

Fact Sheet: Valley Craft and Ovation by Valley Craft

Our Business

Valley Craft is the answer to business' materials handling challenges. **Ovation by Valley Craft** is the process for creating customized materials handling solutions – solving our customers' toughest problems to help them improve their profitability. We are the largest provider of private label goods to the material handling industry, with proprietary product distribution in over 14 countries.

Our Heritage

Valley Craft was founded in 1953 by Carl Weinman. Working as a beer distributor, Carl suffered an injury when he lost control of a hand cart on a stairway. Carl used his time in the hospital to develop a hand brake for his cart, and a company was born. The heart of the company continues to be innovative problem-solving for efficiency and worker safety. Today, we are owned by Liberty Diversified Industries (LDI), a privately held business that lives and breathes the values of Caring, Innovation, Trust and Excellence in its business relationships.

Our Home Base

We are headquartered in the Mississippi river town of Lake City, Minn., about 80 miles southeast of Minneapolis. We maintain a workforce of approximately 110 employees.

Our Products and Services

Ovation by Valley Craft:

Ovation is our customized materials handling solutions process. In particular, Ovation has become a solution for lean manufacturers who are looking for innovative ways to efficiently move materials on the manufacturing floor – methods that aren't tied to conveyer-era solutions. Instead, Ovation is helping manufacturers get materials to the right place on the manufacturing floor in ways that are quicker and safer than using off-the-shelf materials handling equipment. The process is adapted to the customer's individual challenge, and frequently includes direct participation by the customer's engineers. The process usually involves the following:

- A needs analysis
- Concept sketches from our designers and engineers
- Bringing the concept to life in 3-D computer-generated drawings
- Creating prototypes that are studied and fine-tuned
- Production using our own lean manufacturing process for speed and efficiency

Product Portfolio:

The foundation of Valley Craft is a wide portfolio of off-the-shelf materials handling products developed during our 50-plus years of problem-solving:

- Premium hand trucks and carts
- Forklift-mounted drum handling attachments – self powered and mechanical
- Portable lifts
- Cabinets and other storage solutions
- Warehouse trailers
- Production Carts
- A variety of related products

Our manufacturing capabilities include: Solidworks design services; manufacturing with primary metals including steel, stainless steel and aluminum; metals shearing, punching, drilling and bending; MIG or TIG welding; powdercoat and wet painting; pneumatics, hydraulics and electronics integration; assembly; and packaging.

Our Track Record

Here's a brief sampling of how Ovation by Valley Craft is helping our customers solve their materials handling challenges:

- A custom portable lift helps a large pharmaceutical manufacturer mix bulk compounds using an automatic system developed in partnership with Ovation.
- A custom trailer for the manufacturing floor of a major air conditioner company moves units of sheet metal quickly and efficiently to manufacturing work stations.
- A custom-designed mechanical lift at a uniform and linens service company prevents injuries by dramatically reducing the bending and lifting required to handle large containers of wet, heavy towels.
- A drum handling system helps prevent worker injuries at a water treatment company with an aging workforce.
- A heavy-duty machine for lifting and dumping large totes of broken glass destined for recycling reduces the potential for worker injury at recycling centers.
- A bio-hazard waste handling system at a renowned hospital system based in Rochester, Minn. keeps dangerous materials from being exposed to employees.

What Our Customers Say

"They didn't try to sell us what they had in stock. They cooperated with us in creating a custom product that we wanted." – Ohio-based services company.

"Valley Craft was able to supply us a superior product in only five weeks." – Major recycling company.

Find Out More

For more information, visit www.valleycraft.com or www.ovation-solutions.com.

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