

AVALON

DESIGN * PROTOTYPE * PRODUCTION



AVALON

CONTACT INFO

☐ **Buck Steffens, President - Avalon**

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AVALON

INTRODUCTION

- 
- ❑ **Avalon founded in 1993 by Buck Steffens**
 - ❑ **Avalon business model developed from 23 years of Management/Ownership experience at Equipment Manufacturing Inc. (EMI)**
 - ❑ **ISO 9001:2000 – December 2003**
 - ❑ **Over 1,000,000 square feet of production capacity utilizing qualified fabrication consortium**
 - ❑ **Sales approximately \$5 million in 2011**
 - ❑ **Located in Hale, Michigan**

AVALON

Plant Locations:



MICHIGAN FACILITY:

(Detroit area)

- 40,000 Square Feet
- 4 Production line capacity.
- Prototype and Technical Center
- Press brake/Shear/Punch machinery
- Wet Spray paint system
- ISO 9001:2000 registered.



KENTUCKY FACILITY :

- 225,000 Square Feet
- (3-4) Production line capacity.
- Plasma cut and large shear equipment.
- Multiple sizes of CNC press brakes.
- (3) Robotic welding cells.
- (4) Automated wire mesh welding lines.
- Steel bulk and wire mesh containers.
- (4) Automated wire mesh welding lines.
- Powder Coat painting.
- ISO 9001:2000 registered.



CANADIAN FACILITY:

- 20,000 Square Feet
- 37 Employees, 1 Shift
- CNC Laser and Plasma Cutting
- CNC Drill and Mill
- CNC Sheer and Form
- Wet Spray paint system (In-House)
- Powder-Coat system (Out Sourced)
- ISO 9001:2000 registered.



TENNESSEE AND ALABAMA



IOWA FACILITY :

- 100,000 Square Feet
- 3 Production line capacity.
- Laser and Plasma cut equipment.
- Turret press and multiple mechanical presses up to 900 ton capability.
- Robotic welding.
- Tool room in-house.
- Powder Coat painting system in-house.
- ISO 9001:2000 registered.



MEXICO FACILITY:

- 465,000 Square Feet
- 6 Production line capacity.
- CNC Laser cutting and CNC turret press capabilities.
- Multiple sizes of mechanical and CNC press brakes.
- Wire mesh semi-automatic machine.
- Airless paint system
- Capable of producing up to 3,200 racks per month.
- ISO 9001:2000 registered.

AVALON

OBJECTIVES

- ❑ Develop New Products / Services
- ❑ Expand Customer Base
- ❑ Diversify Product & Service Offering
- ❑ Build on Continuous Improvement Strategies for Integrated Engineering Design, Prototype, and Build Business Model
- ❑ Develop Strategic Alliances to Grow Sales Channels in Target Markets / Key Geographic Regions
- ❑ Goal is to Grow North American Market Share While Continuing to Establish a Global Presence

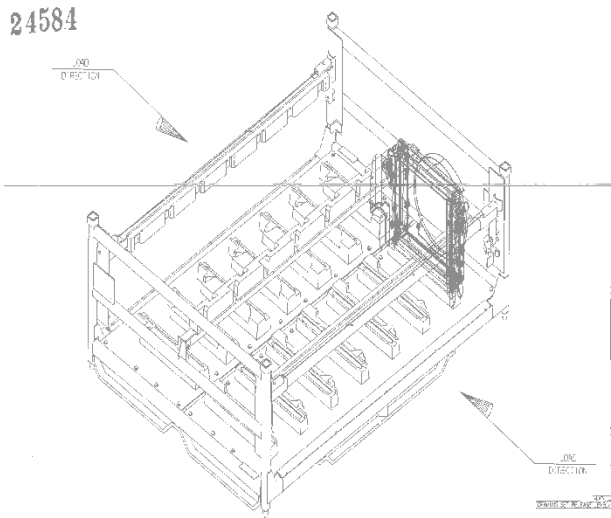
*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON



