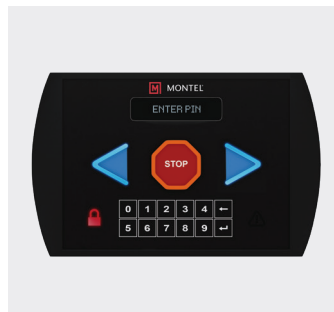




# HEAVY-DUTY POWERED MOBILE STORAGE SOLUTIONS SPACE SAVING SOLUTIONS





SAFERAK® 32P POWERED MOBILE RACKING SYSTEM

Hurlburt Field Air Force Base, Okaloosa County, FL



SAFERAK® 32P POWERED MOBILE RACKING SYSTEM

Strong MDI Inc. Cinema and Specialty Screens

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## WHY CHOOSE MONTEL

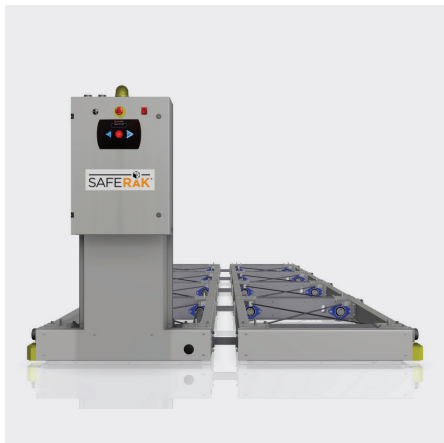
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# HEAVY-DUTY MOBILE RACKING SYSTEMS



**CREATE MORE ROOM. NO NEED TO EXPAND. NO NEED TO RELOCATE.  
NO NEED TO LEASE ADDITIONAL SPACE.**

Discover new floor space by simply adding your existing industrial racking on top of the heavy duty industrial mobile carriages and rails.



SAFERAK® Mobile Base



SAFERAK® 60P

Hydro-Québec, Central LG2, QC

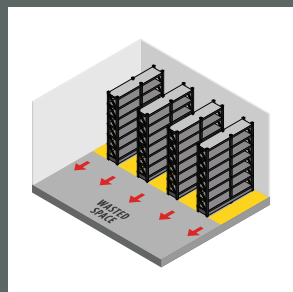


SAFERAK® 32P

Strong MDI Inc. Cinema and Specialty Screens

## IDEAL FOR MONTEL MOBILE SYSTEMS

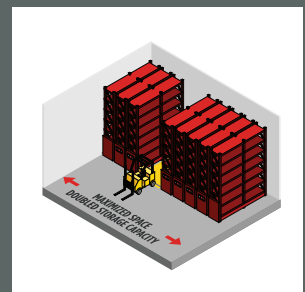
Eliminate the need for multiple space-wasting static aisles and use the total potential of your vertical and horizontal space. Save 50% or more of your floor space or get 100% greater storage within the original floor space.



STATIONARY  
CONVENTIONAL RACKING



SAFERAK®  
SPACE SAVED LAYOUT EXAMPLE  
INCREASED PROFIT MOBILE LAYOUT



SAFERAK®  
DOUBLED STORAGE CAPACITY  
INCREASED PROFIT MOBILE LAYOUT

# IMMEDIATE PAYBACK SOLUTION



SAFERAK® 32P  
MOBILE PALLET RACKING SYSTEM

The SAFERAK® heavy-duty high-density storage systems generate a rapid return on your investment. In addition to making better use of your existing space, you can lower your production costs by improving the organization of your materials, either raw, work-in-process, or finished products.

**MAKE SPACE. BE GREEN.  
STREAMLINE YOUR WORKFLOW.  
LOWER YOUR PRODUCTION COSTS.  
INCREASE YOUR PROFITS.**

We live in a four-dimensional world of length, depth, height, and time. The space we occupy is moving and alive... in constant flux. All space, however small, has incomparable value. Any space can be organized.

SAFERAK® by organizing your space, you can increase your storage capacity in the same footprint, or make available as much as 65% of your current storage space for more profitable activities, improve your productivity while lowering your production costs, and consequently increase your bottom-line profits.

**At Montel, we help you make Intelligent Use of Space.**

## MILITARY STORAGE SOLUTIONS









SAFERAK® 32P

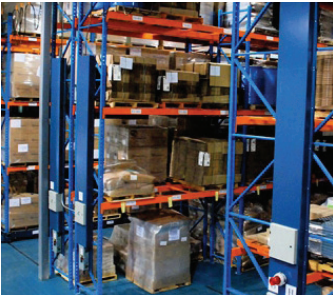
Hurlburt Field Air Force Base, Okaloosa County, FL

## WHY SAFERAK®? DURABILITY & TROUBLE-FREE MAINTENANCE

- BUILT FOR DECADES
- THE MOST USER-FRIENDLY HIGH-DENSITY MOBILE RACKING SYSTEM.
- A HIGHLY SECURE MOBILE STORAGE SYSTEM.
- INCREASE PRODUCTIVITY BY SAVING TIME AND COSTS.
- THE ONLY GOOD SOLUTION IS A CONFIGURABLE AND RECONFIGURABLE SOLUTION. THANKS TO EPULSE REMOTE MONITORING.
- RATED MACHINE SAFETY STANDARDS
- MOUNT YOUR EXISTING RACKING OR INDUSTRIAL SHELVING ONTO MOBILIZED INDUSTRIAL CARRIAGES.
- GROW FROM THE INSIDE

# PALLET RACKING STORAGE SYSTEMS CHART FOR 3,200 PALLETS

PALLET RACKING STORAGE SYSTEMS	SAFE RAK					
	UNRIVALED OPTIMUM SOLUTION MONTEL MOBILE RACKING	PUSH BACK RACKING	LIVE PALLET RACKING	DRIVE-IN / DRIVE-THRU RACKING	VERY NARROW AISLE (VNA) RACKING	SELECTIVE RACKING
 FLOOR SPACE REQUIRED IN SQUARE FEET	18K MINIMAL FLOOR SPACE REQUIRED	16K	21K	27K	28K	33K
 VOLUME REQUIRED IN CUBIC FEET	442K MOST INTELLIGENT USE OF VOLUME	389K	493K	640K	662K	785K
 INVESTMENT	\$\$\$\$\$ (BEST ROI)	\$\$\$\$	\$\$\$\$	\$\$	\$\$	\$
 FLOW TYPE & ACCESSIBILITY	FIFO FULL ACCESS	LIFO POOR ACCESS	FIFO LIMITED ACCESS	LIFO /FIFO LIMITED ACCESS	FULL ACCESS	FULL ACCESS
 INVENTORY ROTATION ADAPTABILITY	ADAPTABLE	NOT ADAPTABLE	NOT ADAPTABLE	ADAPTABLE	ADAPTABLE	ADAPTABLE
 PALLET HANDLING & STOCK PROTECTION	★★★★★ LEAST DAMAGES TO SUPPLIES	★★	★	★	★★★★★	★★★★★
	UNRIVALED OPTIMUM SOLUTION					



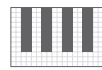
# THE CONCEPT

## OPTIMIZE YOUR STORAGE SPACE

MONTEL HIGH DENSITY STORAGE SYSTEMS MAXIMIZE THE USE OF AVAILABLE SPACE, WHETHER TO INCREASE STORAGE CAPACITY, FREE UP ROOM FOR PRODUCTION OR OTHER USES, OR GET RID OF SPACE YOU DO NOT NEED TO PAY FOR.

