



# Ideas @ work

LEWIS PAPER

Lewis Paper since its founding has had a simple strategy of offering free delivery, unparalleled service, nationally recognized offering free delivery, unparalleled service, nationally recognized brands, and customer focused flexibility - with very competitive pricing. Some 30 years later, this has built Lewis Paper into one of the largest wholesale distributors in the Midwest.

With 8 DCs in operation, the company is a leading printing paper distributor offering fine quality printing papers and graphic art supplies to businesses in Illinois, Indiana,

Michigan, Wisconsin, Colorado and Wyoming. They do business with anyone that buys paper and supplies, from one ream to one truckload.

**Challenge:** With the businesses foundation being a fine paper supplier to specialized retailers, many of the orders are smaller and require a wide range of SKUs. "Our clientele for the large part doesn't want to carry any inventory on their shelves" says Robert J. Erwin, General Manager. With many small orders that run the gamut and call for a wide variety of SKUs across the warehouse up to 30' high - the company had a pick challenge on its hands. The warehouse team needed a way to travel quickly, elevate vertically and handle small but sometimes heavy picks. They had used rolling staircases / ladders and then moved to a powered equipment solution billed as an improvement but it didn't deliver. In addition to the challenge of picking in an effective way safety was a major concern in their racked environment.

**Solution:** Lewis Paper needed equipment that featured powered travel, the ability to elevate and good capacity. They also needed it be extremely safe and intuitive for easy operation. Since this wasn't the case, the Lewis Paper team went shopping to find a better piece of equipment. There they found the Big Joe Joey and immediately knew they had found what they were seeking.

Within 5 minutes of jumping on a Joey the Lewis team felt at ease driving the truck. They also liked that the safety features we not easily overridden and even more impressed that the operation of the Joey was such that an operator would have no need to. From there, factory reps went to work with the Lewis team making sure the Joey would perform to their expectations.

#### Results achieved with Joey Solution vs other MHE:

- 15% Reduction in Picking Trips
- 50-60% Increase in Productivity and Uptime
- A Reduction in Maintenance Cost
- Dramatic Reduction in Training Time
- Improved Safety

"What a well-designed, reliable work horse the Joey has been. It is our go to unit in the warehouse. It is very easy to train someone on, dependable and extremely safe. It has proven to be such a good investment that we have since bought units for most of our warehouses. I wish I had the return on all my equipment that I feel the Joey gives us... I would not hesitate to recommend anyone a Joey, hands down the best piece of equipment you will ever own."

Robert J. Erwin, General Manager  
Lewis Paper - Addison, IL



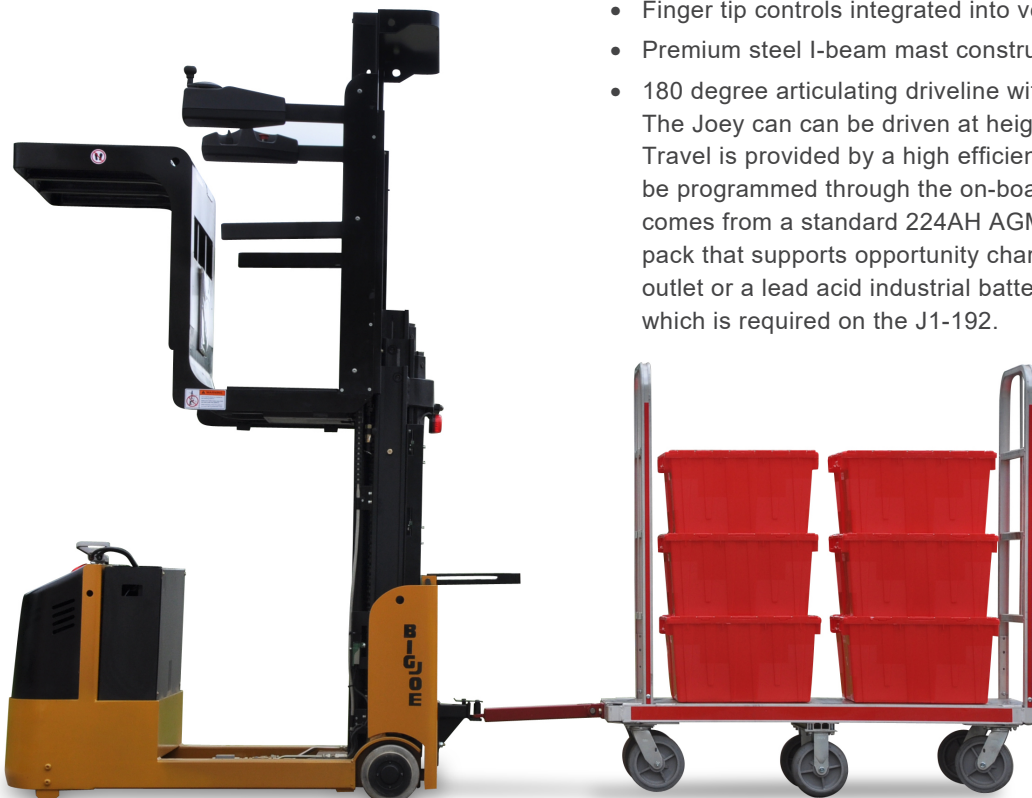


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J1 JOEY



**The J1 JOEY combines attributes of elevated work platforms, order pickers and tuggers into a compact vehicle design.**



## **BIG JOE MISSION:**

We believe that we can help North American businesses improve their results and the quality of their workers lives by providing simple innovative material handling products and genuine responsive support. Big Joe equipment focuses on supporting customers changing needs related to how they Move, Stack & Access materials in their operations with the goal of helping companies and their workers **move more and hurt less.**

## **ABOUT THE J1 JOEY:**

- + **Safety** – Reduce exposure to worker injuries compared to ladders
- + **Productivity** – Complete 2x as much work as compared to ladders
- + **Capability** - Carry up to 2x the load weight of other vehicles
- + **Capability** - Tow up to 2,500lbs with the optional tow hitch
- + **Capability** - Elevate operators as high as 192" on the J1-192

## **Key features:**

- Electronic power steering with infinitely variable speed control
- Finger tip controls integrated into vehicle guardrails
- Premium steel I-beam mast construction and steel frame
- 180 degree articulating driveline with 72" minimum turn radius. The Joey can can be driven at height to move from task to task. Travel is provided by a high efficiency AC drive motor that can be programmed through the on-board LCD dash, while power comes from a standard 224AH AGM maintenance free battery pack that supports opportunity charging from a standard 120v outlet or a lead acid industrial battery and external charger which is required on the J1-192.