



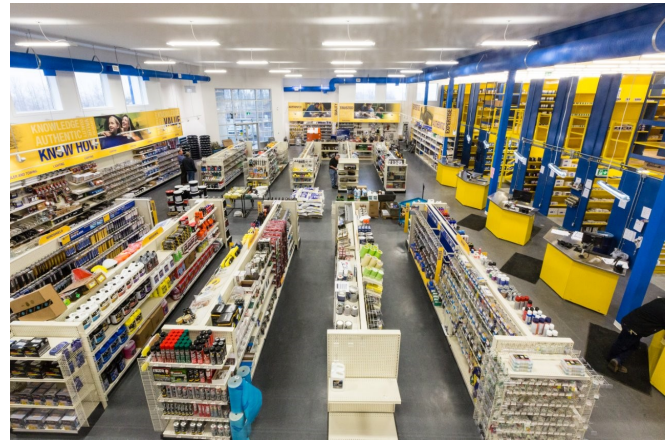
Case Study

NAPA Drayton Valley, AB

Brent Thiessen, President of Drayton Valley Auto Parts Group, understands the importance of planning ahead when designing a new parts store. When he recently expanded his business into the growing heavy duty parts market, he knew it was time to build a new purpose built facility. Over the past 20 years, Brent has trusted Waymarc for his storage systems and they were his first call in the planning phase. "I sat down with Sean and John from Waymarc and we designed the store from the inside out, not the outside in!"

Brent and the Waymarc team created a plan that met his current needs and also allowed for future growth. "The design experience was wonderful! We accomplished all our design goals (for the new location) - it was a real team effort." Productivity and efficient flow of the store was a large consideration of the layout design. "Parts move fastest in a straight line," said Brent, "and the design we created together meets that goal now and in the future."

Brent and the Waymarc team designed the mezzanine in a modular style, allowing for reconfiguration and expansion of future retail and high density parts storage.



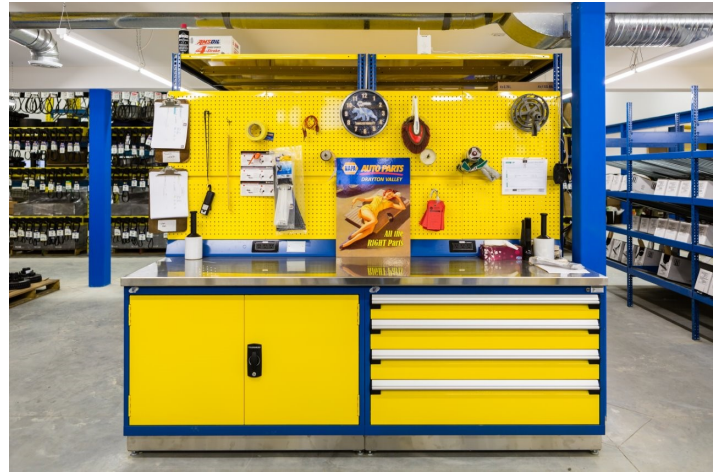
Clockwise from bottom left: Durable sales counters, beautiful new storefront, expansive retail area, parts mezz and customer service

Another area of specific success is the sales counters. “They are phenomenal! The counters are solid and the stainless tops look great, they were also perfectly designed for our IT equipment. Having an individual workstation adds value to the customer experience—they feel like *this is my space and this is my NAPA rep.*”

The store has become a destination of sorts within Drayton Valley and the NAPA team is very proud of their new facility. “The finished product is fantastic, we walk in here every day and talk about how great the store looks.” Brent hears 3 comments from his customer when they stop in for the first visit:

1. WOW!
2. Finally, somebody got it right!
3. As good or better than a big city store!

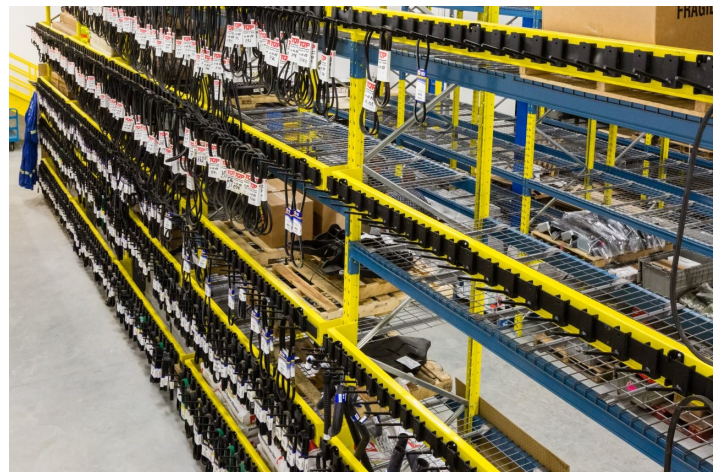
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Top: View from the top level of the parts mezzanine
Above: Shipping & receiving workbench
Bottom: Rugged Rail belt storage system mounted to pallet rack
Left: Steel shelving and high density drawers in shelving

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Brent Thiessen, President
NAPA Drayton Valley



For more information on innovative storage solutions:

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