**ELIMINATE THE NEED FOR MULTIPLE SPACE-WASTING STATIC AISLES. PUSH A BUTTON ON THE POWERED SYSTEM CONTROL TO OPEN THE DESIRED AISLE.**

1. Static units are mounted on mobile carriages.
2. Mobile carriages travel on tracks.
3. Push a button on the powered system control to open the desired aisle.

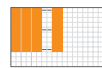
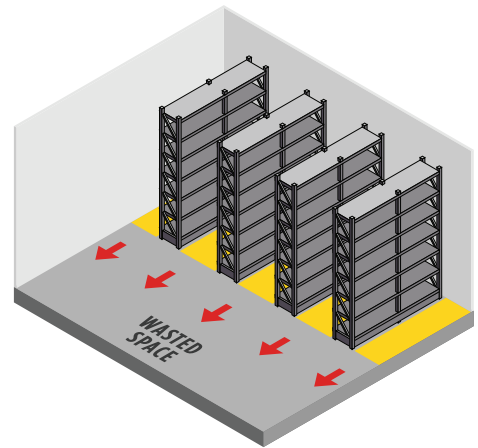


SPACE WASTING STATIC AISLES



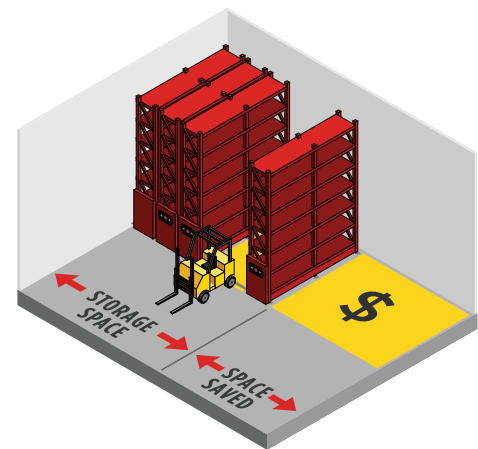
WASTED SPACE CONVENTIONAL FIXED RACKING LAYOUT.

Conventional storage systems require space-wasting fixed aisles.



SPACE SAVED & INCREASED PROFITS MOBILE STORAGE LAYOUT.

Montel's high-density storage systems save 50% or more of your floor space, and accommodate growth for other uses while increasing revenue.



### MODES OF OPERATION



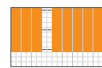
Powered mobile storage systems control.



Powered mobile storage systems control with PIN for restricted access.



LCD touchscreen tablet control with or without PIN. Limitless customizable displays.

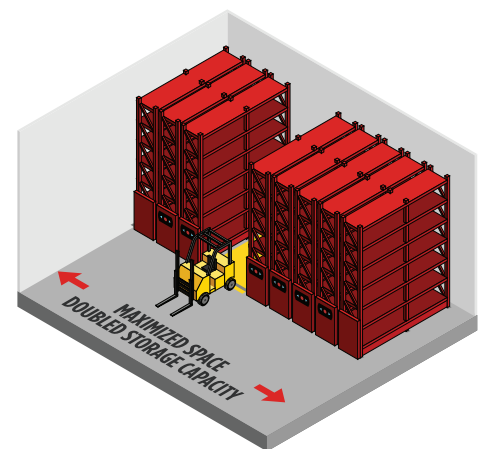


100% GREATER STORAGE CAPACITY



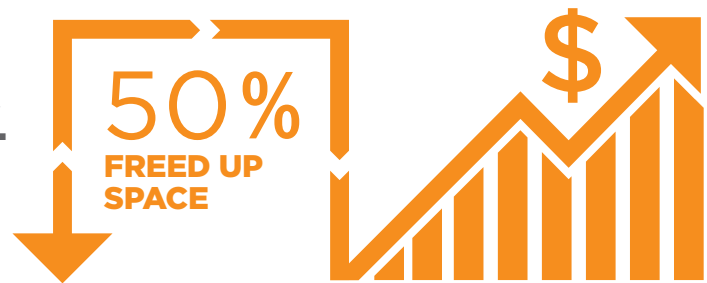
DOUBLED STORAGE CAPACITY. MAXIMIZED SPACE & INCREASED PROFITS MOBILE LAYOUT.

100% greater storage capacity within the original floor space, eliminating the need for a costly expansion or the construction of a new facility.



# ROI IS FAST

NO SHREWD INVESTOR DROPS THEIR HARD-EARNED MONEY ON BREAKTHROUGH TECHNOLOGY WITHOUT CONSIDERING ITS VIABILITY. WILL SPENDING ON AN INNOVATION LIKE HIGH DENSITY MOBILE RACKING TODAY BE A LUCRATIVE BUSINESS VENTURE TOMORROW?



1.

## WHEN A BUSINESS CAN HOLD MORE, IT CAN DO MORE

Businesses know space can be a valuable commodity, regardless of industry. For retailers and manufacturers, a diverse product line requires places for all the additional SKUs they're charged with managing. For warehouses, extra room means extra opportunities to bring in new business and reap the benefits of demand-based vacancy rates.

«High density mobile racking systems imbue businesses with a greater sense of spatial economics». High density mobile shelving and industrial racking technology reclaims space otherwise occupied by aisles that more often than not go unused.

That means as much as 50 percent of an industrial storage area equipped with static shelving is literally squandered on space that's hardly used. Mobile racking installations can either shrink the overall storage footprint to allow for greater on-site operational freedom or effectively double a company's storage capacity without physically expanding. In either case, high density mobile racking systems imbue businesses with a greater sense of spatial economics that provides financial benefits year over year.





# 2.

## BUSINESSES STAY QUICK WITH HIGH DENSITY MOBILE RACKING

Can mobile racking systems really keep pace with the speed of modern business? Competitive markets call for investments that accelerate operations, streamline processes and eliminate waste. Outfitting an industrial facility with high density mobile racking installations not only improves logistical throughput but can push companies to make more intelligent, data-minded decisions about how they conduct business.

