

PRODUCTIVITY SOLUTIONS FOR DISTRIBUTION, WAREHOUSING AND MANUFACTURING

Supplement to:

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CONTENT CREATION

Inspiring investment

Anyone can use Google to find equipment providers, but *Modern Materials Handling's* annual Casebook Directory stands apart, offering you a collection of dozens of application reports that serve as tangible, concrete examples of how end users have actually put equipment to work to increase productivity in their facility.

Once again, the editorial team at *Modern* proudly offers you our Casebook—a reference guide designed to inspire innovation and investment inside the four walls of your facility. This year's Casebook is not only jam-packed with case studies but also includes the most comprehensive directories available of materials handling equipment manufacturers and related information management technology suppliers.

Whether you are taking on additional SKUs, managing omni-channel and multi-channel distribution, dealing with new dimensional weight pricing, integrating new software and adding equipment, need a new door at your dock, or looking for bonus functionality from your lift trucks, there's something in this issue for you.

This year, *Modern* takes a look inside 36 facilities and provides you with a look at how your peers are solving problems in the areas of Automation, Information Management, Lift Trucks, Packaging, Storage and Warehouse Environment.

It's our hope that this annual Casebook will continue to inspire the innovation and investment that will keep your warehouse and distribution operation on the road to success for many years to come.

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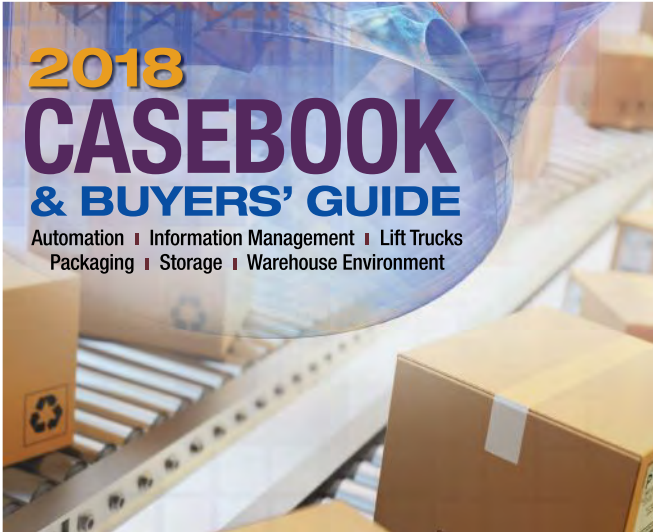
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LIFT TRUCKS

Application reports from:

Yale Materials Handling Corporation	Page 19
Utilev	Page 20
The Raymond Corporation	Page 20
EnerSys	Page 22

PACKAGING

Application reports from:

Intelligrated	Page 24
Litco International	Page 25
Muller LCS	Page 26
TAB Wrapper	Page 28

AUTOMATION

Application reports from:

Dematic	Page 6
SSI Schaefer Systems	Page 7
Wildeck	Page 7
JBT Corporation	Page 9
Hytrol	Page 10
PFlow Industries	Page 11
Caljan Rite-Hite	Page 12
Hilmot/Modo 8	Page 13
Konecranes	Page 14
Interroll	Page 15

INFORMATION MANAGEMENT

Application reports from:

Lucas Systems	Page 16
HighJump	Page 16
The Numina Group	Page 17
Ehrhardt + Partner (E+P)	Page 18

STORAGE

Application reports from:

Kardex Remstar	Page 29
Cubic Designs	Page 30
AS/R Systems	Page 30
Bastian Solutions	Page 32
RIDG-U-RAK	Page 34
Modula	Page 35
Flexspace	Page 36
ClearSpan	Page 36
Hänel	Page 38

WAREHOUSE ENVIRONMENT

Application reports from:

Entrematic	Page 40
Zoneworks Rite-Hite	Page 40
US Netting	Page 41
McGuire	Page 42
Kinedyne Corporation	Page 43



DIRECTORY Pages 44-90

Goods-to-person fulfillment system increases Shimano's productivity

With the new system, some operators are achieving up to 500 picks per hour—double the amount the system originally intended.

A world-leading manufacturer and distributor of high-quality cycling and fishing equipment and accessories, Shimano currently operates a DC that has incorporated goods-to-person workstations supported by a multishuttle inventory storage subsystem. The project has been primarily driven by the ability to bring distribution for cycling and fishing businesses under one roof, enabling each to enhance the quality of their service offerings to customers, benefit from economies of

scale, and reduce distribution costs.

Although the two businesses distribute a completely different range of products and service an entirely different customer base, there was some synergy—after all, both businesses handle a lot of small products, parts and components.

Therefore, a key feature of the new distribution center is its goods-to-person order fulfillment system, which features software that automatically adjusts stock locations on a dynamic basis. Each

time a SKU is retrieved, the software examines how often the SKU is required and puts the tote away accordingly. Fast-moving SKUs are stored toward the front of the system, thereby increasing the retrieval time, as slower-moving SKUs are stored toward the rear.

Each workstation is dual purpose and can be used for picking and replenishment. The workstation configuration—in which a single stock tote is presented to the operator, along with six order cartons (three on either side of the workstation)—has not only eliminated all the time that is spent traveling to locate and identify stock, but has also enabled multiple orders (requiring the same SKU) to be fulfilled concurrently.

When a tote arrives at the workstation, a monitor displays an image of the SKU along with the quantity to be picked. Pick-to-light displays show the number of items required for each order, virtually eliminating the potential for picking errors. And, although the system was designed to support 200 to 350 picks per hour (per workstation), some operators have nearly doubled that amount and achieved up to 500 picks per hour.

Dematic
(877) 725-7500
dematic.com



AGVs support pickers in hanging garment application

Apparel logistics service provider deploys scalable solution to boost flexibility.

NextLevel Logistik is a leading logistics service provider in the fashion sector, offering supply chain management (SCM), logistics and consulting services. Its new 275,000-square-foot facility in Eltmann, Germany, stores 1 million items in its garment hanging system and another million in storage.

By adding an automatic guided vehicle (AGV) system to supplement picking of hanging goods, the company has improved flexibility, efficiency and safety.

“Whatever we ask it to do, it does it,” says NextLevel founder and managing director Henrik Bugiel. “The wide choice of options supporting flexible configurations of transport vehicles—and a very straightforward scalability of the solution—were important criteria in our decision to choose this system. It has impressed us with its

reliability, efficiency and safety, which has led us to extend its application.”

The AGV fleet supports picking of hanging goods, and each AGV has been fitted with special fixtures for transporting apparel. A fully automatic goods-in reading process works by using RFID read tunnels for automatic bulk-stock recording of transported goods. With optical track guidance, the AGV fleet does not require any fixed infrastructure or system components for installation. This feature facilitated a rapid implementation and seamless integration into an existing internal process flow for NextLevel Logistik.

Bugiel says the new fleet started work late in the year and has been up and running smoothly.



“This was a flexible and modular transport solution that we were able to implement within a very short project time frame,” Bugiel says. “We are very happy.”

SSI Schaefer Systems
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ssi-schaefer.us

Baker Distributing installs mezzanines and VRCs to better serve its customers

The VRCs comply with ANSI/ASME B20.1 safety standards for conveyors and can lift several thousand pounds of materials.

Servicing more than 1,200 retailers throughout Vermont with a variety of alcoholic and non-alcoholic products, Baker Distributing expanded upward by

installing four industrial steel work platforms (mezzanines), two vertical reciprocating conveyors (VRCs) and a variety of safety gates and guard rails at its facilities in Colchester and

North Clarendon.

“The mezzanine platforms made a lot of sense to us because we were already heating the space, and we had room above us to expand,” says

Gerry Couture, general manager of Baker Distributing. “In hindsight, it was a smart decision.”

The push for more room came, in part, from the brands that Baker carries to expand their portfolio of products. For example, some brands are now offering several different flavors—and those products need to be incorporated into the distribution process.

“Our industry is continually increasing with SKUs and line extensions. You need more space for all those SKUs, so these platforms allow us to better accommodate the trends in our industry,” Couture adds.

The plan for Colchester called for the installation of two mezza-



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nine platforms, combined with a VRC, safety gates and guard rail. One platform is long and narrow (14 x 127 feet), as it was built to fit alongside a building wall. The second platform measures 97 x 80 feet and is located in the back corner of the pallet staging area. The narrow platform is used to house point-of-sale goods and displays; Baker relocated the small order picking operation to the second platform, freeing up valuable ground level space for other functions.

The VRCs comply with ANSI/ASME B20.1 safety standards for conveyors; can lift several thousand pounds of materials in an enclosed platform; enhance warehouse safety and productivity; and come with safeguards to prevent jams, product spillage or equipment malfunction.

“Having a VRC works great for us because we needed an apparatus to bring wine down from the second level without disturbing the built pallet, and coming down on a forklift wasn’t the answer,” Couture says. “We’re building pallets for customers, and they can be very unstable prior to packaging, due to their different shapes and sizes. The VRCs allow us to bring them down to the first level without any breakage.”

Wildeck
(800) 325-6939
wildeck.com

Private label food provider’s AGV maximizes productivity

The system can handle up to 2,500 pounds and travel more than 300 feet per minute, improving material delivery.

Hoping to introduce automation into its facility without overextending its budget (well below the \$1 million mark), a leading provider of private label foods sought to answer one vital question: What’s the first point of entry into automation? The manufacturer started with a three-vehicle automatic guided vehicle (AGV) system.

Covering a distance of more than 500 feet on a daily basis, the three-

vehicle AGV system provides material movement of palletized finished goods to three stretchwrappers and three floor storage locations. During the system’s 24-hour, five-day operation, the AGVs communicate directly with each other, move 50 loads each hour and maximize productivity. The vehicle-to-vehicle communication eliminates the need for any top-level AGV software and simplifies the sys-



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VERTICAL CONVEYING SOLUTIONS

tem, thus lowering the total cost of ownership. However, the three AGVs are not limited by this setup—they can also be incorporated into a larger, fully hosted system if the need arises.

