



pre-installation planning

SPACEGUARD PRODUCTS

BY EDDIE MURPHY

Representatives of [Shell Office Systems](#) and [SpaceGuard Products](#) worked together to collectively supply wire mesh caging to a new Pre-engineered Metal Building (PEMB) at the Naval Air Station near Jacksonville, FL. The three cages will secure mobile shelving units for several departments.

This order was the first for Shell Office Systems as a SpaceGuard distributor,



and a first wire mesh caging project for its in-house installation team.

SpaceGuard's engineering team scheduled a meeting with both sales and installation representatives from Shell Office 2 weeks before the materials delivered to the job site.

The meeting, held virtually via Citrix's [GoTo Meeting](#) platform, covered everything required to

SPACEGUARD PRODUCTS

receive and install the product, including a review of the packing slip, how the materials were to be packaged, the hardware included, and detail of every step from the first bolt connection to the final anchor in the floor.

Careful consideration was given to explain the slide gates and locks and how to install the various components involved. The goal was to spend 30-45 minutes on the meeting, with the intention to save several hours of confusion, unnecessary staging, and rework during the installation.

Scott Jump, Product and Sales Engineer spearheads the scheduling and training involved. "Look, I'm a guy, and I'll admit I don't always read instructions until I get stuck. Our intention with this new offering is to provide tips and tricks to get your installers off the jobsite quickly while ensuring the installation is efficient and built as designed. We can scale the level of detail involved by project, per customer."

Robert Shell, who was introduced to SpaceGuard

Products through the International Systems Dealer Association ([ISDA Network](#)) to which his company belongs, "As a business executive and salesman, it was refreshing to know that I could turn my attention forward to the next job, confident that my installers were well-prepared to work with a new product.

My team of installers were able to knock this installation out quicker than expected and without any problems.

It's a testament to the dedication that still exists with suppliers like SpaceGuard."

If you are interested in participating in a pre-installation meeting, please notify your customer service representative when placing your order, and they will coordinate the meeting prior to installation.



"Our goal with our Pre-Installation Initiative is to offer our distributor partners the highest level of support in the industry. It doesn't matter if it's a small project, a first sale, a unique application, or a refresher for your installers.

The objective is to spend time before the material is delivered to ensure a positive experience for our partners and their customers. We also believe that it's important to cover many of the improvements in our product design, such as our BeastWire Mesh Guarding line since it does not assemble like every other product on the market. So, the small amount of training up front will not only save time on the installation at hand but future ones, as well."

SPACEGUARD PRODUCTS
Hauris Lewis, VP of Operations
manages Customer Service and
Engineering Departments