Mobile shelving coupled with optional e-Pulse remote monitoring technology works with logistics teams to isolate increased traffic areas and restructure their legacy organizational strategies around adopting more comprehensive zoning and picking methods supported by the mobile racking technology. With ePulse software, managers and supervisors can track facility movement, examine which products receive the most attention and make small adjustments accordingly.

### WHAT CAN YOUR BUSINESS DO WITH THE NEW FREED UP SPACE?

# 3.

## INNOVATING INSTEAD OF RENOVATING

Building on more room to a facility may improve gross production capabilities, but when one takes into account increases to energy footprint, construction costs and labor mandates – not to mention property rental costs, insurance, taxes and maintenance – who knows when that addition will actually return real value to the company?

When a warehouse or other storage facility has seemingly run out of space, expansion seems like the only solution. Thanks to mobile storage, it isn't even a contender.

On the other hand, research conducted by Montel distributor revealed mobile storage modules installed throughout 18,000 square feet of reclaimed warehouse space would pay for itself in under two years and return more than \$1.1 million in avoided costs after a decade of use.

Instead of increasing their size or spending money on fleeting managerial fads, businesses should simply strive to utilize the space they have more efficiently. To that end, investment in high density mobile racking systems is an investment in how well a company operates and keeps costs to a minimum.



# COST OF MONTEL MOBILE STORAGE SYSTEM VS. ANNUAL COST OF WAREHOUSE RENT

## ESTIMATED WAREHOUSE LEASE – ILLINOIS PRODUCT: SAFERAK® 32P MOBILE RACKING



MONTEL SAFERAK® 32P  
MOBILE RACKING

<b>ANNUAL WAREHOUSE RENT</b>	
Lease per sq ft	<b>\$7.00</b>
HVAC Cost per sq ft	<b>\$1.50</b>
Warehouse Taxes & Maintenance	<b>\$0.75</b>
<b>Total Annual Lease Per sq ft</b>	<b>\$9.25/sq ft</b>

	<b>ROI IN 22 MONTHS</b>
Montel Mobile Storage System Investment*	<b>\$240,000</b>
Recovered Warehouse Space	<b>14,000 sq ft</b>
Yearly Rent on Freed Up Space (14,000 sq ft x \$7.00 annual rent per sq ft)	\$98,000
HVAC & Utilities (14,000 x \$1.50 annual cost per sq ft)	\$21,000
Insurance, Maintenance, Taxes (14,000 sq ft x \$0.75 annual cost per sq ft)	\$10,500
<b>Total Savings in Leasing per Year</b>	<b>\$129,500</b>
<b>ROI</b>	<b>22 Months</b>
<b>ROI AFTER 10 YEAR = (\$129,500 x 10 Years) - \$240,000</b>	<b>\$1,295,000</b>

Warehouse costs were too expensive compared to a Montel mobilized racking solution.

\* Pricing includes mobile system and installation cost.

# YOUR CURRENT WAREHOUSE FEES ARE TOO EXPENSIVE WHEN COMPARED TO A MOBILIZED RACKING SOLUTION.

## HIGH-DENSITY MOBILE STORAGE SYSTEM BENEFITS

- Freed up valuable floor space for receiving area without increasing stockroom footprint
- Improved circulation paths for personnel and material handling equipment
- Added stockroom organization, security and cleanliness of working environment
- Enhanced overall efficiency and productivity as materials are more organized – easier for brand inventory control
- Eliminated the need for costly outside storage containers



# CUSTOM-BUILT FOR YOUR INDUSTRY

## ENGINEERED HIGH-DENSITY STORAGE SYSTEMS

We have developed a comprehensive line-up of best-in-class high-density storage solutions that are precision-engineered to deliver lasting high-capacity storage. Their versatility makes them the movable and powered storage of choice for any industry: aerospace, automotive, defense, distribution centers, food, beverages, manufacturing and pharmaceutical plants, third-party logistics, etc.





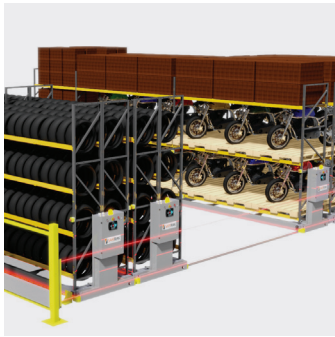
## AGRICULTURE

Maximize storage capacity with minimal wattage of power use. It is all about your grams per cubic foot and per watt. Cultivate and optimize your agriculture's racking & shelving storage needs with Montel's multi-functional, high-density mobile cultivation solutions.



## ALCOHOL & BEVERAGES

So that your stocks management of alcohol, liquors and beverages flows abundantly, Montel proposes multiple solutions adapted to your storage demands.



## AUTOMOTIVE

Montel's industrial storage products which are customized for the automotive industry will allow you to maximize your space while increasing your storage capacity.



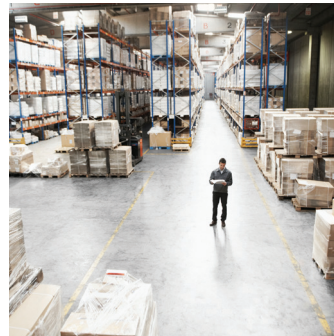
## MANUFACTURING PLANTS

Establish a customized storage solution in your production plant with Montel's industrial storage solutions.



## PHARMACEUTICAL

Prescribe Montel's industrial storage solutions to meet your pharmaceutical products plant's requirements in terms of storage.



## DISTRIBUTION CENTERS

An efficient distribution center! Montel proposes space saving solutions adapted for your industry.



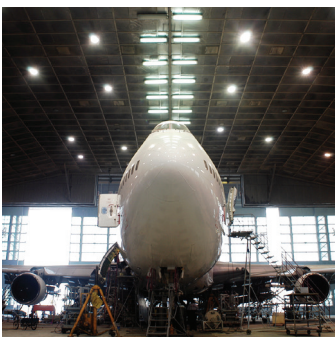
## FOOD PLANTS

The perfect recipe for your food plant: Montel's industrial storage systems.



## 3RD-PARTY LOGISTICS

Make storage a dependable link in the supply chain for your third-party logistics provider with Montel's durable, high-density industrial racking and shelving systems.



## AEROSPACE

Gain more space with Montel's industrial heavy-duty storage systems specially designed for the aerospace industry.



## MILITARY & DEFENSE

Security! The only word that will come to mind with Montel's industrial storage systems intended for the defense and military sectors.

# COLD STORAGE

## BEAT THE HEAT WITH MOBILE RACKING SOLUTIONS FOR COLD STORAGE

Keeping an entire inventory at a consistent temperature is an energy – and resource – intensive endeavor, but businesses that can successfully manage or even overcome these obstacles get better at climate risk management.