Equipped with dual forks to support side-by-side load carrying, the AGVs themselves handle up to 2,500 pounds. They also achieve maximum speeds of 300 feet per minute to provide timely delivery of materials and ensure the safety of plant workers.

Even with a full load, the AGVs travel with an accuracy of 0.25-inch with the help of onboard, precision-

laser guidance. Conveyor PLCs communicate with the AGV I/O to initiate orders, as AGVs are then dispatched to transport the 66-inch high palletized loads from one of the stretch-wrappers to a floor storage location.

The food provider's system ultimately had faster payback than traditional AGV systems of similar sizes. And, the facility has seen improved efficiency and increased safety.

JBT Corporation
(215) 822-4600
jbt-agv.com

Automation decreases liquor control commission's shipping time

The distilled spirits distributor's fully automated solution has increased its shipments by nearly 500 cases per hour.

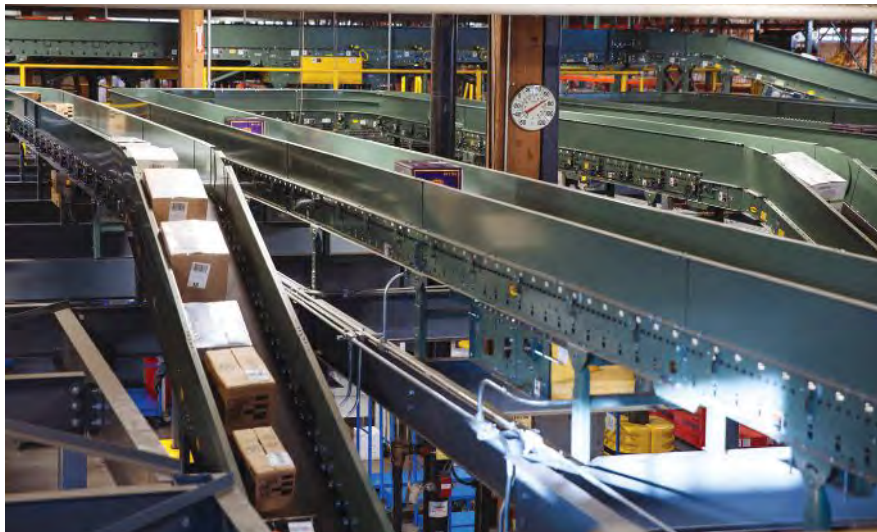
Founded in 1933 at the end of the Prohibition Era, the Oregon Liquor Control Commission (OLCC) is currently the state's sole distributor for distilled spirits, as it serves more than 260 liquor stores. So, with its sights set on previously unattainable shipping numbers, OLCC decided to expand its main facility, located in Portland, Ore.,—the company's most ambitious development yet.

"Our system, in the past, was a linear conveyor system, which meant we could only ship out of one door at a time and were very limited to the amount of volume we could do per day," says Barbara Feathers, manager

of distribution operations.

"With our old system, we could run between 960 and 1,000 cases an hour. We were moving into the next day with the volume we had," Feathers adds. "So we had to look at something that would shorten our working hours and increase our shipping capacity to double at its peak."

The integration team worked closely with the OLCC to design a system capable of expanding its capacity, while also maintaining current demands. Through this system, cases can now be loaded onto a simple line conveyor. Orders are then combined on a mezzanine level



sawtooth merge; from there, they are diverted into one of four shipping lanes. Due to this simplification, the new materials handling system has dramatically increased the distributor's hourly throughput in six months.

"We were looking for a system that would give us the ability to pal-

letize orders, if needed," Feathers says. "We were looking for a system that would create more efficiency, accuracy and speed."

To meet OLCC's unique requirements, they implemented a warehouse control system (WCS), which has transformed the distributor's

manual operation into a fully automated solution. As a result, OLCC now has full visibility of its operations, including daily order status and wave management—information it can use to respond to real world expectations and keep products flowing to its customer base.

"Where we were shipping 900 to 1,000 cases an hour, we're now increased to 1,300 to 1,500 cases an hour, which has decreased our shipping time by 3 to 3.5 hours per day," Feathers adds. "Orders are getting to liquor stores quicker, there's no delay in delivery and there's a reduction of out-of-stock items on the shelves, [so we can now] get everything to the stores in a timely manner."

Hytrol
(870) 935-3700
hytrol.com

Sherman's chooses VRC to fully access its renovated warehouse

The lift offers the household goods retailer a 10,000-pound capacity solution.

To expand, sometimes you need to consolidate. As a family-owned appliance, electronics, furniture and mattress store, Sherman's has grown steadily since its founding in 1976, and it now serves customers within a 90-mile radius of its Peoria, Ill., flagship location.

Until recently, Sherman's distribution, service and parts operations were spread over a network of small ware-

houses in the Peoria store (and other rented locations) as business required. The model was very inefficient and involved a constant shuffling of products from one space to the other.

During a search for an economical building to consolidate all support operations, owner Paul Sherman found a vacant building in nearby Peoria Heights that was built in the 1960s as a Pabst bottling plant. The building, how-



ever, was a very odd design by today's standards, with two 50,000-square-foot rooms, each with 30-foot ceilings

stacked on top of each other.

Despite the significant renovations required to transform the building into the complete warehouse, service center and logistical operation that Sherman envisioned, the location was good, the price was right, and it had plenty of room for parking and future expansion.

“When we purchased the building, the second level was basically free. It wasn’t priced into the deal because very few people can use 50,000 square feet that is 30 feet up,” says

Sherman. “You can’t ship and receive out of it; it’s really difficult to use.”

To design the warehouse upgrade and specify the appropriate equipment, Sherman’s consulted with a local materials handling distributor it had worked with in the past. The distributor determined that a 10,000-pound capacity vertical reciprocating conveyor (VRC) was an ideal solution to access the second floor.

Due to the weight capacity that is required to handle large appliances and furniture, a heavy-duty VRC was

installed. Sherman’s lift has a useable carriage of 7 feet, 7 inches wide x 10 feet, 5 inches long x 13 feet high, and it is used continuously—up to 18 hours per day, seven days a week.

“The VRC allows us to efficiently house all key support operations in one place,” Sherman adds. “It was one of the most important infrastructure investments we made.”

PFlow Industries
(414) 352-9000
pflow.com

ADAR shortens lead times with telescopic belt conveyors

The textile supplier can now unload 15,000 to 20,000 rolls per day from 20 containers—twice as many as before.

In the past, ADAR, a textile supplier based in Brazil, only unloaded rolls and bales of cloth manually. And, 120 people usually worked on three lines, which operated 24 hours

a day, as 2,000 to 4,000 rolls of textile were unloaded from each container.

The rolls were palletized and then moved to checking stations, where each roll was verified against the

delivery note. Afterward, the rolls were wrapped and transported to the loading area. Once dispatched—the turnaround time was typically three days—the customer could be invoiced for the goods.

Now, unloading, sorting, wrapping and dispatch is one cohesive, in-line process. A customer’s order can be invoiced just hours after the container arrives at the unloading area, while a cycle time analysis can also identify the unloading process’s bottlenecks, generally palletizing and wrapping.

Before investing in telescopic belt conveyors, ADAR was still interested in automation, stipulating that all elements of the system must be able to handle rolls weighing between 5 and 70 kilograms.

Even if totally extended, telescopic belt conveyors can easily handle such loads, and they are used to unload roughly 15,000 to 20,000 rolls each day from 20 (or more) containers—a substantial increase on the previous capacity of eight containers a day.

And, on the loading side of the operation, telescopic belt conveyors



are also used at four doors to load approximately 30 trailers each day, corresponding to more than 30,000 rolls.

The cost of hiring 3PL companies to unload containers has been exorbitant, due to the size and weight of the cargo involved. As part of the optimization project, ADAR decided

to move this process in-house. And, although labor is readily available in Brazil and because manpower costs are seldom considered, ADAR expected the new system to prove beneficial in this respect, too.

Telescopic belt conveyors, which improve the ergonomics of loading and unloading, have resulted in a

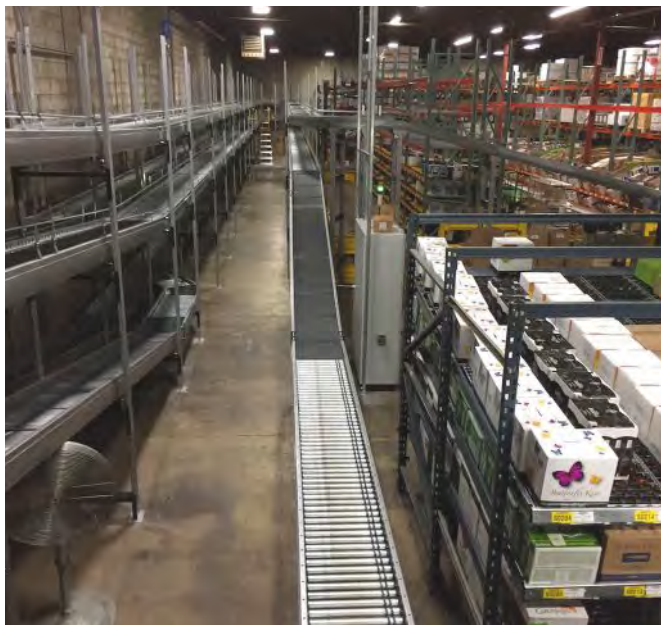
significant reduction in costs related to employee sickness. And, the need to hire external workers has also been completely eliminated.

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Capitol Husting upgrades to 24-volt DC conveyor

Although only the first phase of the conveyor's installation has occurred, the overall time and labor necessary to handle orders has decreased by roughly 50%.