Engineering Services

- ❑ Program Management
- ❑ Design Engineering
- ❑ Packaging Engineering



Rack Design Management

- ❑ Manage Standard Drawing Format
- ❑ Manage Standard Design Formats
 - **Common Environments**
 - **Common Project Tables**
 - **Drawing Layering Standards**
- ❑ Facilitate and Manage Meetings on a Regular Basis
- ❑ Re-Develop & Maintain Standard Drawings
 - **Dunnage Drawings**
 - **Tooling Database**
 - **Dunnage Bars**

Total Program Solutions

AVALON

Electronic Data & Design

*Efficiently manage electronic product data while creating quality equipment, tooling, and packaging solutions utilizing **standard methodologies** libraries and industry experience.*

- 
- ❑ Electronic Data Transfer
 - ❑ Drawing Management
 - ❑ Data Warehousing
 - ❑ Standards Consulting
 - ❑ Budget Management
 - ❑ AutoCad
 - ❑ CATIA
 - ❑ Solid Works
 - ❑ SDRC - IDEAS
 - ❑ Unigraphics

Total Program Solutions

AVALON

Fabrication

We offer complete services for:

❑ Structural Steel Racks, Tubular Racks, Wire Baskets, Containers

- Tube Cutting, Bending and Fabrication
- Laser/Plasma Cutting, Drilling, Punching, CNC
- TIG, MIG and Spot Welding
- Presses (50-1250 Ton)

❑ Dunnage

- Plastic
 - Injection Molded
 - Extruded
 - Thermoformed
 - Corrugated
 - Machined

❑ Dunnage

- Foam
 - X Link/PE
 - Structural
 - Urethane
- Vinyl on Steel
- Extruded Rubber
- Formed Galvanized
- Stainless Steel

❑ Coating

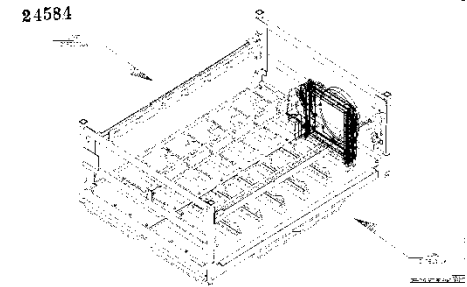
- Powder Coat (Paint)
- Wet Applications (Paint)
- E-cote
- Urethane Spray
- Zinc Dichromate

Total Program Solutions

AVALON

Containerization

- ❑ Packaging Designs that Focus on the Best Manufacturing Solutions
- ❑ Determining the Best Design for each part
- ❑ Project Manage each Container & Rack from Concept through approved Prototype and Implementation
- ❑ Analysis of each Packaging solution for:
 - **Ergonomics**
 - **Automation Interface Requirements**
 - **Part Integrity**
 - **Density**
- ❑ Complete Part Plan from Supplier to End-User



AVALON

PARTIAL CUSTOMER LIST

AMERICAN AXLE	DETROIT DIESEL	JOHNSON CONTROLS	NIPPONDENSO
AMERICAN SUNROOF	DONNELLY GLASS	KENWORTH TRUCK	PENSTONE
AUTO ALLIANCE	EAGLE BEND	KTH	PILKINGTON
ACH	F & P AMERICA	L & W ENGINEERING	PLASTIC OMNIUM
AXLE ALLIANCE	FEDERAL EXPRESS	LEAR CORP.	PPG INDUSTRIES
BENTELER IND.	FINDLEX CORP.	LENAWEE STAMPING	PREFERRED TECH. GROUP
BIG 3 PRECISION	FLEX N GATE	MSX INTERNATIONAL	PROGRESSIVE STAMPING
BLUE RHINO / LOWES	FORD MOTOR CO.	MACK TRUCK	SSAB HARDTECH
BMW	G & L INDUSTRIES	MARK ONE PLASTICS	SPORTRACK
BRIDGEWATER INTERIORS	GM NAO	MASTERGUARD	TRW
BUDD CORP.	GUARDIAN IND.	MASTER PRECISION	TS TRIM
CIMSA OF MEXICO	HARLEY DAVIDSON	MAZDA N. AMERICA	TAILOR WELDED BLANKS
COLLINS & AIKMAN	HATCH STAMPING	MIDWAY PRODUCTS	TOWER AUTOMOTIVE
COOPER TIRE	HAYES LEMEREZ	MODERN ENGINEERING	VEH-COM
DAIMLERCHRYSLER	HONDA OF AMERICA	MODERN TOOL & DIE	VISTEON
DAVIS TOOL	HONDA OF CANADA	MOTION SAVERS	WISCONSIN FINE BLANKING
DELPHI HARRISON	INTERNATIONAL TRUCK ISUZU	NAACO MATERIAL HANDLING	
DEMME CORP.	JAC PRODUCTS		