There's always room to grow, even in the smallest storage facilities. Powered mobile racking for industrial cold storage environments takes into consideration every aspect that goes into effective temperature controlled settings, preventing operations – as well as stored materials – from thawing out.



MOBILE STORAGE SYSTEM	SAFERAK® 32P, 60P
<b>Mode of Operation</b>	Powered
<b>Optional Rail</b>	Shock Resistant Powder Paint (Standard) or Stainless Steel (Optional)
<b>Temperature Criteria</b>	
32°F (0°C) and above	Yes
Below 32°F (0°C) to 14°F (-10°C)	No
Below 14°F (-10°C) to -4°F (-20°C)	No

SAFERAK® 32P Powered Mobile Racking for Cold Storage.

# SAFERAK® HEAVY-DUTY INDUSTRIAL MOBILE SERIES

## SAFERAK® 32P

Load Capacity: 32,000 lb (14,514 kg) Capacity Per Double Rack Sections

Operation: Powered Mobile

Carriage Maximum Length: 100 Feet (30,5 m)

## SAFERAK® 60P

Load Capacity: 60,000 lb (27,215 kg) Capacity Per Double Rack Sections

Operation: Powered Mobile

Carriage Maximum Length: 120 Feet (36,6 m)



## SAFETIES

# POWERED MOBILE STORAGE SYSTEMS

## SAFERAK® 32P | SAFERAK® 60P



### RATED MACHINE SAFETY STANDARDS

IN ORDER TO BE COMPLIANT WITH “RATED MACHINE SAFETY STANDARDS”, MONTEL HIRED AN OUTSIDE FIRM SPECIALIZED IN ANALYZING SAFETY IN INDUSTRIAL ENVIRONMENTS. FOLLOWING THIS ANALYSIS, MONTEL DECIDED TO COMPLY BY OFFERING NUMEROUS STANDARD SAFETIES.



#### SYSTEM ENTRY INFRARED BEAM CURTAIN



Carriage movement instantly stop when the system detects any beam disruption in front of the storage system.

#### INFRARED FLOOR-LEVEL SAFETY BEAMS BOTH SIDES OF EACH MOBILE CARRIAGE



Photoelectric beams projecting on both sides of each aisle are mounted low on the carriage side members.

#### READILY ACCESSIBLE EMERGENCY STOP BUTTON



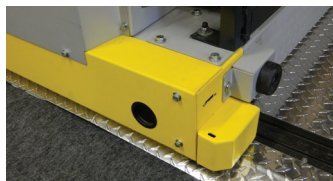
Face panels emergency stop buttons are arguably the most identifiable element on a SAFERAK®.

#### SAFEGUARDS FOR ALL MECHANICAL MOVING PARTS



All mechanical moving components are concealed and protected by a steel safety guard to prevent inadvertent access.

#### MECHANICAL RATCHET BACKUP OVERRIDE



The mechanical ratchet is provided to move a mobile carriage when the entire electrical mobile system is not completely assembled. This feature facilitates and accelerates the installation process. The ratchet also provides partial accessibility in the event of a power failure when the mobile load is not too heavy. After machine lockout, insert the ratchet in the designated hole and move each mobile carriage once at a time..

#### STROBE LIGHT AND BUZZER



A safety alert buzzer, a visual signal and flashing notifications are provided prior to and during carriage movement.

### OPTIONAL SAFETIES

#### IN-AISLE EMERGENCY STOPS

ALTERNATING AND OFFSET ON EACH SIDE OF AN AISLE. EN95 4-1 CATEGORY 1 COMPLIANT

#### SAFETY CONTROLLER PROVIDED ON EVERY MOBILE CARRIAGE

THE SAFETY CONTROLLER IS OFFERED AS AN OPTIONAL SAFETY FEATURE ON EVERY MOBILE CARRIAGE. THERE IS ONE SAFETY CONTROLLER PER MOBILE CARRIAGE AND ANOTHER CONTROLLER IN THE POWER BOX. THIS ADDITIONAL LEVEL OF SAFETY IS EXTREMELY RELIABLE AS IT CONTINUOUSLY SCANS EVERY SAFETY DEVICE AND CAN REACT IN LESS THAN ONE MILLISECOND.