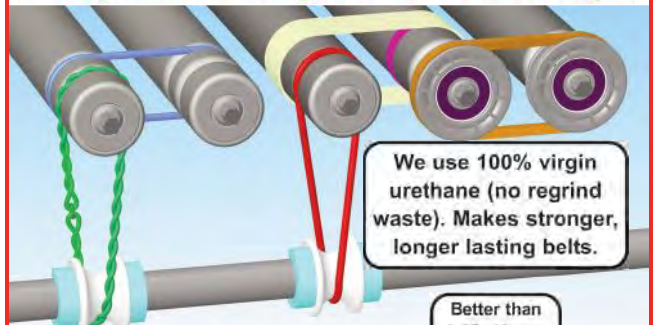
In early 2016, Capitol Husting, a liquor and wine distributor, realized the materials handling system at its Milwaukee, Wis., distribution facility was outdated and inefficient. Looking to update its conveyor system, the dis-



tributor's controller, Tom Chandek, knew the renovations had to occur in phases and be coordinated properly, so it would not interfere with customer service.

The distributor also realized that a partner, who not only understood distribution but the wine and spirits business as well, was necessary. Customer orders require a combination of individual pieces (bottles) and cases to ful-

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fill the orders, and the order is picked in sequence with the route of the truck for delivery points. The process requires a sequential staging of the customer's order on the conveyor and ready for loading to the trucks.

Since its old system caused product damage and lost revenue, Capitol Husting partnered with an engineering integration company to evaluate their issues and determine collaborative solutions. In doing so, they ultimately selected a 24-volt DC

conveyor that provided on-demand, zero-pressure zone accumulation functionality. In addition, the conveyor offered zone accumulation on 100% of conveyor real estate, as well as integrated systems control, high energy efficiency and minimal installation time.

Choosing to install the new 24-volt DC conveyor in three phases, Capitol Husting has only completed the first phase so far. However, according to Chandek, product dam-

age has already been eliminated—and the overall time and labor necessary to handle orders has declined by nearly 50%.

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Modo8
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Semi-automatic crane system enhances LTH Logistics' safety, sustainability

The system offers an alternative to the conventional reach stackers that usually handle ISO container storage.



As a subsidiary of Vibrant Group, an integrated logistics solutions provider, LTH Logistics looked to develop a space-saving and sustainable alternative to conventional reach stackers, which are typically used to handle ISO container movements and storage.

LTH Logistics operates the semi-automatic, PLC-regulated crane system remotely from a control room, using cameras and advanced sensors to accurately position the ISO tanks. Operated like fly-by-wire technology, the system controls the lifting, positioning, stacking, retrieval and loading of ISO tank containers—large pressure vessels (sometimes weighing more than 30 tons) contained within 20-foot ISO standard frames, which are used for the transportation and storage of bulk liquid and gases.

“With the supplier’s anti-sway technology on the positioning of tank and human control—using touchscreen LCD—loading and unloading is much easier, safer and efficient for our cus-

tomers,” says Don Tang, general manager of LTH Logistics. “The system knows when to lower the hook at normal speeds, and when to slow the process for precision lowering and lifting. With automated positioning and locking, it won’t operate until everything is in place and secure. The machine

knows when to operate, and if the lift is not safe and secure, it won’t work.”

In addition to using less space than reach stackers, the liquid container handling system also offers employee safety and environmental conservation benefits, as it separates container handling staff from bulk handling and

chemical hazards, and doesn’t require fossil fuel vehicles.

Konecranes
(937) 525-5533
konecranes.com

Modular conveyor platform boosts productivity by 150%

24-volt technology delivers high-performance operation for global logistics hub.

Founded in 1921, DAMA SpA owns Paul & Shark, a luxury sportswear brand sold around the world through a network of more than 250 single-brand flagship stores. All DAMA production passes through its central warehouse in Italy.

The 290,000-square-foot warehouse has multiple levels and is subdivided into areas for different materials handling tasks, including the areas for folded and hanged items with lines that allow automated handling and storage.

Working with a system integrator, the company designed and implemented a made-to-measure system to optimize the workflow and increase efficiency. The main element of the platform is 330 feet of modular conveyor and related controls capable of handling the sizable quantity of packages entering and leaving the DC.

“We needed to implement an

automated system for sorting, closing and labeling packages, with the aim of drastically reducing delivery times, boosting productivity and shipping with greater reliability,” says Andrea Di Cesare, head of logistics and operations. “The new system surpassed my expectations in terms of functionality,

quietness and energy consumption.”

The complete system includes integrated software, automatic weighing, bar code reading, volume measuring and labeling. The modular conveyor platform is controlled by a new network interface card for PROFINET, EtherNet/IP and EtherCAT, which integrates sensors and roller drives directly into the field bus level.

Interroll
(910) 799-1100
interroll.us



Voice-directed system accommodates rapid growth

Distributor transitions from paper-based to voice-based execution ahead of facility move.

Based in Auburn, Mass., Imperial Distributors serves 3,500 supermarkets and retail stores throughout the Northeastern United States, supplying a range of health and beauty products, general merchandise and other non-food grocery items. After a decade of consistent growth, the 77-year-old company faced challenges in an aging facility with legacy systems and paper-based processes. With a new mobile work execution system, the company dramatically improved outbound accuracy and picking productivity to support timely delivery.

“After several years of double-digit growth, we were running consistently late shifts, pushing dispatches, and starting to have increased quality issues,” says Perry Lundberg, vice president of supply chain at Imperial. “Our team members were doing everything possible to keep up, but they needed help. Our picking processes and legacy warehouse management system (WMS) simply weren’t up to the task.”

Imperial’s 20-year-old WMS provides RF-based receiving and inventory control, and although it also provides RF-based picking, the system does not adequately support Imperial’s complex picking requirements. Therefore, picking was performed using stickers and paper lists across more than a dozen different picking zones.

“We urgently needed to improve



picking productivity and accuracy, and we also wanted to give managers and supervisors access to information they needed to better manage the outbound processes,” Lundberg says. “We had outgrown our current facility and systems, but we needed to make changes immediately. We couldn’t wait to move into a new DC.”

After considering a WMS upgrade, the company instead deployed voice-directed mobile applications and work execution software that integrates with Imperial’s legacy WMS. The new system creates work assignments, prints labels and manages the execution of work across 12 piece- and case-picking zones, in addition to driving case picking for

replenishment. The system includes configurable workflows, including bucket-brigade piece-pick to totes on conveyor, cluster pick to totes on cart, and case-pick to pallet from multi-SKU locations.

A real-time management dashboard helps supervisors manage work assignments, view individual and group productivity across zones, and address stock-outs and other exceptions as they occur. Employees quickly embraced the system, which was one of Lundberg’s initial concerns given that many hourly employees had been there for 20 or 30 years.

Within two months, mis-picks had declined from greater than 0.1% to less than 0.02%, an 80% reduction. Productivity increased 24% in the first full year, and has improved an additional 5% to 6% per year since, for an overall productivity gain of approximately 35% across the entire picking staff. New employee training was cut by more than four weeks.

Lucas Systems
(724) 940-7000
lucasware.com

Binzagr implements WMS

Saudi distributor and manufacturer’s order fulfillment performance has increased by 36%.

When Saudi distributor and manufacturer Binzagr decided to implement

a warehouse management system (WMS), it had to proceed with caution. After all, the company has

36 sites spread across 21 locations throughout Saudi Arabia—with four supply chains (food, non-food, cold and automotive), as well as partners with prominent brands like Kraft, Tyson Foods and Hershey's. And, it moves 700,000 to 800,000 cartons per day across that network.

All of the products it handles are first shipped from its flagship location in Jeddah, and then distributed to different locations from there. Due to the scale of the operation, any disruption in business could have a significant financial impact, while also damaging critical relationships with suppliers and customers.

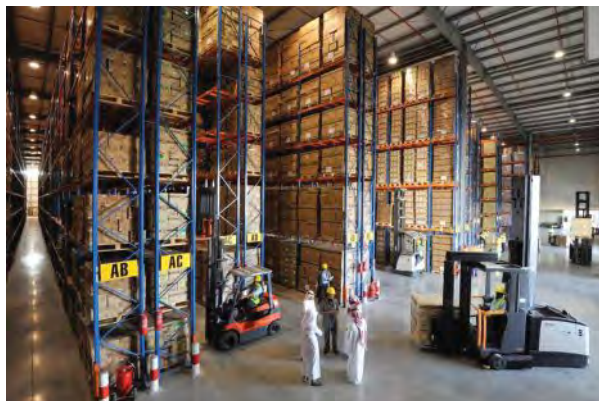
With that in mind, the 181-year-old company spent a lot of time prepping for the WMS implementation. First, it extensively tested the solution to ensure it could handle any potential scenario. Then, a mock go-live occurred at each site to pre-

pare the staff for the roll out. It was a long process that required patience, but it ultimately paid off.

The go-lives had a minimal impact on business. Just three days after Binzagr began using the WMS, its order fulfillment levels were back to pre-go-live norms. In addition, Binzagr has already seen its order fulfillment performance increase by 36%, according to senior vice president Randy Brown, without adding additional resources like employees or new warehouses.

At this point, Binzagr has gone live at about one-third of its 36 sites; it also has a detailed schedule for the remaining go-lives.

"We took a long time to prepare



before our first go-live, as we wanted to make sure that, once we went live, everything was in place and we did not have any significant downtime in business," Brown explains. "We viewed the prep time as an investment and felt we were better off to make sure we got it right and developed the processes accordingly."

HighJump
(800) 328-3271
highjump.com

WES/WCS improves Neesvig's order fulfillment productivity

The food fulfillment firm increased throughput by 40%, while also reducing labor costs by 35%.

As a family-owned meat processing and specialty food fulfillment firm, Neesvig's not only distributes products nationwide, but it also specializes in third-party logistics (3PL) services for dozens of top brand food suppliers and retailers of perishable, frozen, refrigerated and dry goods.

