



September 3, 2014

Re: Flow Rail Installation/Engineered Products

In early 2014 we asked Engineered Products to quote a racking system that would increase our storage capacity and maximize the cube potential of our finished products warehouse. Josh Welch and the Pape team engineered a racking system that would take us from 450 pallets of finished product to 1,400 pallets of storage using a Flow Rail racking system.

Initially, we were skeptical about the Flow Rail rack since we had never seen it in operation. To alleviate our concerns, Josh had a test bay installed in our facility to allow our forklift operators to become familiar with the system. The operators quickly acclimated to the flow rail concept and we moved forward with the project.

The installation of the racking & flow rail components was one of the smoothest projects I have encountered in my 30+ years in warehousing & manufacturing. The installation team was professional, precise & stayed on schedule, while minimizing the impact to our operation.

The entire project, led by Josh Welch, came in on-time & on-budget. The technical support from the flow rail representatives has been timely & on-going. Our forklift operators are completely confident in using the flow rail system and the system maintenance is minimal.

I would recommend that any company looking for a racking system installation strongly consider Josh Welch, Engineered Products and the Flow Rail system.

Best Regards;

Mike Peterson  
VP – Operations  
Email: [mpeterson@earth2o.com](mailto:mpeterson@earth2o.com)