#### LADDER SECURITY KEY SWITCH

SECURITY PERIMETER  
ISO 13857:2019 COMPLIANT



# POWERED MOBILE STORAGE SYSTEMS

SAFERAK® 32P | SAFERAK® 60P

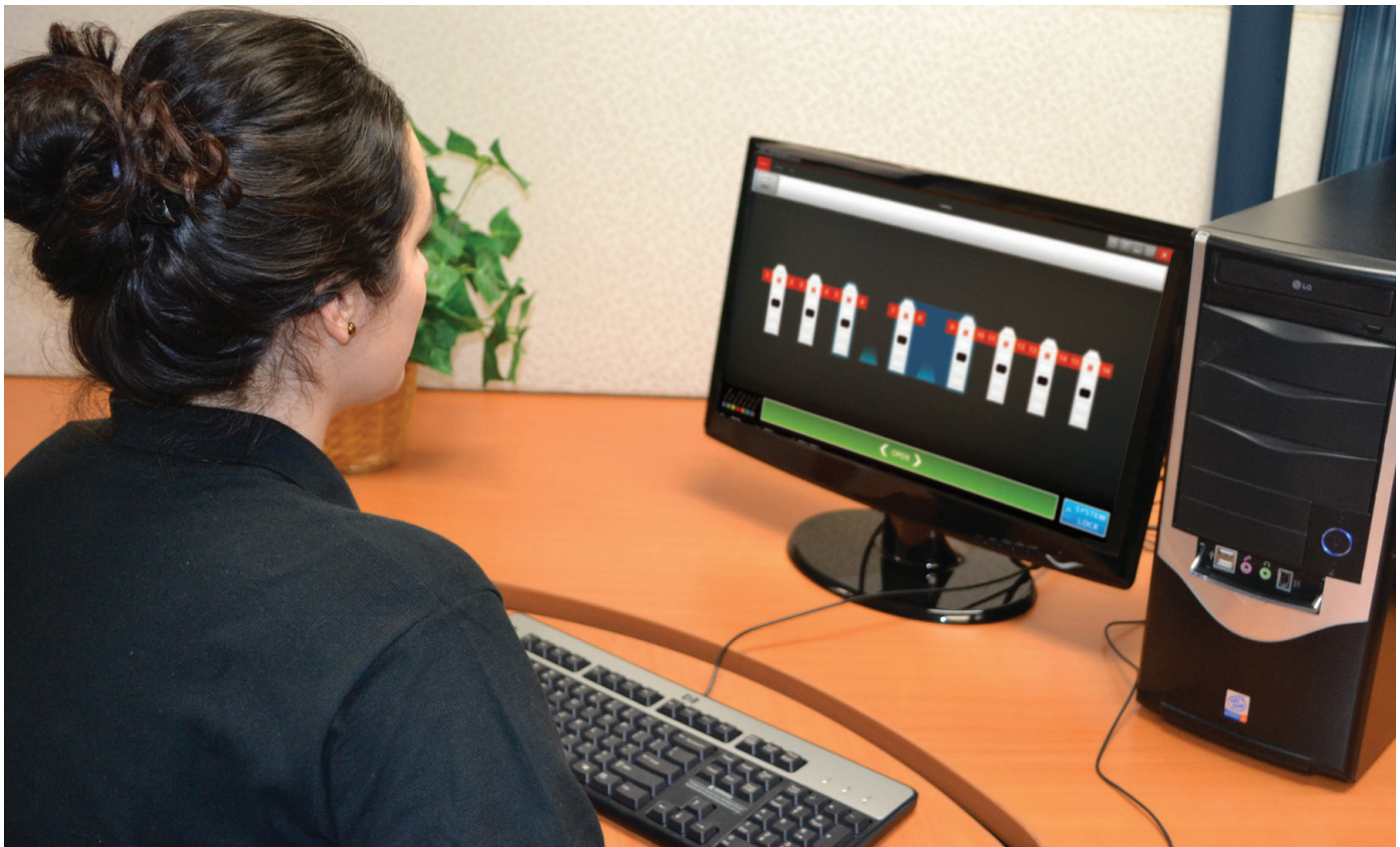


PRODUCTIVITY & TECHNOLOGY

# ePulse™ REMOTE MONITORING SOFTWARE

INCREASE PRODUCTIVITY WIRELESSLY

PAIRS WITH  
SAFERAK® 32P  
SAFERAK® 60P





## INCREASE PRODUCTIVITY WIRELESSLY

Created to provide additional certainty and safety monitoring once Montel's high-density powered mobile storage systems are installed, Montel now offers ePulse™. This remote monitoring & configuration software has the functionality and capability to manage settings remotely and monitor your high-density powered mobile system's performance and operations with assurance. If remote network connectivity access to Montel is granted, certified technicians could monitor and configure your system remotely from their own location.

For maximum reliability and peace of mind, ePulse™ proactively identifies any potential issues with your system, provides quick diagnostics of the system to maximize your uptime, sends automatic email notifications of system errors. You could even decide to monitor and configure your own Montel powered mobile system 24 hours a day, every day of the year.

To increase productivity & efficiency, ePulse™ allows to collect aisle entry data for any preset period of time from your Montel powered mobile system. Once this data is analyzed for each aisle, ePulse™ permits to reconfigure your powered mobile system to your preferred settings and parameters including:

- Priority Aisle
- Auto-Closing/Security Park
- Auto-Spacing/Ventilation Park
- Auto-Cycling
- Programmable Speeds (start-up/cruising/braking)
- Sequential Move, Block Move

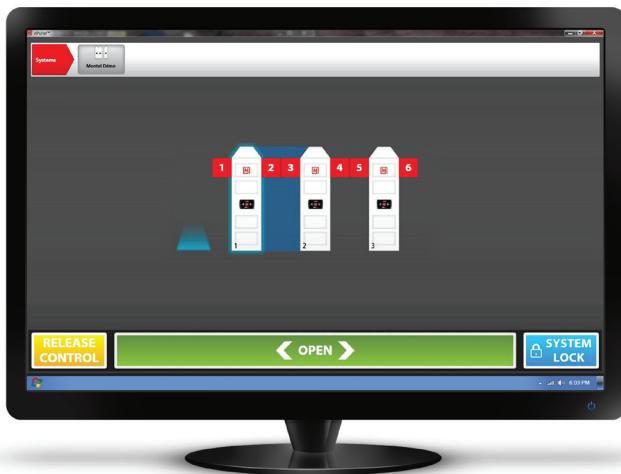
For additional security, with the collected & analyzed aisle entry data from your powered mobile system, ePulse™ allows to reconfigure the security settings of your system at anytime. Whether it would be adjusting the programmable speeds, or remotely configuring your system to close all aisles and lock at a specific time after business hours, or open and unlock before business hours, ePulse™ offers security with peace of mind.

Montel powered systems can be operated remotely from the fingertips to your computer with the ePulse™. The TCP/IP protocol facilitates the network connectivity from a computer to the Montel powered system. This provides reliable high-speed communication, and allows remote reconfiguring of your system using the ePulse™ remote monitoring & configuration software.

Montel's ePulse™ remote monitoring & configuration software is available with SmartSpace 2P, SafeAisle®, RACK&ROLL 16P, SAFERAK® 32P, SAFERAK® 60P.