So, when continuous growth began to overwhelm its previous facility and limit its ability to add additional custom-

ers, Neesvig's decided to develop a new facility. In preparation for the development, it hired a supplier to perform a facility engineering design study and define means to improve its order fulfillment operation. The study concluded that a new facility—incorporating lean automated pick, pack and ship processes—would yield substantial savings and quickly justify the investment.

Neesvig's implemented automation

controlled by a warehouse execution system (WES) and warehouse control system (WCS). Among other offerings, the system includes a voice-directed, order fulfillment automation module that manages the entire pick, pack and ship order fulfillment process throughout the new distribution center. And, at order start, it manages cartonization (to direct cooler size selection), as well as document insertion and license plate bar code label application.

Pick-by-voice directs order picking throughout the operation. At order release, the system's batch picking begins in the freezer and directs bulk picking of products. The products are then moved and dynamically slotted to the forward

cooler area pick module.

After that, customer orders are picked to the shipping container/coolers, as items are picked and pack validated, using a combination of voice- and hands-free bar code scanning for capture of the SKU, GS-1 lot numbers and sell-by dates. At the exit to the pick module, coolers then receive the proper ice pack quantities so orders arrive frozen at the customer's home.

"Voice picking has streamlined the process, reduced errors and increased worker productivity," says Paul Werwinski,



president of Neesvig's. "We reduced picking labor in the freezer by 50%."

Automation, as a whole, has given Neesvig's efficiency gains across the

entire operation, providing an excellent ROI and scalability to handle Neesvig's growth. The investment has also reduced labor costs by 35% and increased throughput by 40% during peak periods.

"From start to finish, we have less touches, faster order completion time and less errors," Werwinski adds. "Automation has paid off for us."

The Numina Group
(630) 343-2622
numinagroup.com

WMS supports extreme flexibility in multi-client warehouse

Software coordinates the daily fluctuations in order profile.

When global logistics service provider Simon Hegele received a request from a new customer to handle its spare parts logistics, the company quickly realized the current warehouse management system (WMS) wasn't flexible enough to support the new multi-client warehouse they were building. After implementing a new WMS, the company achieved enhanced flexibility without sacrificing speed.

The five areas of Simon Hegele's new 600,000-square-foot logistics

center include a high-bay warehouse with 47,000 pallet positions and an automated small parts warehouse that offers space for 55,000 Euro containers. If required, the container capacity can be doubled. Bulk storage areas and long goods warehouses are also part of the logistics center, as are refrigerated containers in which sensitive items are stored. Every day, an average of 2,000 orders are picked with RF devices, and the number of orders varies by up to 40%.

"Each day has its own DNA to which we need to react in a flexible way," says Sebastian Schmitz, operations director. "The new WMS helps us accomplish this by controlling all processes from goods receiving to loading, and coordinating them in an intelligent way."

A stress test conducted by the software provider convinced Simon Hegele of the new software's benefits, which also offered the multi-client capabilities and certified SAP interface used to run a multi-user warehouse.

On average, 40% to 60% of the orders are placed in the afternoon, but the system allows for the picking type to be adjusted depending on the time of day and order volume. In the case of large order volumes, picking takes place per client, meaning the employees pick items for a single customer at one time. Cross-client, multi-order picking is also possible and often necessary. Small orders consisting of only a few items are packed afterwards. This "quick checkout" saves time when processing urgent orders.

"For us, it's more than just a supporting IT package," Schmitz says. "The warehouse management system is an essential part of our success."

Ehrhardt + Partner (E+P)
(704) 927-1483
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Homans Associates uses upright shelving systems, picks from both sides of lift trucks

Narrow aisles helped Homans maximize horizontal and cubic storage.

First renowned as a seller and installer of aluminum insulation for walk-in, deep-freeze refrigerators and cold-storage warehouses, Homans Associates has expanded considerably since its founding in the 1940s. By offering more wide ranging specialties today, it is now a full-service distributor of virtually all products and equipment related to heating, ventilating, air conditioning and industrial insulation.

Recently, the company moved from a 45,000-square-foot, low ceiling facility in Somerville, Mass., to a 90,000-square-foot warehouse with 25-foot ceilings in Wilmington, Mass. As it prepared for the move, Homans not only wanted to use its square footage, but its cubic footage as well—so that it could maximize its storage capabilities. To build its storage vertically, Homans reached out to a local dealership.

The team met with Homans' Wilmington facility and provided the layout, design and development for all of the warehouse's systems. Taking into consideration the warehouse's 25-foot ceilings, they suggested 16- to 18-foot upright shelving systems to provide greater vertical storage capacity.



To help Homans' order selector trucks pick from both sides of the 100-foot-long aisles (and heights up to 20 feet in the air), they designed aisles with 51- and 60-inch widths. The narrow aisles helped maximize horizontal and cubic storage, resulting in more products within a given space.

In addition, to accommodate Homans' three end riders and electric counterbalanced lift trucks, they laid out aisles that were 12 to 14 feet wide in another section of the facility. In all, Homans leased 15 lift trucks for the facility.

The new warehouse design and equipment has delivered real results for the company. The ability to pick

from both sides of the truck, immediately package the product and then continue on to the next order has significantly increased Homans' order fulfillment efficiency and productivity.

By building up and using vertical space (rather than simply building out and increasing horizontal sprawl)—the insulation distributor has also minimized its real estate and construction costs.

Yale Materials Handling Corporation
(440) 449-9600
yale.com

Kice Industries' new lift truck supports intermittent paint booth application

The truck is cost-effective and backed by nationwide dealer support.

The transportation of fabricated metal products, both within and outside of a paint booth, can be a messy job. From paint overspray hanging in the air, to the sticky ground, the environment is challeng-

ing for people and equipment alike.

As a leading manufacturer of skilled air products and services based in Wichita, Kan., Kice Industries operated an older model lift truck, which was tasked with supporting their

paint booth application. However, the truck began to show its age, as it was no longer able to adequately meet four- to six-hour weekday operational demands. Realizing it was time for a replacement, Kice Industries' vice president of production Tim Kice sought a recommendation

from a local dealer.

The dealer recommended a lift truck designed for customers who need a forklift for intermittent use throughout the day or week. The truck is backed by nationwide dealer support and has an attractive price point, which was important for Kice.

"We needed a unit that wasn't too expensive. Putting things in and out of our paint booth, we knew there would be paint overspray, and wear and tear on it. It wasn't going to be kept in the best condition, like our other forklifts," Kice explains. "But we definitely wanted something that would be reliable and wouldn't break down."

The transport of materials, in and out of the paint booth up to six hours a day, is a perfect application the lift truck, as it's aimed at customers who don't require advanced functionality or specialty attachments.

"The forklift improves our operations, and it's reliable," Kice adds. "When our guys go and hop on it, it's going to run. That's critical for us."

UTILEV
(252) 561-7119
northamerica.utilev.com



Liquor distributor pours on the ergonomics

Forklift fleet geared for operator comfort achieves 100% training compliance.

The Nova Scotia Liquor Corporation (NSLC) serves 106 retail stores and 60 agency stores across the province, generating more than one half billion dollars annually. Following its change in 2001 from

a commission to a Canadian Crown corporation, the retailer standardized its warehouse's forklift fleet. Equipped to optimize operator comfort, the forklifts have helped operators achieve 100% training compliance.

More than a decade ago, the NSLC was operating with many different brands of materials handling equipment. Having recognized the impact of proper fleet and truck options on receiving, picking and shipping, the NSLC was ready to update its fleet. According to Brad Doell, vice president of supply chain

and procurement for the Nova Scotia Liquor Corp., the team prioritized taking the operators' wants and needs into consideration.

It invited its employees to play an active role in testing new equipment and adopted a new training program through their dealer partnership. The resulting fleet uses cameras installed on all narrow aisle reach trucks to help operators identify, place and retrieve pallets at greater heights to reduce neck strain. The suspension isolates impacts, and the three operating stances support visibility. A sensor system in the operator compartment encourages proper operating procedures with two light sensors at the entry.

"They are tried and true, and our employees love them," Doell says. Doell adds that NLSC is thriving.



Employees are happier and with the implementation of online theory training, the crew was also able to reach 100% compliance.

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Empire Merchants North exchanges propane for electric lift trucks

The wine and liquor distributor replaces IC propane sit-down trucks with electric stand-up counterbalanced trucks.

In 2008, Empire Merchants North's Tony Amalfitano had a decision: Should the wine and liquor distributor's Lyons, N.Y., warehouse swap its internal combustion (IC) propane sit-down trucks for electric stand-up counterbalanced trucks or not?

As distribution center manager for the 240,000-square-foot facility, Amalfitano certainly had reasons to switch.

After all, the IC trucks required frequent propane tank changes and preventative maintenance. And, soot residue lingered throughout the warehouse.

But he was concerned that electric counterbalanced trucks may have issues with performance demands. "The stock shelf height in our Lyons warehouse is 20 feet," Amalfitano explains, "and we're not lifting paper towels—our pallets are more than 2,200 pounds."

He was also doubtful about the proposed battery and opportunity charging system, fearing it would be prone to battery overheating or that it wouldn't charge the batteries quickly enough for the warehouse's 24/5 workflow.

To answer his concerns, he used a customized application analysis from a battery supplier. Generated with proprietary software, the analysis applied data about the warehouse, its IC propane trucks and the new electric trucks. In doing so, it determined the optimal battery and charger, as well as the project's total cost of ownership (TCO) and return on investment (ROI).

The analysis predicted that, within five years, the solution would deliver a 116% ROI, cut TCO by 34% and slash the warehouse's annual CO2 output by 61%. Amalfitano wanted to see the solution at work, so his operators began to test one electric counterbalanced truck, powered by a fast charge battery and charger, alongside his IC propane fleet.

