



## Shelf Master employs WPSS work platforms to maximize limited space

### Rapidly-growing medical device manufacturer needed efficient storage answer

**B**usiness growth often comes with a challenge. A manufacturer of popular ultrasound equipment was celebrating a rise in demand, but they were running out of space to store new and refurbished units, pre-distribution.

To tackle the problem, they turned to Shelf Master based in Anaheim, California, with a good reputation for providing storage and material handling solutions.

“They didn’t want to move, so we had to look for a way to maximize the space they already had,” said Kirk Kramer, president of Shelf Master. Kirk’s first thought: a work platform (mezzanine) design from Western Pacific Storage Solutions ([www.wpss.com](http://www.wpss.com)).

The WPSS work platform is a safe and solid, two-level system capable of doubling usable floor space – a far less expensive alternative to a new building.

Kirk stated, “The client’s packaging is pretty simple, form-wise. The unit comes in a simple box, and the boxes are stacked on a pallet. So I put together a layout drawing to show them how much space they could save with the WPSS work platform (mezzanine).”

An additional WPSS feature really put it over the top. “You know, everything in this industry is grey,” Kramer continued. “But WPSS worked with us. The end-user chose a black for the

columns to contrast with the galvanized beams, and the aesthetics really worked.”

Kirk added, “Western Pacific’s Scott Hebert, Western Regional Sales Manager, was great throughout, and supported us right away. We’ve worked with WPSS for over 40 years, and they are our go-to supplier for steel shelving, boltless shelving and work platforms.”

“The end-user device manufacturer has given us repeat business as a result,” Shelfmaster’s president said. “We did the first work platform in March 2016, completed a second in March 2017, and we’ve quoted a third one for the end of the year.”

Western’s CEO, Tom Rogers, stated, “We enjoy supporting excellent firms like Shelf Master that come up with time-tested solutions for efficient storage. Our engineers are committed to maximizing limited space with the strength and savings that work platforms (mezzanines) can provide.”



**We welcome your inquiries.**  
 Contact Valerie at **909-451-0303**  
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