@Pulse™  
Remote Monitoring  
Software

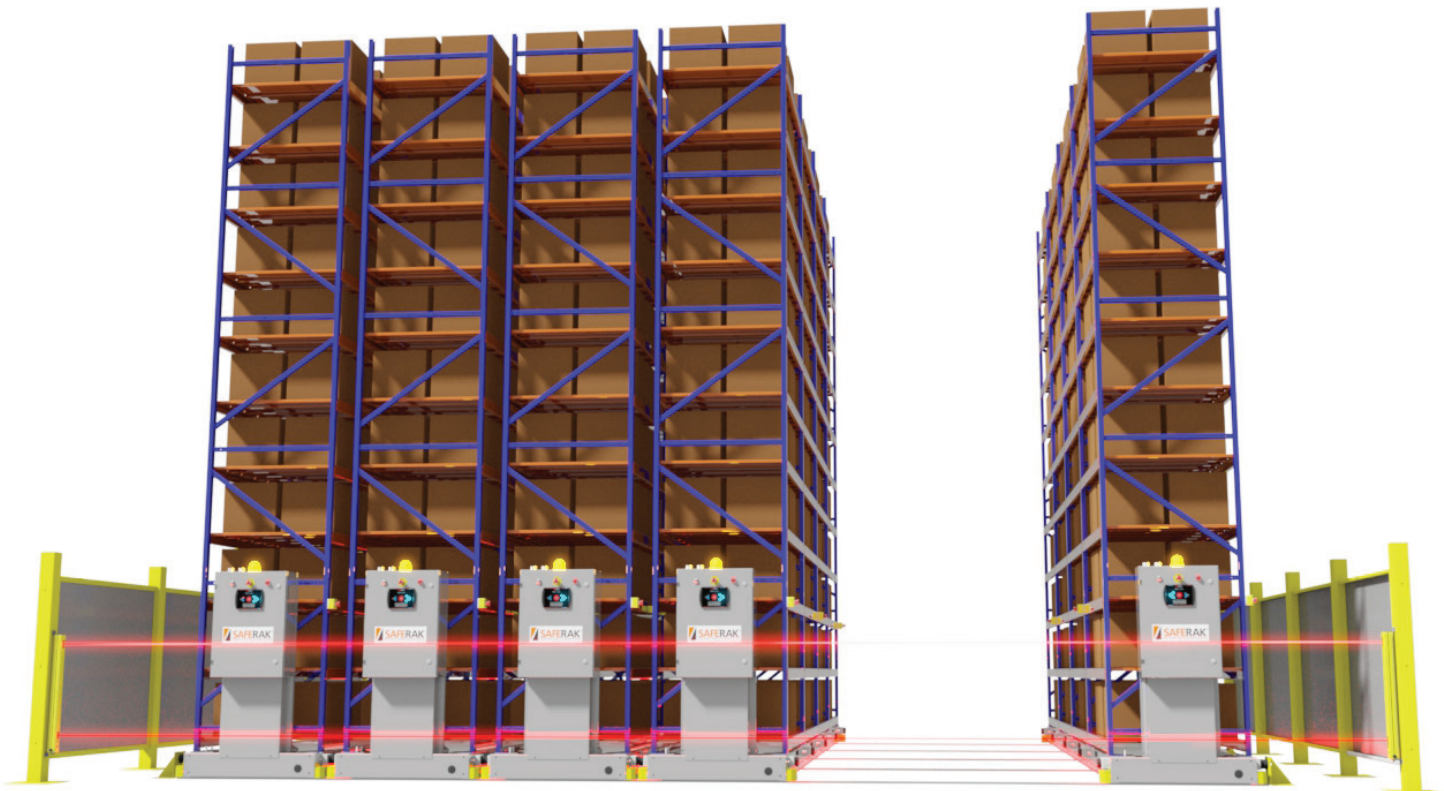


PRODUCTIVITY & TECHNOLOGY

# PROGRAMMABLE AISLE **AUTOMATED** **FEATURES**

MORE EFFICIENT THAN A MECHANICAL OR MANUAL MOBILE STORAGE SYSTEM,  
SAFERAK® IS A TIME-SAVER AS WELL AS A COST-SAVER.

WORKS WITH  
SAFERAK® 32P  
SAFERAK® 60P





## PRIORITIZING AISLES

Users can increase their efficiency by configuring a specific priority aisle(s). While accessing an infrequently used aisle, SmartSpace 2P, SafeAisle®, RACK&ROLL 16P, SAFERAK® 32P and SAFERAK® 60P mobile racking automatically repositions the system to your desired predetermined aisle(s). The most frequently utilized aisle(s) will be preset to reopen automatically for the next user. You can eventually reconfigure your SmartSpace 2P, SafeAisle®, RACK&ROLL 16P, SAFERAK® 32P and SAFERAK® 60P powered mobile racking mobile system by programming aisles according to picking rates or pulls. This ensures quick access to your commonly stored materials. Program the Priority Aisle automatic feature with the PIN-Code Control or the optional ePulse™ Remote Monitoring Software.



## CLOSING ALL AISLES

Program your system to automatically close all aisles and lock once a user exits an aisle, or after a preconfigured period of inactivity. Configure your system to close all aisles and lock at a specific time after business hours, or open and unlock before business hours.



## OPERATING AISLES REMOTELY

Forklift operators can operate SmartSpace 2P, SafeAisle®, RACK&ROLL 16P, SAFERAK® 32P and SAFERAK® 60P powered mobile racking using a Wi-Fi remote control mini tablet. SmartSpace 2P, SafeAisle®, RACK&ROLL 16P, SAFERAK® 32P and SAFERAK® 60P mobile racking can also be operated from your computer with the optional ePulse™ Remote Monitoring Software.

### OPERATE THE MOBILE STORAGE SYSTEM REMOTELY WITH AN INDUSTRIAL RUGGED WI-FI REMOTE CONTROL

Forklift operators can operate the mobile storage system remotely with a commercial or industrial rugged remote control mini tablet. The mobile storage system can also be operated remotely from your computer with the optional ePulse™ remote monitoring software.

### ePulse™ REMOTE MONITORING SOFTWARE

ePulse™ provides many avenues to monitor potential issues with your system, provides quick diagnostics of the system to maximize your uptime, sends automatic email notifications of system errors, and ensures constant monitoring 24 hours a day, every day of the year.

The TCP/IP protocol facilitates the network connectivity from a computer to the Montel powered mobile storage system.

ePulse™ Remote Monitoring and Configuration Software allows onsite, and offsite monitoring if remote network connectivity access is granted, of any installed mobile storage system providing peace of mind to our customers. If authorized to access remotely the client's network, Montel certified technicians could be notified instantly by email in the unlikely event there is an issue with a powered storage system, and could provide statistics of the ins and outs of each aisle thereby providing data such as which SKUs are moving faster or slower, allowing to program automated priority aisles, adjustable speed settings (soft start, cruising speed, slow stop), adjustable aisle clearance between the mobile storage system, PIN codes management, etc.

At any time, the ePulse™ allows you to reconfigure your powered mobile racking to your preferred settings and parameters, and ensures performance and operations with insurance. ePulse™ allows numerous configurable operations to improve productivity and security remotely.

# CASE STUDIES

**PIONEER OF HIGH-DENSITY MOBILE SHELVING STORAGE SYSTEM SOLUTIONS IN NORTH AMERICA, MONTEL HAS INSTALLED THOUSANDS SYSTEMS IN OVER 68 COUNTRIES AROUND THE WORLD. MONTEL IS REPRESENTED BY A WORLDWIDE NETWORK OF DISTRIBUTORS. WHETHER LARGE OR SMALL INSTALLATIONS, MONTEL DELIVERS MORE THAN A STANDARDIZED PRODUCT.**



## BUILT FOR DECADES

Leverage engineered storage solutions that are built to last and optimize your operations with Montel's Industrial mobile storage systems.

Power. Performance. Strength. Durability. Whatever industrial applications you are involved in, those are words to live by. You need powerful, high-performance production and assembly systems and equipment that have the strength and durability to handle big loads and high volumes in pressure-packed environments.

At Montel, we believe industrial storage systems should meet the same rigorous, tough standards for handling supplies, tools, fixtures, service parts, packaging, samples and beyond.



## WE BUILD SATISFACTION

We have developed a comprehensive line-up of best-in-class mobile high-density racking and shelving solutions that are precision-engineered to deliver lasting high-capacity storage. Their versatility makes them the movable and powered storage of choice for any industry: aerospace, automotive, defense, distribution centers, food, manufacturing and pharmaceutical plants, third-party logistics, etc.