In just weeks, it was clear the solution would work. Soon after, the facility started to retire its IC propane fleet and practices. Rather than changing tanks, operators simply pulled their vehicles up to a charging station and plugged them in at predetermined intervals. Maintenance was also easy, as the batteries work with an irrigation system that allows water to be injected directly into the cell.

Since adopting the solution in 2008, the Lyons warehouse has never had a moment of unplanned machine downtime. "Our fleet is exactly what we need," says Amalfitano, who is now director of operations. "We really hit a home run."

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Automated palletizing system increases operational efficiency for Bee Sweet Citrus

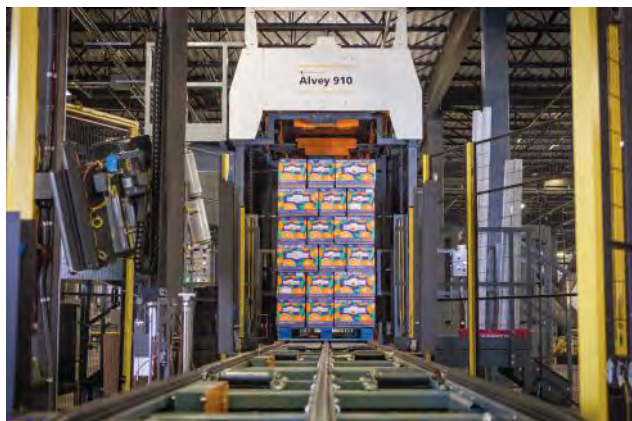
The solution accommodates the citrus company's diverse products and packaging requirements.

From its origins of handling 10,000 cartons a year, Bee Sweet Citrus has grown into a global packer and shipper of California citrus, as it now handles 10 million cartons annually—all within a state-of-the-art, 400,000-square-foot packing house in Fowler, Calif.

To serve these growing volumes with manual palletizing processes, the company has also encountered issues such as rising labor costs, safety concerns and high staff turnover. If they were going to continue to maintain profit and reach peak efficiency, they knew they needed more sophisticated equipment and technology like an automated palletizing solution that can handle a diverse product range, including oranges, lemons, grapefruits and mandarins.

“With labor being as difficult as it is, it really made sense to look at automatic palletization,” says Bee Sweet president Jim Marderosian. “But, the more I researched, the more complicated it seemed to me.”

Bee Sweet implemented a flexible, automated palletizing solution that would increase operational efficiency



and reduce labor requirements. The company's diverse product range required the new system to handle six packaging types—from open-top nested trays to reusable plastic containers. And, since no two loads are exactly the same, software plays a critical role in determining load composition and pattern creation based on inputs from upstream scanning systems.

“To accommodate such a high level of complexity, we needed a multi-part system with scanners, bar codes, conveyor, sortation and palletizing,” explains Marderosian.

The Bee Sweet palletizing operation starts with three conveyor input lanes—from the packing building to the mezzanine area of the palletizing facility. Cases destined for automated

palletizing travel down a sliding shoe sorter, where they are diverted to one of 28 accumulation conveyor lanes.

Once a full pallet quantity accumulates, the system releases cases to the palletizer, using integrated bar code scanners to ensure the right cases make it onto the right pallets. Employees then manually apply corner boards

and pallet tags for tracking, before releasing loads for stretch wrapping. Finally, the pallet conveyor moves the finished loads into position for forklift pick up.

The result is a comprehensive, integrated, end-of-line palletizing solution that meets Bee Sweet's goals of high equipment utilization, reduced labor requirements and increased operational efficiency. The system can now handle 95% of Bee Sweet's citrus varieties—with the flexibility to run 27 different stacking patterns and six packaging types.

Intelligrated
(866) 936-7300
intelligrated.com

Molded wood pallets optimize space and shipping costs

Manufacturer saves money and ships confidently with nestable pallets.

Warren Rupp, a unit of IDEX Corp., of Mansfield, Ohio, is a manufacturer of pumps for a variety of applications in the chemical, paint, industrial maintenance, utilities, wastewater and mining industries. Short on space and in need of both full- and fractional-sized pallets to meet its global shipping needs, the company wanted a more efficient way to manage its daily flow of less-than-truckload

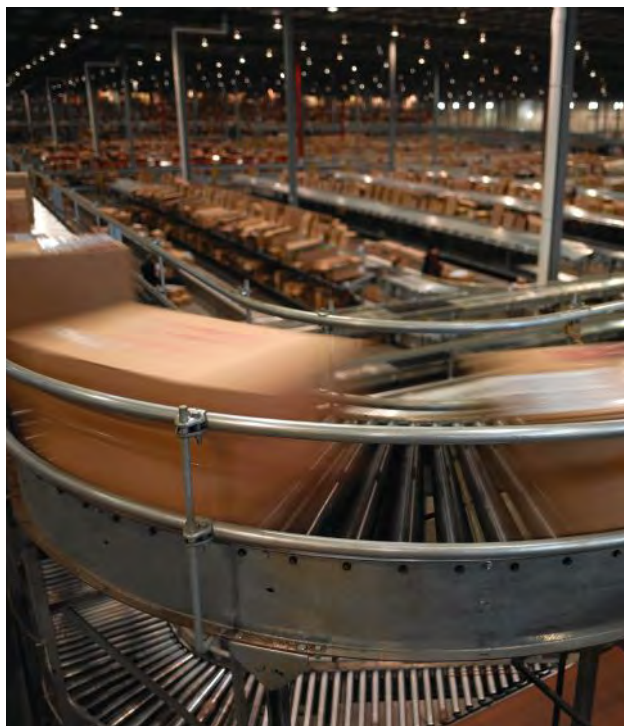
(LTL) shipments. After deploying stackable molded wood pallets, the company optimized warehouse space while maximizing its cost per shipment.

Weighing anywhere from 1 to 300 pounds, the pumps are often ordered on a just-in-time basis, so shipment load sizes vary significantly from one order to the next. "Sometimes an order is just three or four pumps," says Tom Bender,



service parts manager, "and those can't just be shipped loose."

To accommodate its shipping needs, Warren Rupp was salvaging free, used pallets. But as order volume grew, and as space became a bigger issue, those wood pallets were taking up too much space. Used pallets can also be unpredictable,



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particularly for full, uniform-load shipments. For companies that ship various sizes of packages and less-than-full pallet loads, the “one size” pallet can create unstable unit loads and lead to product damage and expensive claims. Because the company uses a worldwide network of independent, factory-authorized distributors, the pallets also had to be export-approved for overseas shipments and be nestable and stackable.

The new pallets are made by a certified sustainable process that turns damaged logs, wood waste and other wood byproducts into new, molded wooden export and domestic shipping

pallets. The pallets are nestable and take up one-third of the space of a wooden pallet. Warren Rupp can now have three times as many pallets at its workstations. The pallets improve safety because they require less lift truck traffic/trips through the plants to feed the workstations.

“Floor space around here is at a premium,” Bender explains. “Our 88,000-square-foot facility provides every process touch point—from receiving, machining and painting to final assembly, testing and shipping—for every pump we produce and sell. Because of this, we’re con-

stantly trying to economize on floor space and eliminate unnecessary storage space.”

Using Litco’s molded, single piece nesting pallets, Warren Rupp can now stack up to 50 pallets within a 7-foot vertical space—and with a 4:1 stacking ratio. And because the pallets come in multiple, fractional sizes, the manufacturer is saving money on pallets while also managing fewer product damage and customer complaints.

Litco International
(800) 236-1903
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State-of-the-art stretchwrap machines help DB Schenker

The machines allow the logistics company to secure its standard mix pallets and hand-wrap its larger pallets.

Recently, DB Schenker, the transportation and logistics arm of Deutsche Bahn, set out to improve its stretchwrapping process—a small, but important step to ensure products are delivered safely and properly.

After all, DB Schenker’s Chicago branch handles products—everything from retail items to medical supplies—from around the world. Most products from the Far East arrive in loose bundles, which are made into unique loads and shipped on a skid for delivery. To secure the products on the pallet, the company wraps them in stretch film; roughly 50 to 150 pallets are wrapped each day in Chicago alone.

With so many products moving

through each day, it’s important that every step of the supply chain is managed with painstaking detail and efficiency. But that is only half the battle. Ensuring costs remain low, while using state-of-the-art materials and automation, can be an even greater challenge. Although applying stretch film is a common practice for ensuring proper load containment, the application and film quality varies significantly.

“The need for wrapping has always existed,” says Joe LaPorta, special projects/procurement supervisor at DB Schenker. “We simply discovered a more efficient and cost-effective way of doing it.”

As a result of the new program, DB Schenker was able to secure



its standard mix pallets, using two new, semi-automatic stretchwrap machines. The film also enabled DB Schenker to hand wrap its larger, 10 x 12-foot pallets (which are transported by air) with higher quality film and greater ease.

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Quadax installs semi-automatic orbital wrapping machine

The machine allows one person to wrap the company's butterfly valves directly to their pallets in two to three minutes.

Recently, quadax valves, a valve distributor based in Bristol, Pa., installed a semi-automatic orbital wrapping machine that accelerated production in its shipping department, cut packaging waste and added protection to its valves during transport.

The company replaced the manual stretchwrap-



ping process that typically requires two people with an orbital wrapping machine that enables one person to quickly wrap the company's butterfly valves directly to their pallets in two to three minutes—compared to the 15 minutes previously required to pack each pallet.

While automatically wrapping the plastic stretch film 360 degrees around and under the entire pallet load, the orbital wrapping machine creates a unitized, secure load that protects the valves from weather, warehousing and shifting during transportation.

"We can wrap our biggest, heaviest products on the wrapper, and we don't need metal banding anymore," says Joe Dunbar, vice president of operations for quadax valves.

