

# MAYLINE® GROUP SUCCESS STORY



## TIME TO MOVE TO THE BASEMENT!

Rapides Regional Medical Center in Alexandria, Louisiana had outgrown their records storage on the third floor of their facility and wanted to utilize the basement of the building which afforded them more storage space. Kelli B. Campbell, RRA, Medical Records Service Coordinator, called upon the Mayline Group dealer sales representative in their area, Phil Jordan of Sayes Office Supply, to solve their high density storage issues. After evaluating the space, the media to be stored and other challenges of moving to the basement, Phil contacted Mayline Space Planning and Sales to assist in maximizing and utilizing the new space with the available footprint to effectively meet current and future storage requirements. Phil presented Kwik-File's Mobile Aisle Storage Systems to his customer -- a solution to achieve easier accessibility, greater security and increased productivity through design, in addition to increased storage capacity of more than 50%. RRMCC is a perfect example of where Mobile Aisle Storage Systems can help control rising costs by creating more "people" space and increased storage capacity.

There are many building and user considerations when planning and installing a high density storage system and that is where dealer experience and the expertise that the Mayline Team offers can be critical. Kelli wanted to reuse an old existing mobile storage system that was not flexible or compatible with the Mobile Aisle System. The dealer was able to utilize the shelving from the old system along the walls of the basement for additional storage to save the customer money on this \$200,000 list project. Other recommendations after Space Planning and Sales reviewed the layout were to pour a slab of concrete to level the floor which had a 4 ½" rise and to make sure the height of the system did not impede the sprinkler systems and other code requirements. RRMCC was not able to accept the delivery of the product upon arrival because the rework of the basement area had not been completed, but Sayes Office Supply was able to warehouse the shipment at no additional cost to the customer. This project was an example of a real team effort utilizing the dealer, Sayes Office Supply, Mayline's rep, John Windham of Buddy Brown Associates, and the Mayline Group's Space Planning and Sales group to provide storage solutions and reach the goal of a satisfied customer!

The Mayline Group is one of North America's largest niche contract furniture manufacturers, serving produce segments as diverse as adjustable computer workstations, high density filing systems, large format filing systems, mail center furniture, specialty seating, veneer and laminate casegoods, training/meeting room tables, and telecommunications/networking racking and enclosures.



*Kelli B. Campbell, RRA  
Medical Records Service Coordinator*