# SOME OF OUR CLIENTS



## AIRBUS

SAFERAK® 32P saved Airbus nearly 60,000 sq. ft of storage space by consolidating two warehouses into one. That meant significant vacancy reclamation, as well as dedicating what was once storage to other needs, all without major construction or renovation.

📍 ASHBURN, VIRGINIA, USA



## IMMUNOTEC INC.

Immunotec’s continual upward growth required additional inventory space and storage. The objective was to double storage capacity and enhance productivity by relocating fast moving SKU’s to another section of the warehouse thus reducing pick routes.



## UNITED STATES ARMY

United States Army was experiencing an outage of its storage space and wanted to optimize its warehouse storage space instead of building a new facility. United States Army grew from the inside so they did not need to expand.

📍 UNITED STATES ARMY, USA



## ZENITH AVIATION

Zenith Aviation almost tripled in the same footprint. Zenith traded its four (4) static industrial racks for ten (10) SAFERAK® 32P powered mobile racking units. Zenith saved 12,000-plus cubic feet of space in its warehouse while more than doubling its rack availability.

📍 Fredericksburg, VA



## MCGUIRE AIR FORCE BASE

McGuire Air Force Base doubled its storage capacity, increased its workflow and witnessed a boost of productivity once SAFERAK® 32P mobile storage system was installed.



## HARLEY-DAVIDSON

Harley Davidson uses Montel's SAFERAK® 32P powered mobile storage units to properly store maintenance parts. This allowed Harley Davidson to provide faster and better customer service.

📍 Menomonee Falls, WI



## HYDRO-QUEBEC

SAFERAK® eliminated downtime risks by installing powered mobile solutions that work even during a blackout. Each unit contains a surge protector that guards the system from voltage spikes and can be moved easily by hand with a ratchet tool provided with the system.



## BEL BRANDS USA

Off-site inventory storage was inconvenient in terms of transit, control, costs, security, accessibility and storage conditions. Bel Brands USA saved on heating, cooling and ventilation costs with less warehouse space using SAFERAK® 32P.

## CASE STUDIES

# SAFERAK® RESOLVES AEROSPACE STORAGE TROUBLES AT AIRBUS MATERIALS CENTER

**AIRBUS FINALLY SAW ITS STORAGE GOALS REALIZED ONCE MONTEL BROUGHT SAFERAK® 32P POWERED MOBILE RACKING INSTALLATIONS TO ITS MATERIALS CENTER IN ASHBURN, VIRGINIA.**

Industrial-sized storage problems require industrial storage solutions. Who would know better than a company like Airbus, a world leader in aerospace innovation?

Airbus had expectations for storage that his legacy system just wasn't reaching. He saw plenty of opportunities but knew he couldn't achieve any of them without a smarter, more efficient way to store his stock of oversized, 1,000-pound parts. However, once Montel brought SAFERAK® 32P powered mobile racking installations to their materials center in Ashburn, Airbus saw their storage goals realized. What were those goals, and how did SAFERAK® soar above Airbus's expectations?

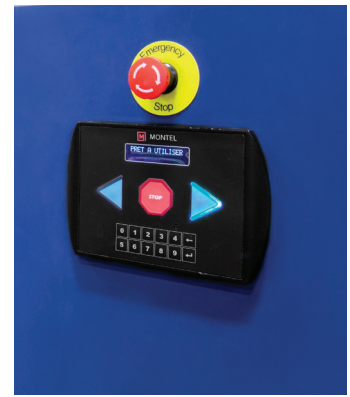


SAFERAK® POWERED MOBILE RACKING CAN IMPROVE PRODUCTIVITY BY CONSERVING SPACE FOR WAREHOUSE WORKERS





ASHBURN, VIRGINIA, USA



SAFERAK® 32P INDUSTRIAL  
POWERED MOBILE RACKING

AEROSPACE INDUSTRY

“ SAFERAK® saved Airbus 60,000 square feet of storage space. ”

### 1. MAXIMIZE STORAGE CAPACITY

When Montel arrived on the scene, Airbus's Ashburn warehouse teams needed approximately 104,000 square feet of storage to do their jobs. Or so they thought.

After redesigning the layout of this materials facility with SAFERAK® industrial mobile racking systems, Montel showed Airbus it could do more with far, far less. SAFERAK®'s collapsible, accordion-like architecture saved Airbus nearly 60,000 square feet of storage space. That meant significant and immediate vacancy reclamation, as well as the capability to dedicate what was once storage to other needs, all without major construction or renovation.

Airbus sacrificed nothing to achieve those gains. In fact, the company's new powered racking system gave them a total of 300,000 cubic feet of storage and the capacity to hold up to 3 million pounds!

### 2. MEET ENVIRONMENTAL OBJECTIVES

In one instance, Montel and SAFERAK® storage systems did more than just free up space. They helped Airbus consolidate two 30,000 square foot warehouses into one. In doing so, Airbus was able to meet its environmental objectives regarding land use.

Sustainability eludes many in the industrial sector, but intelligent racking solutions gave Airbus the freedom to go green while saving money and maintaining its core processes.

### 3. LOWER OPERATIONAL COSTS

So we know Airbus optimized its storage space across the entire Ashburn facility thanks to Montel's SAFERAK® 32P powered mobile storage units. But how did this massive change to its warehouses affect productivity?

For starters, SAFERAK® eliminated downtime risks by installing powered mobile solutions that work even during a blackout. Each unit contains a surge protector that guards the system from voltage spikes and can be moved easily by hand with a ratchet tool provided with the system.

Imagine that: In the event of an outage, a 33-foot mobile rack loaded with tons of materials can be moved manually by a single warehouse worker.

In the long run, a smaller storage footprint will allow warehouse workers to better organize their tasks and reduce order completion times. Better still, Airbus has the potential to save considerably on heating, cooling and ventilation costs with less warehouse space to worry about. But perhaps best of all, Montel was able to install SAFERAK® at Airbus's Virginia materials center without any interruption to its operations.

## CASE STUDIES

# IMMUNOTEC GOES MOBILE WITH SAFERAK® 60P

GROWTH REQUIRED MORE ROOM IN A VERY LIMITED SPACE AND WITHIN THE SAME FOUR WALLS. OFF-SITE INVENTORY STORAGE WAS INCONVENIENT IN TERMS OF TRANSIT, CONTROL, COSTS, SECURITY, ACCESSIBILITY AND STORAGE CONDITIONS.





Immunotec®

“ The Montel SAFERAK® 60P mobile racking has significantly increased our storage capacity, stimulated the reorganization and rezoning of our warehouse, reduced our picking routes thus increased our overall effectiveness.

The system instantly helped our employees become more efficient. ”

### CHALLENGES

- Immunotec’s continual upward growth required additional inventory space
- Additional SKUs introduced to the marketplace required additional storage

### OBJECTIVES

- More than double storage capacity
- Increase productivity by relocating fast moving SKUs to another section of the warehouse thus reducing picking routes

### SOLUTIONS

Montel SAFERAK® 60P industrial powered mobile storage systems mounted on pallet rack for heavy-duty storage.