A single lift truck operator can now drive up to the orbital wrapping machine, attach the film end to the pallet, and quickly wrap it at the press of a button—as the load remains raised on the forks.

Available in three standard models (to accommodate a variety of pallet sizes), along with custom sizes for shipping oversized products, the orbital wrapping machine ships fully assembled with a full warranty and is ready to plug in and operate upon delivery.

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HCL Logistics implements vertical lift modules

The modules have offered an end-to-end storage solution that has reduced warehouse space by 100,000 square feet.

For the last eight years, HCL Logistics has been fulfilling an especially challenging role—supplying defense contractors with critical equipment and parts that are used to manufacture land-based military vehicles.

Like many growing companies, HCL Logistics, based in London, Ontario, reached a point where its existing warehouse setup was no longer meeting its needs. Rather than laying new pieces of equipment or software on top of the problem, the company instead searched for a strategic, end-to-end materials handling solution.

That year, it test piloted two vertical lift modules (VLMs). As automated high-bay warehousing systems that are equipped with modular designs that operate on the goods-to-person principle, the VLMs handled the kitting portion of a specific customer's contract.

"Once the two units were installed, we used a wait-and-see strategy to see how they would work for us," says HCL Logistics president Tim Van Holst, who noticed positive results soon after the installation, including 10 times more employee efficiency. "Based on the efficiencies and the space savings that we gained,

we grew the system from two units to 21 VLMs."

Combined with a high-density pallet system and narrow-aisle racking, the setup reduced HCL Logistics' required warehouse space by about 100,000 square feet. And, to further round out its end-to-end solution, it also installed a radio shuttle system to move large items that once required considerable navigation and logistical coordination.

"Our radio shuttle is positioned about 30 feet away from our receiving area," Van Holst says. "Our larger products now occupy a 4 x 4-foot skid, which equates to about a 50% space savings for the area where we store our larger materials."

"We've seen a 15% efficiency improvement as a result of the VLMs and the wire guidance system that's incorporated into them," he adds. "For large products, the radio shuttle system has doubled our efficiency, in terms of shortening up the amount of driving and materials handling time."

Other key gains include inventory accuracy improvement—from a previous 98% to a current 99.5%. Cumulatively, Van Holst estimates that the solution could potentially save the company \$3 million a year on adjustments and inventory alone.

Kardex Remstar
(800) 639-5805
kardexremstar.com



Ziegler CAT increases its parts space by 7,000 square feet

By integrating a mezzanine solution, the equipment dealer made use of previously wasted vertical space and improved picking efficiency.



Since its founding in 1914, Ziegler has had one guiding principle: to “sell the best equipment, [and] provide the best service.” Working to always implement this philosophy, Ziegler now represents the full line of Minnesota’s and Iowa’s Caterpillar construction equipment, generators and trucks. It

also offers a variety of agricultural equipment brands across Minnesota, Iowa, Wisconsin and Missouri.

So, when the Ziegler CAT (the company’s Caterpillar equipment dealer in Minnesota and Iowa) team decided to build a distribution center in Minnesota, it looked for help to plan

the facility and optimize floor space. After all, the distribution center had two primary objectives—to serve its 1,800 employees across 32 locations and support its component rebuild facility. To accomplish these goals and improve its efficiency, the center had to maximize all of its available space.

As it prepared to help Ziegler CAT achieve these objectives, the team opted to create a custom mezzanine solution, which would not only use previously wasted vertical space (particularly above cabinets and racking), but also improve picking efficiency.

By integrating the mezzanine with its conveyor system, Ziegler CAT has changed how it picks parts. Individuals are now assigned to either the ground or mezzanine floor, as the mezzanine allows for shorter shelving, which eliminates the need for cumbersome movable stairs and ladders. As a result, shelving can be placed closer together, thereby increasing overall space for parts to 38,000 square feet—a rise of 7,000 square feet.

Cubic Designs
(800) 826-7061
cubicdesigns.com

Goods-to-person automation solution for HVAC distributor

The solution increased the distributor’s labor productivity significantly—to more than 180 lines an hour, per order.

To resolve a three-point mandate from senior management—reduce the size of its 400,000-square-foot Vaughn, Ont.-

based distribution center by 180,000 square feet; increase its order picking performance; and decrease operating costs—Noble, a regional distributor of

HVAC, plumbing, electrical and pipe materials, created a cross team group of specialists.

The group contained experts from operations, engineering and IT, as well as outside consulting advice on layout and methods. Operations research focused first on order and SKU profiles. The order profiles included store delivery, daily deliveries to construction sites and urgent walk-in clients, while the SKU activity profiles isolat-



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ed pallet, pipe and “each pick” SKUs into subsets, which were then further divided into activity bands of fast, medium and slow-to-dead items.

The team soon discovered that a relatively small percentage of SKUs were responsible for most of the activity. So, with regard to small items, it decided to compress less than 5% of SKUs—generating roughly 14% of all lines—into a tight, small carton flow zone. Medium to slow items were considered next, as mini-stacker cranes, vertical carousels and horizontal carousels were each considered for high density, high speed and goods-to-person solutions.

After eliminating vertical carou-



sels and mini-stackers for various technical and cost-related reasons, Noble’s team developed an extremely dense and high performance, carousel-based, goods-to-person solution. Featuring a configuration of three pods of four carousels, the solution was equipped with high-speed,

pick-to-light automation and compressed parts, which were previously spread over hundreds of thousands of square feet—into a single building bay that is smaller than 25,000 square feet.

Upon completion of the goods-to-person transition, Noble said it had achieved a labor productivity increase—from 20 to 30 lines an hour (per order) to more than 180 lines an hour—all within a month. Not to mention, with tinkering, the team expects to eventually exceed 200 lines per hour, well over Noble’s initial target of 140 lines an hour.

AS/R Systems
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E-commerce retailer uses unique warehouse system to double its facility capacity

Through the cube-based, goods-to-person system, the retailer significantly increased its ergonomics and order accuracy.

As a Missouri-based specialty apparel retailer’s sales continued to rise, it realized that more space was necessary for on-site inventory—as quickly as possible. In preparation for an imminent expansion or relocation, company executives began preliminary discussions with contractors to build a second warehouse.

While searching for shipping sortation equipment, the e-commerce retailer decided to review the entire

project with a systems integrator and soon discovered an entirely different sortation option: a high density, goods-to-person warehouse system.

The unique, cube-based system is comprised of four main components—a structural grid, delivery robots, storage bins and an operator port. Products are stored in stacked bins within a dense aluminum grid. Whenever they’re needed to fill an order, the system software and controls alert a robot to find the bin

that contains the products.

If the bin is buried beneath other bins, a robot stages the extra bins on top of the grid until it retrieves the desired bin. It then takes that bin to the edge of the grid and delivers it to the operator filling the order. As the bin is delivered, another robot cleans up the staged bins on top of the grid by returning them to their original positions.

As this process continues, the system self-profiles, meaning the bins

with faster-moving products begin to move toward the top of the system, while bins with slower-moving products transition to the bottom.

By pairing the goods-to-person system with warehouse control software, as well as put-to-light devices at each operator pick station, the e-tailer significantly increased its order accuracy and ergonomics.

In addition, the retailer also avoided a costly expansion, as it doubled the capacity of its current facility. For every one million units of static racking storage, the company gained 2.25 million units of storage through the system.

Overall, the decision to implement the goods-to-person system has pro-



duced great results. Throughputs are now exceeding expectations, and the e-tailer has already set a record for total units shipped from the facility in a single day.

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Latina Boulevard Foods optimizes dry and frozen storage

The food service distributor acquired high-density, drive-in storage solutions for various areas of its recently remodeled warehouse.

As the largest locally owned and operated full-service food service distributor in Western New York, Latina Boulevard Foods has catered to fine dining establishments and independent and regional chain restaurants—along with facilities like casinos, educational institutions and hospitals—for nearly 75 years.

To serve this diverse clientele, Latina carries virtually everything their customer requires—from chicken wings and cheese to apples and zucchini, as well as paper and cleaning products.

During a recent re-configuration of Latina's 90,000-square-foot facility in West Buffalo, N.Y., Joseph Fliss, direc-

tor of operations, looked to optimize the company's dry and frozen storage.

"We provided our floor plan, height constraints of less than 16 feet, and what we felt we needed to maximize every cubic foot of space," Fliss says. "We discussed our inventory, customer ordering practices and timeline, as we needed our existing freezer completed over a weekend."

Latina's decided to implement a couple of high-density, drive-in storage solutions for different areas of the warehouse, including 372 pallet positions in an existing freezer; all 2 (deep) x 3 (high) and 3 (deep) x 3 (high) drive-in racking systems; a 5 (deep) x 3

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(high) in a dry area and a 4 (deep) x 3 (high) cooler, totaling 489 pallet positions; and all aisle facing uprights feature column sentry reinforcement and a heavy-duty bottom horizontal brace for impact protection.

“The drive-in system allows easy product rotation, while offering a very high density solution that maxi-

mizes our available cube storage,” Fliss says. “And, it’s easy to maneuver in and out of slots since a large variety of our customers purchase in pallet quantities.”

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Earnhardt Lexus improves storage capacity with VLM

A new VLM unit has helped the dealership achieve a 99.9% picking accuracy.

To better serve their clients’ needs for vehicles and parts, Earnhardt Lexus decided to move to a new location in Phoenix, Ariz.

Prior to the move, the previous dealership, based in Scottsdale, stored its automotive parts—which were used for vehicle repairs and retail sales to clients—in traditional shelving, as well as

on multiple levels, to accommodate the volume of parts that were needed to serve their clients. The storage process was a bit tedious, as parts people had to walk and search for necessary parts whenever an order was placed (including having to go to an upstairs level on a mezzanine to access items)—a time-consuming process.

As business continued to grow and the dealership prepared for the move, Earnhardt Lexus knew a much better storage solution was required as quickly as possible. They chose to implement a new vertical lift module (VLM) for storage in the new facility.

