Osborn, VP of Operations.

“...THE ADVANCED 170,000-SQUARE-FOOT FACILITY WILL BE COLSON GROUP USA'S FIRST NATIONAL DC...”



National DC



NEW CNC Bender



NEW Robotic Welding Cells

CONTINUED ON NEXT PAGE >>

<< CONTINUED FROM PREVIOUS PAGE

HEAVY-DUTY CASTER MANUFACTURING



“ WE HAVE A STRONG COMMITMENT TO ADVANCING OUR HEAVY-DUTY PRODUCTS AND SERVICE. ”

-BRIAN DENISTY
HEAVY-DUTY PRODUCT MANAGER

NEW Laser Workcell

“They will be working closely with the St. Joseph, MI plant to advance HD production, and will also be receiving the heavy-duty responsibilities from our Newnan, GA facility to better align HD production and leverage our new investments,” added Osborn.

The group’s polyurethane production is also receiving an upgrade in both equipment and capabilities, and will be transitioned to a world-class poly environment. The transfer to one of the top precision polyurethane production facilities in the country will increase Colson Group USA’s production capabilities, enhance production control, and offer more advanced material options – including more resilient and high-temperature resins.

As a final step, the Albion, MI plant will be brought onto Colson Group USA’s new ERP system to complete the company’s goal of a

unified ERP system across all of its facilities. This accomplishment allows Colson Group USA to unlock further service capabilities and process improvements for its customers across all of its facilities.

“We have a strong commitment to advancing our heavy-duty products and service,” said Brian Denisty, Heavy-Duty Product Manager at Colson Group USA. “Our planning and recent investments provide the necessary foundation to deliver this commitment to our customers, and I am excited to begin the rollout starting with the new laser cut 310/410 Series made right here in Michigan.”

Please watch for further HD product and service announcements taking place over the next few weeks. ■

PERSONNEL ANNOUNCEMENTS

■ Colson Group USA congratulates **Kevin Osborn** on his recent promotion to **VP of Operations**. In his new role, Kevin will be responsible for all U.S. manufacturing and distribution functions. Kevin has driven continuous improvement throughout the Jonesboro, AR and Monette, AR facilities while heading their operations over the past six years, and we are excited that he and his wife will be relocating to St. Joseph, MI to head the company’s U.S. operations.

■ Colson Group welcomes **Valerie Richardson** as **Vice President of Global Market Development**. Valerie has worked with Colson Group for nearly two years, leading various global growth initiatives. Among various responsibilities, she will be leading a “One Colson” approach to multinational customers with common global specifications. Valerie brings a unique skill set of leading cross functional multi-regional teams to achieve common goals, which she has successfully applied to various industrial and commercial industries during her career.

The **Colson Group** is the largest manufacturer of caster and wheel products in the world. The company has operations in 14 countries and consists of nine major global operating units. Colson Group USA is the largest operating unit of the Colson Group, and it includes some of the most renowned brands of casters and wheels in the world: Colson, Albion, Shepherd, Jarvis, MedCaster, Pemco,

Faultless and Bassick. These brands have been technological leaders in caster advances for more than **350 combined years**. The drive and experience of Colson innovators have led to some of the most trusted, highest quality and advanced mobility solutions in today’s world.

www.ColsonGroupUSA.com

© 2015 Colson Group USA. All rights reserved.
Colson Group USA is a registered trademark of the Colson Group.

THE GLOBAL LEADER IN CASTERS AND WHEELS

