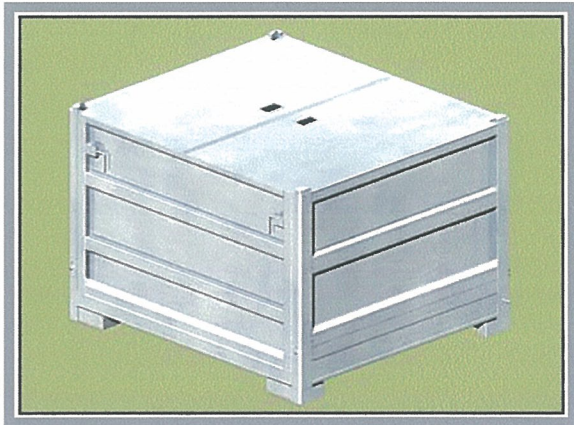


INDUSTRIAL SUPPLIER FINDS EXTRAORDINARY VALUE IN ALUMINUM TRADE SHOW CONTAINERS



Wear-Concepts, Inc. provides solutions to some of the toughest wear problems in industry. Their wear-resistant products are protecting conveying systems, clinker handling equipment, crushing operations and pipelines around the world. As part of their marketing initiative, Wear-Concepts exhibits their compounds, epoxies, wear plates and ceramic products at trade shows several times a year. Wear-Concepts needed trade show containers as tough as their products and it was important that the containers withstand the rigors of shipping and material handling.

Wear-Concepts wanted to abandon their bulky and easily damaged wooden crates for containers that would meet their transportation, safety and budget requirements. The limited life cycle of wooden containers and constant repairs were the deciding factors to begin the search for other viable solutions. They turned to aluminum containers from LM Containers. Margie Blankenship, marketing assistant, coordinates the trade show activities for Wear-Concepts. "We were looking for containers that we could use to ship our trade show equipment and material. We needed something strong, lightweight and durable that could be used over and over again without the fear of severe damage."

The extraordinary durability of aluminum was only one of the appealing features guiding their decision. LMC offers containers with welded construction, recessed locks and hinges, and superior strength-to-weight ratios for heavy loads. The containers are sized to fit conveniently into trucks and have 4-way access for pallet jacks and forklifts.

- **Exceptionally Durable & Lightweight**
- **Stackable & Collapsible**
- **Custom sizes and lid options available**

"When I started looking at LMC's aluminum containers, the features they offered were really an added bonus to their claims of durability. The fact that LMC could build them to our specific size and need, plus the fact that the containers collapse for easy stacking and storage made them quite appealing." Wear-Concepts realized an immediate space-saving benefit that provided valuable warehouse space for additional product.

LMC customizes containers to meet specific material handling needs. "We specified that one side should be removable so that we could easily load and unload the containers. This was probably one of the best features they have," says Blankenship. The removable door offers easy access to the container's payload. Workers no longer lift heavy loads over the side of a wooden container which reduces the risk of back injury and muscle strain.

By choosing collapsible aluminum containers from LMC, Wear-Concepts was able to meet all their requirements for durability, space-saving efficiency, safety and utility. Savings are realized in reduced repairs, replacement costs and worker safety. Equipment and product are more secure in-transit and warehouse space is better utilized.

LMC's innovative design, custom options and durable products bring a balance of performance and cost that is superior to containers made of competing materials.

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