Taking the dealership’s necessary storage location sizes, quantities to meet current requirements, and expected growth into account, the VLM solution would also allow Earnhardt Lexus to better use its physical storage space for individual items within trays.

In addition, to ensure that parts people were able to quickly and accurately locate all required parts, the VLM also incorporated advanced picking aides, such as an alphanumeric LED message center bar. A laser pointer allows people to locate items immediately and achieve a 99.9% picking accuracy, as it points directly to the item location within a tray.

To further save time and increase the efficiency of the parts department, the VLM, in conjunction with its warehouse management system (WMS), has integrated to Earnhardt’s global dealer management system. This software integration allows parts orders to be sent directly to the VLM, which not only eliminates paper, but also saves time and adds further accuracy.

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Ceres Fruit Growers uses mobile racking solution to decrease operating costs

The solution has helped the company increase its practical storage capacity by 75% to 80%.

Due to the high throughput distribution environment of perishable produce, Ceres Fruit Growers sought to increase its storage capacity, while also maintaining its full product accessibility and improving its air circulation.

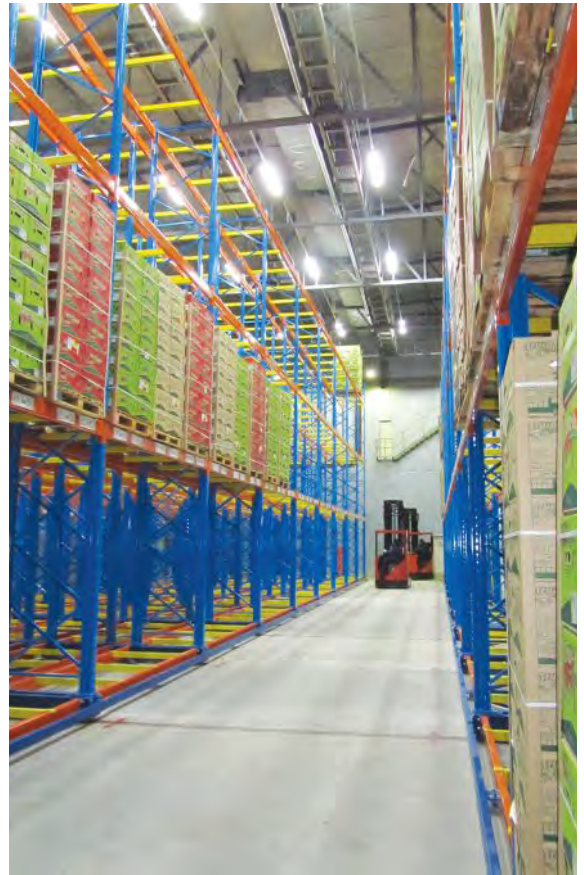
To accomplish its goals, Ceres Fruit Growers purchased a mobile racking solution. In doing so, the company has not only expanded its storage capacity, it has also decreased its operating costs and improved its product shelf life.

“We have been utilizing [the racking solution] in our produce distribution facilities, which has allowed us to increase our practical storage capacity by 75% to 80% and decrease our energy costs due to improved air circulation,” says Deon Schickerling, electrical and refrigeration manager at Ceres Fruit Growers. “We have numerous aisles moving simultaneously, which provides not only full accessibility to each pallet location, but the speed we need in our high turn environment.”

Energy costs are a major contributor to cold storage facilities’ overall operating expenditures. By eliminating and replacing static access aisles

with moveable aisles, facilities can increase their storage capacity within the same building footprint.

Perishable cold storage environments balance the maximization of storage capacity with temperature and humidity control. When air circulation is optimized, product is able to maintain its shelf life and, in the case of Ceres Fruit Growers, set-point temperature was raised—saving energy and operating costs.



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Free Service Tire Company expands storage with structure

A fabric structure offers the tire warehouse benefits beyond just storage.

Free Service Tire Company is a family-owned business that offers tire and transportation services to customers in Tennessee and Virginia. Since the company

first began in 1919, the business has expanded to 11 retail stores and four wholesale centers.

When one of their two truck-tire centers needed an additional

structure, the company knew it needed help. Harrison Wexler, part owner and executive vice president of the company, was in charge of finding a storage structure to house the company's tire warehousing facility.

"We had been using a metal building for the tire storage, but when we needed to use it as space for a manufacturing expansion, we decided that the purchase of an additional structure was required," Wexler says.

Wexler chose a fabric structure due to the cost effectiveness of the buildings. "Compared to the price of a metal building like the one we had previously been using, the cost of the fabric structure was much lower," he says, "and we chose it mainly because of how much money we saved."

Since purchasing the fabric structure, Wexler has noticed several other added benefits of his building. "Our operating costs have decreased significantly due to the lack of lighting and utilities needed," he says. "We also love that there are less code restrictions than with a typical building. No sprinkler system is required, and I can utilize more space within the building."

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Vertical carousel enables 100% inventory accuracy

Oil and gas industry manufacturer finds solutions for the secure storage of heavy parts.

Based in Houston, Texas, TAM International provides products and services to the oil and gas industry, including systems used to safely and reliably seal oil wells in deep-sea drilling environments. To increase the security of tools and heavy spare parts, the company installed five vertical carousel storage units.

Four of the lift systems are used in conjunction with suspended cranes for the storage and retrieval of various components. The systems can carry payloads of up to 2,204 pounds per container. The suspended cranes, along with fold-down support rails, improve the safety of load handling.

A control feature uses two cameras integrated in the access point to provide a clear picture of all items stored on each container. These container overviews can be called up and displayed directly on the control unit. TAM International has boosted the accuracy of its inventory reporting to 100%.



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The fourth carousel serves as a central tool depot. The lift has a specific container storing tools for each of the company's production machines. The tools are effectively protected from damage. Due to access control, only authorized machine operators are allowed to retrieve and return tools. All storage transactions are logged and can be traced at all times.

Access control for the lift and all inventory and storage position data is kept in the central software system for fast order identification and processing. Only authorized employees can access the lift systems. This ensures that all put and pick operations can be tracked based on the operator's personal data.

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Catania Oils upgrades vacant food warehouse with HVLS fans

The fans help lower the warehouse's heating energy costs by more than of 400 therms per year.

Over the last seven years, Catania Oils, a family-owned vegetable, olive and blended oil products provider, experienced a surge in growth. The growth was so strong that the decided to expand its distribution operations into a nearby vacant 24-year-old food warehouse. Recently completed, Catania Oils now has 100,000 additional square feet of distribution center space for finished products, along with 20 dock bays to help manage its product shipments.

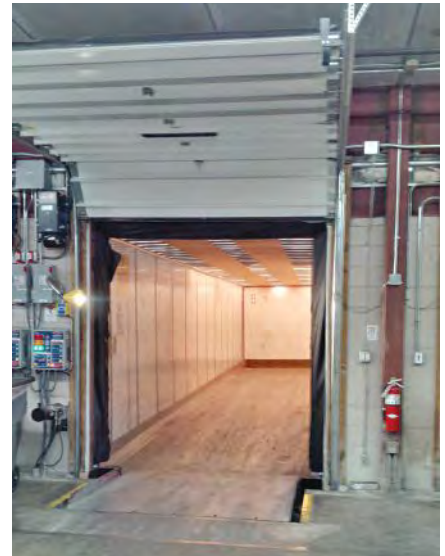
When the distributor first acquired the 1980s-era facility, the dock bays were in poor shape, as they had heavily used and damaged doors, faulty manual dock levelers and inappropriate trailer restraints. In addition, a low-clearance supplemental gas heater (above the loading dock area) presented a critical safety risk and had to be removed.

To help keep the dock area warm, Catania Oils added two 24-foot diameter industrial HVLS (high volume, low speed) fans to circulate the warm air generated by a primary gas heater, which was located far from any lift truck traffic. Dan Brackett, Catania Oils' director of manufacturing and engineering, anticipates the HVLS fans will help lower the DC's heat-

ing energy costs, with a projected decrease of 400 therms per year (equivalent to an annual savings of 400,000 cubic feet of natural gas).

Rather than just "fix" existing problems, the distributor, according to Brackett, "decided to pull out all of the old spring-loaded dock levelers and replace them with new vertical storing levelers, as well as other equipment," including dock seals, trailer restraints and LED dock lights.

"We now have safety interlocks on all leveler master control panels that prevent a vertical dock leveler from being accidentally lowered and taking out a dock door or injuring an employee," Brackett says. "The old doors were so damaged from lift trucks because the facility didn't use vertical levelers



or other protective measures."

Dock doors now close tightly on the cement floor in the pit, rather than directly on a dock leveler. Therefore, there is no light penetration, resulting in better energy efficiency and protection from unwanted pests.

Brackett adds, "I know that because of the way the vertical leveler is designed, it will be much easier to maintain than our older, aging equipment."

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Colorcon uses a compactor enclosure to control slip hazards

The pharmaceutical manufacturer has eliminated the threat of outdoor elements and improved working conditions.

As a developer of pharmaceutical products and provider of customer support services, Colorcon is considered one of the

pharmaceutical industry's global leaders. It is also an employer of more than 1,200 workers at more than two dozen locations worldwide, includ-

ing its North American headquarters in West Point, Pa., where it manufactures colorants for pharmaceutical pills, tablets and capsules for customers in the pharmaceutical, food and cosmetic industries. In an industry known for stringent regulations regarding cleanliness and safety, Colorcon is continually looking for ways to improve the effectiveness of their procedures.

Jim Bernstiel, the facility service manager of Colorcon West Point, realized that the on-site trash compactor posed an environmental challenge that could lead to potential safety risks. Located outside the plant near the loading dock, the trash compactor subjected workers to the outdoor elements, which range from wind and rain to snow and ice.