AVALON

Benefits of Sourcing Avalon

- ❑ Experience – (33) Years of combined experience.
- ❑ Integrated Engineering Business Model Using ISO Certified Processes
- ❑ Complete Turn-Key Capability for Design, Prototype, and Build of Returnable Packaging / Containerization, Program Management, Industrial Engineering, Material Handling Management and Rework Services
- ❑ World Class fabrication using APQP disciplines supported by experienced Field Service personnel
- ❑ Consortium of qualified fabrication suppliers with over 1,000,000 sq. ft. of capacity
- ❑ Vendor Codes:

Ford Motor Company	R3B8B
Chrysler	60303
General Motors	80-911-8888

*Integrated Solution = Cost Savings, On Time Performance
& Quality Improvements*

AVALON

Additional Benefits of Sourcing AVALON

- ❑ Broad and constantly growing experience base in diverse industries
- ❑ Strategic partner focused on value added initiatives
- ❑ Objective third party management of process that forces visibility and accountability
- ❑ Organization that is flexible and adaptive to change
- ❑ Active internal management structure that identifies risks/opportunities for quick response and resolution/implementation
- ❑ Integration of overall program perspective early on to avoid unnecessary and costly changes later in the process
- ❑ Financial stability insures long term growth/staying power

*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

STANDARD CONTAINERS NEW AND REFURBISHED

SMF-4



CC-3A



CC-71



COLLAPSED

*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

SPECIALITY RACKS

(NEW AND/OR MODIFY EXISTING FLEETS)



*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

WIRE BASKETS

(NEW AND REFURBISHED)