- Length: 58’ mobile carriages
- Aisle width: 8.75’
- System height: 20’
- Load capacity: 30,000 lb per section



SAFERAK® 60P INDUSTRIAL  
POWERED MOBILE RACKING

PHARMACEUTICAL INDUSTRY

With the assistance of its local Authorized Montel Distributor, Prisma Storage Solutions, Montel provided the following mobile racking systems:

### PRODUCT FEATURES

- Impact-resistant (against lift-trucks) infrared floor-level safety sweep on both sides of the aisles protecting users and materials.
- PIN-controlled access for added security
- Infrared adjustable proximity sensor to adjust the distance between each carriage.
- Impact-resistant zinc housing face panel controls
- Sealed membrane controls preventing dust infiltration, minimizing future maintenance.

### BENEFITS

- Significant short-term and long-term saving.
- Increased storage capacity by 120%
- Provided room more inventory due to a significant sales growth.
- Condensed inventory storage.
- Storage space for more skus introduced to the marketplace.
- Overall improved efficiency and productivity (materials are more organized, less handling, easy to inventory control, accessibility, etc.).
- Added security.

## CASE STUDIES

# MONTEL PROVIDES UNITED STATES ARMY WITH SAFERAK® 60P

WITH A SIGNIFICANT VOLUME INCREASE FOR ITS STRATEGIC AND CRITICAL MATERIAL STORED TO CAPACITY, UNITED STATES ARMY WAS EXPERIENCING AN OUTAGE OF ITS STORAGE SPACE.





 UNITED STATES ARMY, CA, USA



SAFERAK® 60P INDUSTRIAL  
POWERED MOBILE RACKING

MILITARY & DEFENSE INDUSTRY

“ We grew from the inside thereby  
no need to expand. ”

## CHALLENGES

Rather than proceeding with the building of a new warehouse facility, United States Army wanted to minimize construction costs while optimizing its warehouse storage space.

## SOLUTIONS

A state-of-the-art high-density storage system was proposed to United States Army with 25-foot carriages for a maximized space utilization within its warehouse.

## PRODUCT FEATURES

With the assistance of its local Authorized Montel Distributor, BMH Equipment Inc., Montel provided the following custom designed military storage solution:

- Powered SAFERAK® 60P compact storage system with pallet racks on motorized carriages.
- Mobile storage racks designed for a load capacity performance of 30,000 pounds.
- Integrated built-in control panels to operate the system and display its status.
- Proximity detectors controlled electronically.
- 2 foot-level infrared safeties for each aisle.
- Flashing light and horn safety features that provide visual and audible warnings.

# WE BUILD SATISFACTION

Established in 1924, Montel pioneered high density mobile storage systems providing cost-efficient storage solutions using less space.

**CUSTOM-BUILT FOR YOUR INDUSTRY**  
**WE'VE MANUFACTURED AND INSTALLED THOUSANDS OF PROJECTS AROUND THE WORLD.**



**MOBILEX® MECHANICAL-ASSIST MOBILE SYSTEM WITH 4D WIDE SPAN RACKING**

**Pets Food, TX**



**SMARTSHELF 4-POST HYBRID SHELVING SYSTEM**

**Honda Dealerships, North America**



**SAFEAISLE® POWERED MOBILE SHELVING SYSTEM**

**Pittsburgh Penguins, Pittsburgh, PA**



**SAFEAISLE® POWERED MOBILE SHELVING SYSTEM**

**Hospital, Central Sterile Supply Department**



**MOBILEX® MECHANICAL-ASSIST MOBILE SHELVING SYSTEM**

**Williams Selyem Winery, Healdsburg, CA**



**SAFERAK® 32P POWERED MOBILE RACKING SYSTEM FOR COLD STORAGE**

**Cold Storage, Swiftwater, PA**

## WHAT ELSE DO WE DO?

**STORAGE SOLUTIONS THAT HELP YOU TO GROW FROM THE INSIDE, OPTIMIZE AND GET RESULTS.**



**HEAVY-DUTY MOBILE STORAGE SYSTEMS**



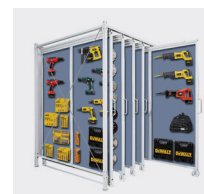
**SHELVING SYSTEMS**



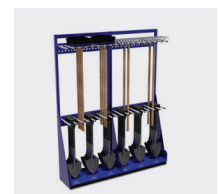
**INDUSTRIAL MODULAR DRAWERS**



**CABINETS**



**HANGING STORAGE SCREENS**



**HANGING STORAGE PANELS**

# WHY CHOOSE MONTEL INDUSTRIAL STORAGE SOLUTIONS?



## GAIN RESULTS FROM YOUR SQUARE FOOTAGE: FAST ROI

Save 50% or more of your value generating floor space.



## WORK WITH STORAGE-SAVVY EXPERTS

We manufacture the one and only solution. The best one.



## TOTAL OFFER CUSTOMIZED TO YOUR NEEDS

We will go to any length, depth, width, height, and weight.



## BETTER ORGANIZE YOUR SKUs

Gain productivity while inventory management & security are improved.



## MEET YOUR ENVIRONMENTAL OBJECTIVES

Minimize your environmental impact by reducing and optimizing your footprint.

# OUR MISSION

**THE EMPLOYEES OF MONTEL SET OUT A VERY PERSONAL OBJECTIVE: BUILD THE BEST STORAGE SYSTEMS IN THE WORLD.**

Their talent, commitment and dedication have been put to the test numerous times.

At Montel, client satisfaction is an ongoing priority. Our highly competent Authorized Montel Distributors are specialists in providing turnkey project solutions including space planning, design and floor loading consulting services, and factory certified system installations. They are also committed to providing a high level of professionalism and an outstanding customer service before and after the sale.

## MONTEL INTERNATIONAL PRESENCE



**68**  
COUNTRIES

**MONTEL ACHIEVED PRESTIGIOUS REALIZATIONS IN MORE THAN 68 COUNTRIES**

**65**  
DISTRIBUTORS

**65 AUTHORIZED MONTEL DISTRIBUTORS AROUND THE WORLD**

**SINCE**  
**1924**

**MORE THAN 9 DECADES OF KNOW-HOW**

## OUR CLIENTS



## CERTIFICATIONS & STANDARDS



For the most recent version of this document, please go to the Montel website at [www.montel.com](http://www.montel.com). In case of discrepancy, the web version takes precedence over any printed literature.



877-935-0236  
[sales@montel.com](mailto:sales@montel.com)  
[www.montel.com](http://www.montel.com)