

# PROJECT SPOTLIGHT



## Multi-State Center East

Massive Media Collection Helps Clovernook Center for the Blind Aid the Visually Impaired

### CHALLENGE

The Clovernook Center for the Blind and Visually Impaired had an enviable challenge. As the nation's largest provider of braille books and periodicals, it saw the demand for its goods and services continue to grow and grow. Responding to that demand meant acquiring/creating more and more volumes and audio products to support its customers' very specific scope of work.

Having outgrown storage capacity at a primary warehouse, the agency leased an auxiliary location in which to store its inventory. As the organization began to feel the pinch even there, a desire arose to maximize available square footage – and add a bit of organization as well.

### SOLUTION

*"So much of the material at Clovernook is one-of-a-kind,"* said Patterson Pope Sales Representative Rich Schemenaur. *"I cannot begin to imagine the value of those pieces. [That being said,] the ActivRac® mechanical-assist high-density shelving was a great fit for them."*

Spanning 70 feet when fully open and offering seven aisles each 240 feet deep, the high-density system allows Clovernook to store more than 64,400 volumes cleanly, conveniently and safely inside the lockable unit.

*"We have different sizes, as far as books and adaptive media (braille and audio), and other materials,"* said Jackie Conner, vice president of Multi-State Center East, a division of Clovernook. *"No one else really does exactly what we do. This shelving and system is very accommodating, as well as flexible."*

In addition to the high-density installation, a mixture of 4-post static shelving and pallet racking combine to offer space, flexibility and easy access to the items that are accessed most frequently.



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**“We have created more capacity at our core facility, we have a unit that we know works with a wide variety of our media, we know that it’s safe and easy to access.”**

Jackie Conner  
Vice President  
Multi-State Center East

## ACHIEVEMENT

*“The end result of this solution is that we now have a long-term game plan,”* said Conner. *“We have created more capacity at our core facility, we have a unit that we know works with a wide variety of our media, we know that it’s safe and easy to access, and our plan is to move as much of the materials to the new shelving system as we can over the next five years.”*

Clovernook’s contracts include the production and distribution of braille books, magazines and other materials. The specific contract managed

by Conner includes the distribution of braille and accessible audio books. Clovernook also offers employment and training for the blind and visually impaired. *“As they continue to grow, there’s going to be even more specialization in terms of how they store things,”* added Schemanour. *“Books and volumes in one location, then analog and digital media in another location. We’re helping them on their way, and that feels great.”*