BLOCKER BEAM RACK

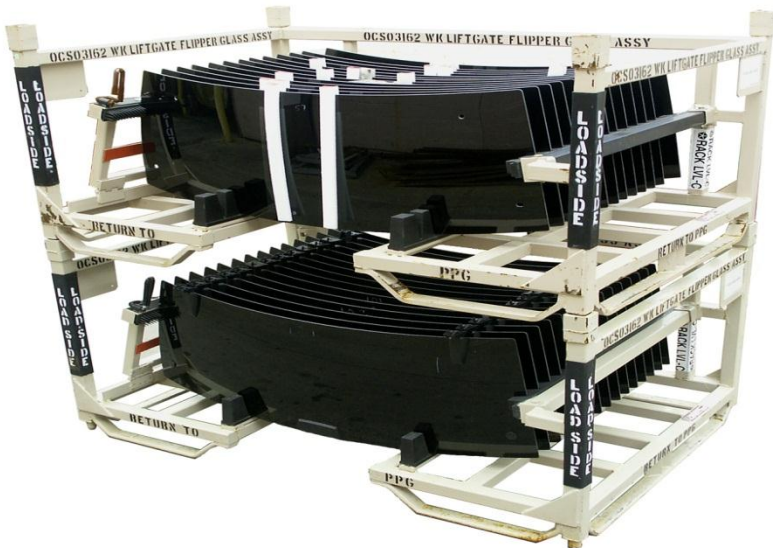


*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

GLASS RACKS

NEW AND/OR MODIFY EXISTING FLEETS



*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

NEW AND/OR MODIFY EXISTING FLEETS

BAG RACK



WIP RACK



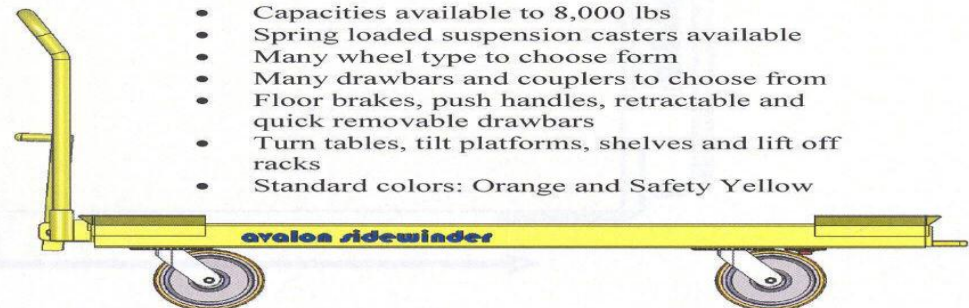
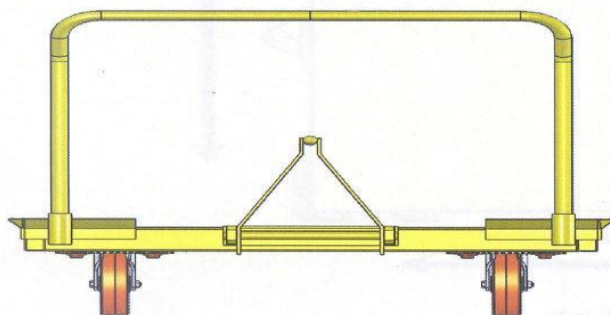
*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*



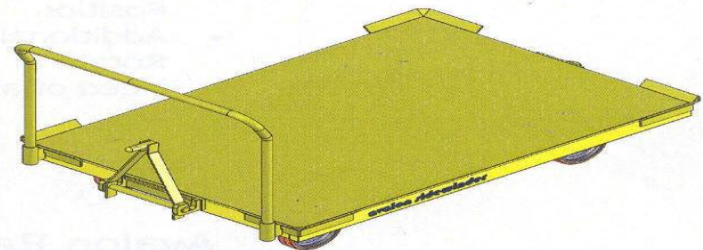
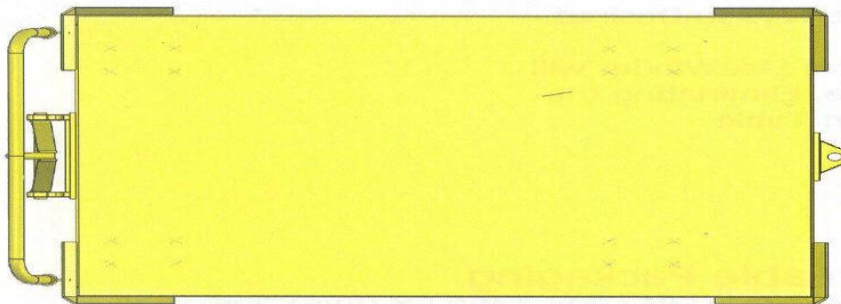
SideWinder Self Steering Trailers

Avalon SideWinder trailers offer maximum maneuverability

Our SideWinder trailers turn all four wheels, eliminating drifting in turns and allowing longer trains. Wheel scrubbing when towed through corners has been eliminated making the SideWinder easy to tug, hitch, unhitch, and manually position. They are available in a range of sizes and capacities, with a variety of decks, including shelves, turntables, tilts and roller conveyors.



- Capacities available to 8,000 lbs
- Spring loaded suspension casters available
- Many wheel type to choose from
- Many drawbars and couplers to choose from
- Floor brakes, push handles, retractable and quick removable drawbars
- Turn tables, tilt platforms, shelves and lift off racks
- Standard colors: Orange and Safety Yellow



Avalon Returnable Packaging, Inc.

