

# Project Installations & Implementations

## SCHEME & EQUIPMENT, INC. ENGINEERED HANDLING SYSTEMS

Different projects call for different implementation approaches. Scheme & Equipment, Inc. (SEI) has the ability to tailor the appropriate implementation to your needs. Some customers have the staffing and scheduling to take care of all of the trades work on their project; some clients have the ability to do portions of the work. Some customers are simply staffed for other types of concerns. Regardless of your capabilities and desires, you can rest assured that SEI has the resources to bridge any remaining gaps in the scope of work. We can also provide turnkey services for even the most complicated projects.

We know that there are four key elements to an effective work trades staff. Those four elements are experience, leadership, motivation, and direction. We choose to use primarily workers with the knowledge base that comes from proper training, and most of our workers are very experienced in what they do. This brings us to the second key element, leadership. A seasoned foreman with leadership skills will get the most out of any experienced tradesman, and will be able to provide the training and patience that a less experienced worker needs to be successful. Our foremen are the day-to-day leaders on your job. As your closest daily contact during the implementation phase, the foreman is critical. We always strive to provide very competent foremen. The third key element is motivation. Working toward completion in a timely manner is desirable for you, the customer. It is also desirable for us. We tell our people to stop to think when it is appropriate, ask questions to avoid delays, follow all safety and workplace rules, work cooperatively, and strive diligently toward the goal of an efficiently completed project. Our fourth key element is direction. Your Project Manager is the liaison between our integration staff and your project, and is often the very same application engineering contact that you have been dealing with from the start. That SEI project manager takes the responsibility for getting the proper drawings, instructions, and any other important information into the hands of the foreman. While the foreman looks at how to get something done, the project manager provides the vision of the end result. When a staff with all of these four elements are combined with the appropriate equipment, tools, and consumables, your project moves smoothly to completion.

Every project and every Process is different, so the SEI proposal to you will include the elements we anticipate providing for your custom project. If we might fail to anticipate an element that you need from us, simply ask us for a revision that includes that element.



Field  
Assembly



Field Wiring



Conveyor Installation  
and Repair



Machinery  
Placement  
And  
Installation

Conveyors \* Process Equipment \* Packaging Equipment \* Implementation

## SCHEME & EQUIPMENT, INC.

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# Project Installations & Implementations

We recognize that Material Handling Projects are occasionally implemented in somewhat hostile environments. If your project will need to be installed in a hot or cold environment, indoors or outdoors, rest assured we are used to a certain amount of that. Let us know what to expect in advance, and we will be sure to give you a courteous, professional and competitive approach regardless of the conditions. To keep your costs down, we also typically like to know if you will supply any personnel lifts, forklifts, or other needed machinery, and whether you will unload the equipment. We will typically want to supply our own hand or power tools. Our goal is to give you some input and options in planning for a successful project.



## Sales Outlets

Sales Organizations that offer the various products of Scheme & Equipment, Inc. are readily available for your convenience. Call us today so that we can define your interfacing needs based upon criteria like market experience, Location, Complimentary Products, Personality, and Project Complexity. We will find a good match!

Scheme & Equipment, Inc. (SEI) was incorporated in 1966 as a Delaware Corporation. Later that same year, SEI was licensed in the state of Illinois. From 1966 through 1988, SEI was a wholly-owned subsidiary of a Consulting Engineering Company. That Engineering Firm is involved in Capital expansion programs. SEI is now an independent Corporation, but the two Companies still cooperate occasionally on projects.

In the early years, SEI was involved in primarily bulk material handling (agricultural products, salt, mining, gravel, quarrying, etc.). The local decline of heavy industries in the early 1970's led to a diversification into unit (package, pallet, product) handling. These product lines were followed during the 1990's by a move into the sale and implementation of Packaging Equipment lines. Meanwhile, many industrial customers sought assistance from SEI in installing their new facilities. Increased expertise led to the ability to do large turnkey projects.

Today, Scheme & Equipment, Inc. is involved in the developing and implementing of bulk and unit material handling projects, and the supply of process and packaging equipment products (altogether more than 90% of our work), plus specialty construction for industrial, commercial and institutional customers (the remainder). No consumer products are offered.

Sales are nationwide, with a high percentage in the Midwest. SEI also exports equipment. Our Clients range from one-man shops to the Fortune 100. A large percentage of sales are through resellers or representatives, but direct sales are also offered to some customers.

## A FULL HAND OF LITERATURE



## Featuring Our Other Material Handling Products!

We hope that you are pleased with our Project Installations & Implementation Flyer. Please visit our Website or Call for our other literature pieces which are dedicated to the areas of Case Studies, Conveyor Equipment, Packaging and Process Solutions, and our Layout and Integration Capabilities. Feel free to call our sales department at 630-963-0630 for more information or for application & specification assistance as required.

Conveyors \* Process Equipment \* Packaging Equipment \* Implementation

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