



WPSS Training Module #10

Be a hero: how to help end-users save more on storage solutions

One of Western Pacific's newest product-training modules focuses on how you can be even more of a hero to your customers by helping them save money on storage solutions.



Coincidentally, this same training will help you see how you can put greater profits into your own pocket at the same time you are helping your customers find ways to save money.

If this is of interest to you, ask for Training Module #10.

In one-quarter hour, you will learn about the following from the Western Pacific Storage Solutions sales representative assigned to your region:

- Proper installation of foot plates
- The difference between and pluses / minuses of: open and closed shelving
- Weight considerations
- Perimeter aisle choices: pros + cons
- Lighting considerations – enhance your value to the customer
- End-of-row-protectors– make more money while helping your customer promote shelving longevity

WPSS Training Module #9

Taking the mystery out of multi-level shelving systems

Many storage solution professionals have not been involved with multi-level shelving systems. So when they see potential for it, they may refrain from suggesting it because they are not comfortable with it.

In one-quarter hour, you will gain insight, receive education and training that you can put to good use with your end-user customers:

- Adding floors and stairs
- Loading—Weight considerations
- Shrink the footprint—go vertical as much as possible

Kick up your storage-solution knowledge a notch. Learn new storage solution options. Click here: www.wpss.com/contact/ to request training module #10 or #9 from your Western Pacific Storage Solutions regional sales representative.