5356 E. M-55, Hale, MI 48739

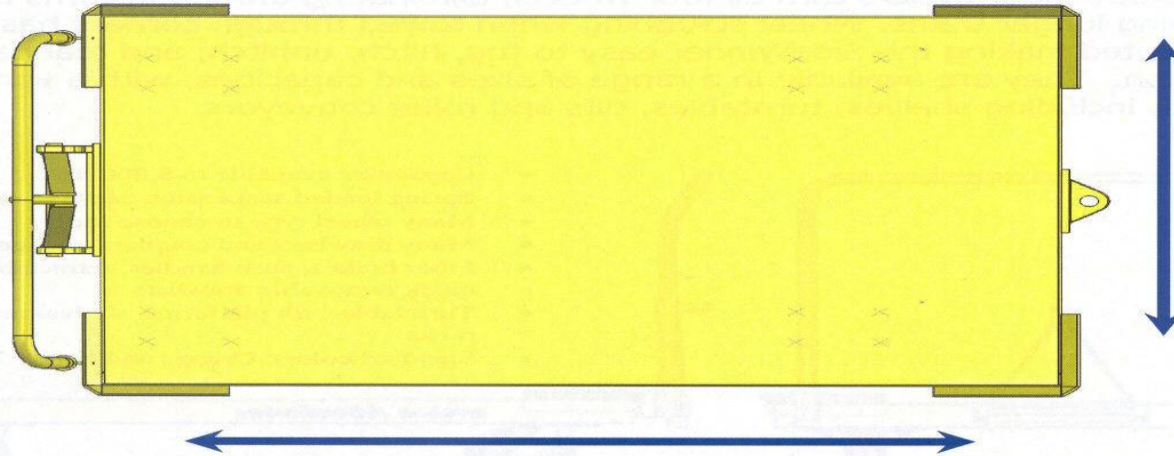
Phone: 810-459-3027 Fax: 586-408-6042

Email: Avalon@avamat.com Website: www.avamat.com



SideWinder Self Steering Trailers

Avalon SideWinder trailers offer maximum maneuverability



- The SideWinder will Easily Push Forward & Pull Reverse or Hand Maneuver Sideways to Desired Position.
- Additionally, the SideWinder will Rotate in Place, Eliminating the Need of a Turn Table

Avalon Returnable Packaging, Inc.
5356 E. M-55, Hale, MI 48739
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AVALON

DOLLY CARTS

DESIGNED TO SUIT APPLICATION



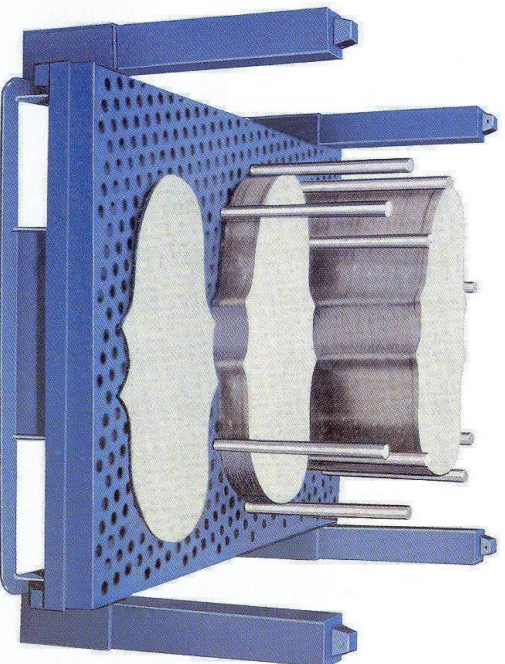
*Integrated Solution = Cost Savings, On Time
Performance & Quality Improvements*

AVALON

PINIT PALLET

Just Set the Pallet Pins Where You Want Them, and

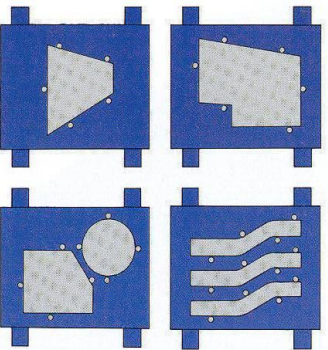
FILL IN THE BLANKS



NO BANDING REQUIRED

That's how Avalon's unique, new **Pinit Pallet™** lets you stack, and transport blanks safely, easily and efficiently. Ideal for both in-plant use and intra-plant shipping, this revolutionary new pallet handling system eliminates the need for costly banding, and reduces labor costs. Rugged, all steel welded construction, the **Pinit Pallet™** is designed for use with forklift trucks, overhead cranes and roller conveyors. Also adaptable to robotic systems. Sizes to fit any application. Capacities to 10,000 lbs.

