

EQUIPTO[®]



To our Valued Distributors and Customers:

We are pleased to announce that our fiscal 2015 year was quite successful. We experienced significant growth year over year and we want to thank our Equipto Preferred Distributors, the

Affiliated Distributor Group, Equipto National Accounts and the United States Military for all of the opportunities each of you have provided to us. Our commitment to all of these groups continues as we look forward to another successful year in 2016.



During 2015, we made significant investments in our manufacturing plant to help maintain the high quality product Equipto is known for. We have added a top of the line laser cutter and brand new paint booth to boost efficiency and accuracy in the manufacturing process. We added a second shift to meet the increased demand, which required us to employ an additional 19 factory workers. We also added a crew to our Equipto Installation Services division. The value of this service continues to grow as part our full turnkey solution to our distributors and customers.

Additionally, we reviewed our manufacturing costs, medical and insurance benefits and salaries. While all of these items take a lot of study, it is necessary to make sure we keep competitive with benefits and wages to avoid employee turnover as well as maintain competitive pricing in the market place. When taking into account rising manufacturing costs, benefit and insurance premium increases and salary adjustments in order to meet national averages, we have determined the need to increase prices in certain product lines. The impact over our full product line is approximately a 2% increase in our prices. As part of this review, some of our products declined in price.

New Product

Lastly, we have added a new product to our storage system line. We now offer a motorized mobile aisle pallet rack system referred to as PRiMA (Pallet Rack Industrial Mobile Aisle). Our engineering team dedicated a good part of 2015 to create this product. We have a large system installed at one of our military clients now and the demand for these systems seems to grow every day.



You can view this system, along with our full product lineup of [mezzanines](#), manual [mobile aisles](#), [shelving](#), [shelving with drawers](#), [modular cabinets](#), [workstations and workbenches](#), various [stairways](#) and other items on our website www.equipto.com. You can also order our brand new 2016 catalog through your local [Equipto District Sales Manager](#) and view an online version at catalog.equipto.com.

Sincerely,

Randy Prinder

Vice President of National Sales and Installation Services

Direct phone #: 484-274-9373

Email: rprinder@csci-usa.com

EQUIPTO[®]

225 Main Street, PO Box 429

Tatamy, PA 18085

800-323-0801

www.equipto.com

orders@equipto.com

STAY CONNECTED:

Like us on Facebook 