Bernstiel also noticed that employees who returned from throwing waste into the trash compactor would sometimes come back wet. Not only could an employee slip and fall outside, they might also bring in mud, snow or water that could turn into a slip hazard inside the facility. In 2012, Bernstiel began researching several options to address this safety challenge.

Bernstiel determined a compactor enclosure was the best option. Built on a strong steel framework, the custom-designed compactor enclosure uses insulated curtain wall panels to protect workers from the threats associated with outdoor weather when they're throwing garbage into the compactor.

"The compactor enclosure has eliminated the threat of rain, snow



and ice," Bernstiel says. "We take the health of our employees seriously at Colorcon and the compactor enclosure helps us deliver safe working conditions."

The curtain wall panels are made from heavy-duty industrial vinyl fabric surrounding anti-microbial polyester batting, while the roof is

made from long-lasting corrugated steel. And the enclosure also features quick access openings on both sides, allowing workers to easily access the compactor's latching system.

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Steel barrier upgrades the Oscar Winski Company's loading dock safety system

The steel barrier offers the metal specialist ease of operation, along with employee protection.

The Oscar Winski Company (OWC) has specialized in recycling, processing and redistributing scrap metal from businesses and consumers since 1907. Safety is one of the company's primary concerns as is the desire to provide an

optimum workplace environment. So, when it came time to upgrade its loading dock safety system, the Lafayette, Ind.,-based company chose a steel barrier.

The barrier prevents workers and equipment from falling off loading

docks—one of the most common warehouse accidents. Its steel panels are powerful enough to stop a 13,100-pound lift truck traveling at 4 mph (and can withstand repeated hits).

The barrier's patent-pending hinged design allows the gate to be unlatched and swung open or closed in seconds. And, its yellow powder-coated steel hinges contain 1-inch pivot pins with oilite bronze self-oiling bushings that are virtually maintenance-free.

"Nothing out there compares to it, in terms of effectiveness and ease of operation," says Daniel Fay, OWC's environmental, health and safety director.

Fay believes the main priority that OWC sought to address was "protection for our workers," and that the barrier



was the right choice to improve its loading dock safety system.

"We had chains across the docks prior, and we all know those won't stop anything. In addition, chains are often left off," he explains. "Now, the employees are very prompt to close

the barrier. It shows our workers and our customers that we are serious about safety."

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Henrich Logistics replaces its mechanical levelers with air-powered levelers

The levelers do not require any electricity to operate, thereby reducing Henrich Logistics' installation costs.

For years, Henrich Logistics operated with mechanical levelers at its loading docks. But, as operations grew, the company knew it had to upgrade to a more efficient leveler.

As president of the company, Howard Henrich researched the use of air bag or hydraulic levelers and discovered they came with the added cost of installation. He wasn't keen on the expense of installing electrical power at the back of every single

pit—especially since his staff was planning to install the levelers themselves. So he turned to a dock supplier for advice on alternatives for his loading dock needs, as he had eight dock positions planned.

The installation of levelers can have high costs, particularly if electrical installation is also required at each pit. To keep costs down, Heinrich Logistics chose levelers that operate with compressed air, either from exist-

ing plant air or with a dedicated compressor. When used with a pneumatic push-button control, these levelers do not require any electricity at pits to operate, thus reducing costs.

To increase simplicity, Heinrich opted for a dedicated compressor for the new levelers. In addition to the compressor, the levelers also feature a push-button operation that removed his team's need to bend over to pull a chain or to walk the leveler

down to the trailer bed.

Additionally, without any of the heavy duty springs that its previous mechanical levelers required, Henrich Logistics now needs significantly less maintenance—as well as

replacement parts—throughout the lives of their levelers.

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Brewery uses 30-second, curtain-side vehicle system

With the new system, the brewery can access cargo 50% faster than before, while its payload capacity has increased by 15%.

Aluminum roll-up doors have a number of inherent disadvantages. Not only do the doors require significant maintenance, but their tracks (along with the area needed to accommodate the doors when they're retracted) comprise valuable cargo space. And, roll-up doors are also time consuming to close, lock, open and unlock—and, if they are damaged, it is nearly impossible to match a new door's graphics with existing vehicle brand graphics, unless the entire side of the truck is re-skinned.

While using its roll-up doors, a multi-national brewery thought it was using best practices. Although the losses weren't obvious, the brewery was wasting productivity and money, due to inefficiencies associated with delivery times, excess weight, fuel costs, reduced payload capacity and frequent asset downtime—primarily caused by roll-up door damage, maintenance and repairs.

A 30-second, curtain-side vehicle system provided the brewery with a technological advantage. The system

has increased the speed and efficiency of fleets with chassis-mounted truck bodies (using roll-up doors or traditional curtain-walled vehicles).

Added to virtually any truck body when ordering from an OEM, the system opens and closes at both ends of a truck or trailer. It also has a unique full-length, vertical, multi-latch closure system with an adjacent, all-in-one, latch-release mechanism located both forward and rear—thereby reducing the number of locks from 14 to four.

As a result of the system, the brewery can access cargo 50% faster than before, as drivers no longer have to strain and reach to open and close multiple roll-up doors. In addition, since the system weighs up to 1,000 pounds less than a roll-up door system and requires much less space (upwards of 111 cubic feet), it has also increased the brewery's payload capacity by 15%.

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2018 BUYERS' GUIDE

ASSOCIATIONS	45	MEZZANINES	70
AUTOMATION	45	OVERHEAD HANDLING	71
◆ Automated Storage & Retrieval Systems	45	◆ Attachments - Overhead & Lifting Equipment.....	71
◆ Automatic Guided Vehicle Systems.....	46	◆ Below/Hook Equipment (i.e. slings, lifts, magnets)	72
◆ Conveyors.....	47	◆ Cranes	72
◆ Robots, Industrial.....	50	◆ Hoists.....	72
◆ Sortation Equipment	50	◆ Monorails & Monorail Systems	73
◆ Vertical Lift Modules	51	PACKAGING	73
◆ Vertical Reciprocating Conveyors	52	◆ Containers & Dunnage	73
CLEANING SYSTEMS & EQUIPMENT	52	◆ Packaging & Unitizing Machinery & Materials	74
CONSULTING & PROFESSIONAL SERVICES	52	◆ Pallets & Palletizers	76
DATA COLLECTION	54	◆ Scales & Weighing Equipment.....	77
◆ Automatic Identification Products	54	PLANT/FACILITY EQUIPMENT	78
◆ Labels, Labeling Devices & Tracking Solutions	55	POWER TRANSMISSIONS	80
◆ Mobile Computing	56	SOFTWARE	80
◆ Order Picking Fulfillment & Delivery	56	◆ Computer Hardware and/or Software.....	80
◆ Radio Frequency Identification & Data Communications Equipment	58	◆ Controls & Controlling Devices.....	82
DOCK EQUIPMENT	59	◆ Remote Control Equipment.....	83
ERGONOMICS	61	◆ Simulation Software & Services.....	83
◆ Casters, Wheels & Tires	61	◆ Supply Chain Software	83
◆ Lift Products.....	62	STORAGE	84
◆ Safety Equipment & Ergonomics.....	63	◆ Carousels.....	84
HYDRAULIC & ELECTRICAL / COMPONENTS / CONTROLS MOTORS	64	◆ Modular Drawer Storage	84
LIFT TRUCKS	65	◆ Racks.....	85
◆ Attachments - Trucks & Mobile Equipment	65	◆ Shelving, Workstations, Plant Furniture and Structures	87
◆ Batteries/Chargers/Motors/Fuel/ Alternative Fuel Systems	65	SUSTAINABLE FACILITY SOLUTIONS	88
◆ Floor Trucks & Carts	67	SYSTEMS INTEGRATION SERVICES	89
◆ Hand Lift Trucks	68	THIRD-PARTY LOGISTICS	90
◆ Lift Trucks, Personnel & Burden Carriers.....	69		

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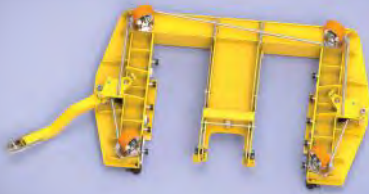
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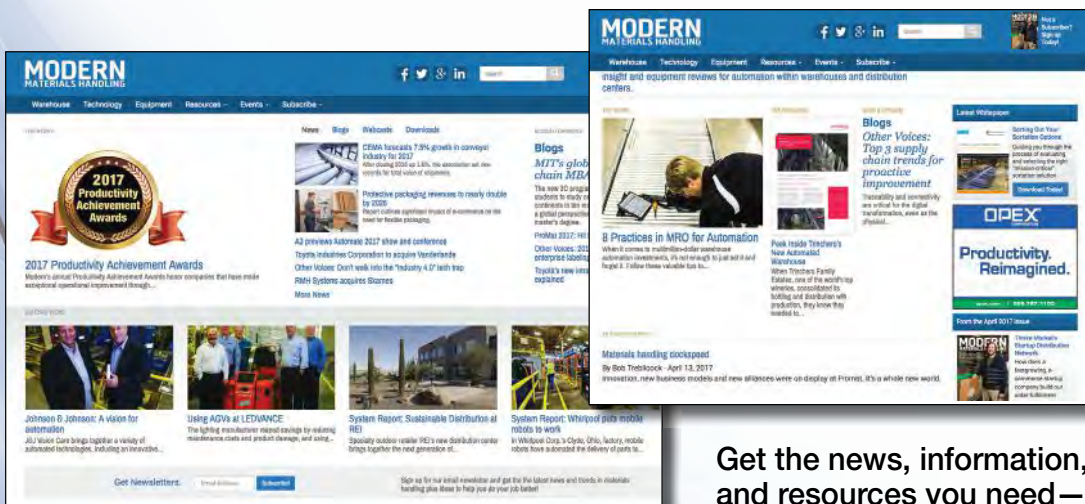
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