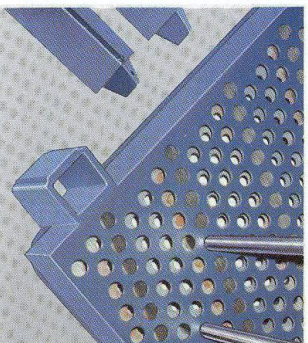
**Accommodates Blanks
of Any Shape or Size**



Perforated base plate design allows pin placement that conforms to any size or shape blank. **Pinit Pallet™** easily handles single or multiple blank stacks, as required.

Removable Corner Posts

Pinit Pallet's™ unique design and construction features include integral corner sockets which accept optional, removable corner posts for safe, space-saving pallet stacking.

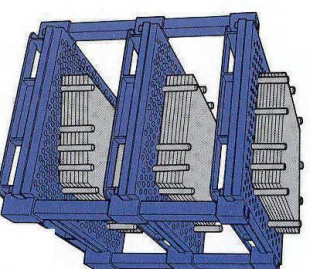
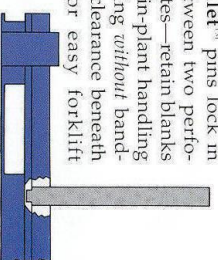


Stackable for Compact Storage

Pinit Pallet™ can be stacked 3 high at full capacity for compact storage near the blanker and in warehouse areas.

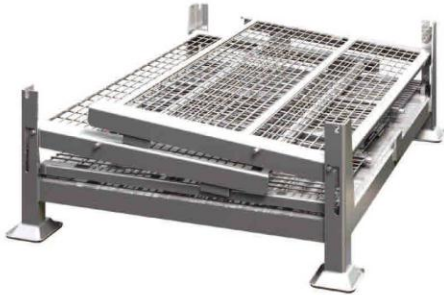
**Shoulder-Lock
Steel Pin Design**

Pinit Pallet™ pins lock in place between two perforated plates—retain blanks for safe, in-plant handling or shipping, *without* banding. 4" clearance beneath pallet for easy forklift access.



AVALON

Standard In Stock Bins & Baskets



40.5" x 34.5" Series
Standard Steel Bins



AVAILABLE IN:

Standard Zinc-Galv. Plated Finish

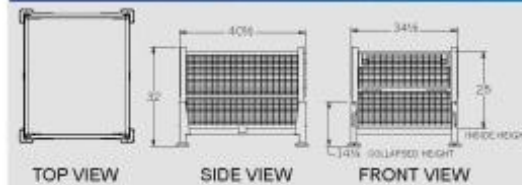
KD2GW-01



COLLAPSED



2 GATES OPEN



KD2GW-01

Knock Down,
2 Gate,
Wire Mesh
Steel Bin

Size: 40 1/2" x 34 1/2" x 32"
Overall Height

Load Capacity: 3200 lbs.

Inside Usable Volume: 18 Cubic Feet

Features:

- Half-Drop Gates on Both 34 1/2" Sides
- Wire Mesh 2" x 1" c/c x .148" g (9 Gauge) - 4 Sides
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with Standard Zinc-Galv. Plated Finish

Stacking Features:

Max. Stack Height: 5 Bins in Warehouse (in upright position and full)

108 Upright Bins Fit on 53' Trucks

252 Collapsed Bins Fit on 53' Trucks

Inter-Stackable with all other 40.5" x 34.5" Series Standard Steel Bins



STACKED 3 HIGH
FOR TRUCK SHIPMENT



STACKED 7 HIGH
FOR TRUCK SHIPMENT

AVALON

Standard In Stock Bins & Baskets

KD2GS-01



COLLAPSED



2 GATES OPEN



AVAILABLE IN:

Standard Zinc-Galv. Plated Finish

KDW-01



COLLAPSED



2 SIDES DOWN

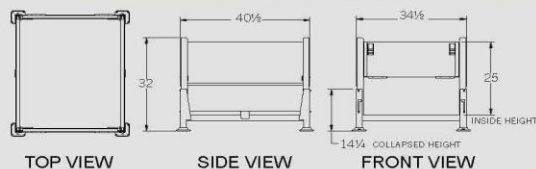


AVAILABLE IN:

Standard Zinc-Galv. Plated Finish

KD2GS-01

**Knock Down,
2 Gate,
Sheet Metal
Steel Bin**



Size: 40 1/2" x 34 1/2" x 32"
Overall Height

Load Capacity: 3200 lbs.

Inside Usable Volume: 18 Cubic Feet

Features:

- Half-Drop Gates on Both 34 1/2" Sides
- Sheet Metal on 4 Sides with Safety Edges
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with Standard Zinc-Galv. Plated Finish

Stacking Features:

Max. Stack Height: 5 Bins in Warehouse (in upright position and full)

108 Upright Bins Fit on 53' Trucks

252 Collapsed Bins Fit on 53' Trucks

Inter-Stackable with all other

40.5" x 34.5" Series

Standard Steel Bins



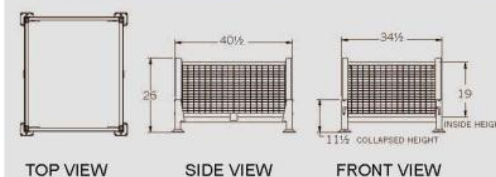
STACKED 3 HIGH
FOR TRUCK SHIPMENT



STACKED 7 HIGH
FOR TRUCK SHIPMENT

KDW-01

**Knock Down,
Wire Mesh
Steel Bin**



Size: 40 1/2" x 34 1/2" x 26"
Overall Height

Load Capacity: 3200 lbs.

Inside Usable Volume: 14 Cubic Feet

Features:

- Wire Mesh 2" x 1" c/c x .148" ø (9 Gauge) - 4 Sides
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with Standard Zinc-Galv. Plated Finish

Stacking Features:

Max. Stack Height: 7 Bins in Warehouse (in upright position and full)

144 Upright Bins Fit on 53' Trucks

324 Collapsed Bins Fit on 53' Trucks

Inter-Stackable with all other

40.5" x 34.5" Series

Standard Steel Bins



STACKED 4 HIGH
FOR TRUCK SHIPMENT



STACKED 9 HIGH
FOR TRUCK SHIPMENT

AVALON

Standard In Stock Bins & Baskets

KDS-01

R2GS-01



COLLAPSED



2 SIDES DOWN



1 GATE OPEN



2 GATES OPEN



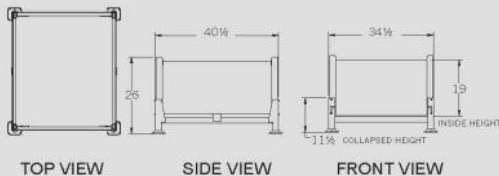
AVAILABLE IN:

Standard Zinc-Galv. Plated Finish

AVAILABLE IN 2 COLOURS:

Standard Grey Enamel Finish

Standard Blue Enamel Finish

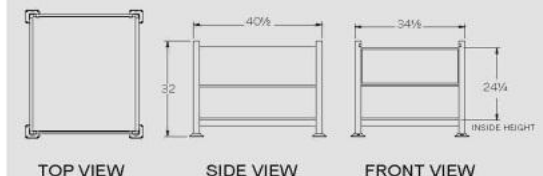


KDS-01

Knock Down,
Sheet Metal
Steel Bin

R2GS-01

Rigid
2 Gate,
Sheet Metal
Steel Bin



STACKED 4 HIGH
FOR TRUCK SHIPMENT



STACKED 9 HIGH
FOR TRUCK SHIPMENT

Size: 40 1/2" x 34 1/2" x 26"
Overall Height
Load Capacity: 3200 lbs.
Inside Usable Volume: 14 Cubic Feet

Features:

- Sheet Metal on 4 Sides with Safety Edges
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with Standard Zinc-Galv. Plated Finish

Stacking Features:

Max. Stack Height: 7 Bins in Warehouse (in upright position and full)
144 Upright Bins Fit on 53' Trucks
324 Collapsed Bins Fit on 53' Trucks

Inter-Stackable with all other 40.5" x 34.5" Series Standard Steel Bins

Size: 40 1/2" x 34 1/2" x 32"
Overall Height
Load Capacity: 3200 lbs.
Inside Usable Volume: 18 Cubic Feet

Features:

- Half-Drop Gates on Both 34 1/2" Sides
- Sheet Metal on 4 Sides
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with optional Standard Grey or Blue Enamel Finish

Stacking Features:

Max. Stack Height: 5 Bins in Warehouse
108 Bins Fit on 53' Trucks

Inter-Stackable with all other 40.5" x 34.5" Series Standard Steel Bins



STACKED 3 HIGH FOR TRUCK SHIPMENT



AVALON

Standard In Stock Bins & Baskets

R2GW-01

R2GWF-01



1 GATE OPEN



2 GATES OPEN



1 GATE OPEN



2 GATES OPEN

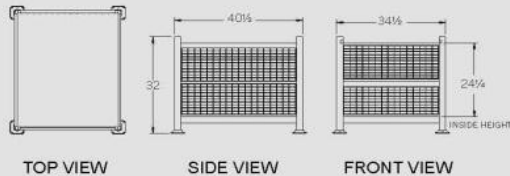


AVAILABLE IN 2 COLOURS:

Standard Grey Enamel Finish Standard Blue Enamel Finish

AVAILABLE IN 2 COLOURS:

Standard Grey Enamel Finish Standard Blue Enamel Finish



R2GW-01

Rigid,
2 Gate,
Wire Mesh
Steel Bin

Size: 40 1/2" x 34 1/2" x 32"
Overall Height
Load Capacity: 3200 lbs.
Inside Usable Volume: 18 Cubic Feet

Features:

- Half-Drop Gates on Both 34 1/2" Sides
- Wire Mesh 2" x 1" c/c x .148" ø (9 Gauge) - 4 Sides
- Sheet Metal Floor on Tubing Base Structure
- Steel Bin with optional Standard Grey or Blue Enamel Finish

Stacking Features:

Max. Stack Height: 5 Bins in Warehouse
108 Bins Fit on 53' Trucks

Inter-Stackable with all other 40.5" x 34.5" Series Standard Steel Bins



STACKED 3 HIGH FOR TRUCK SHIPMENT

R2GWF-01

Rigid,
2 Gate,
Wire Mesh
Steel Bin

Size: 40 1/2" x 34 1/2" x 32"
Overall Height
Load Capacity: 3000 lbs.
Inside Usable Volume: 18 Cubic Feet

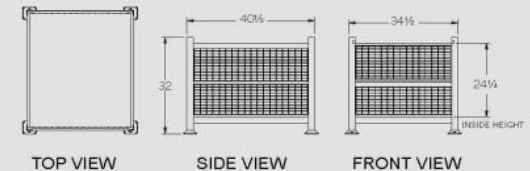
Features:

- Half-Drop Gates on Both 34 1/2" Sides
- Wire Mesh 2" x 1" c/c x .148" ø (9 Gauge) - 4 Sides
- Wire Mesh 2" x 1" c/c x .187" ø (3/16" ø) Floor on Tubing Base Structure
- Steel Bin with optional Standard Grey or Blue Enamel Finish

Stacking Features:

Max. Stack Height: 5 Bins in Warehouse
108 Bins Fit on 53' Trucks

Inter-Stackable with all other 40.5" x 34.5" Series Standard Steel Bins



STACKED 3 HIGH FOR TRUCK SHIPMENT

BUREAU VERITAS
Certification



Certification

Awarded To

AVALON RETURNABLE PACKAGING, INC.

18000 MALYN BOULEVARD
FRASER, MI 48026 USA

Bureau Veritas Certification North America, Inc. certifies that the management system of the above organization has been audited and found to be in accordance with the requirements of the management system standards and scope of supply detailed below

STANDARDS

ISO 9001:2000

SCOPE OF SUPPLY

**THE DESIGN AND MANUFACTURE OF MATERIAL HANDLING
PRODUCTS**

Original Approval Date: 10 October 1998

Subject to the continued satisfactory operation of the Organization's Management System, this certificate will remain valid until: 7 February 2010

Further clarifications regarding the scope of this certificate and the applicability of the management system requirements may be obtained by consulting the organization.

Certificate No: CA 08000431

Issue Date: 1 May 2008

Certification Authority and Managing Office
Bureau Veritas Certification Canada
2550 Matheson Blvd. E. Suite 126, Mississauga,
Ontario, Canada

