

Automating Existing Warehouses – A better value for solving the storage squeeze

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Presented by:

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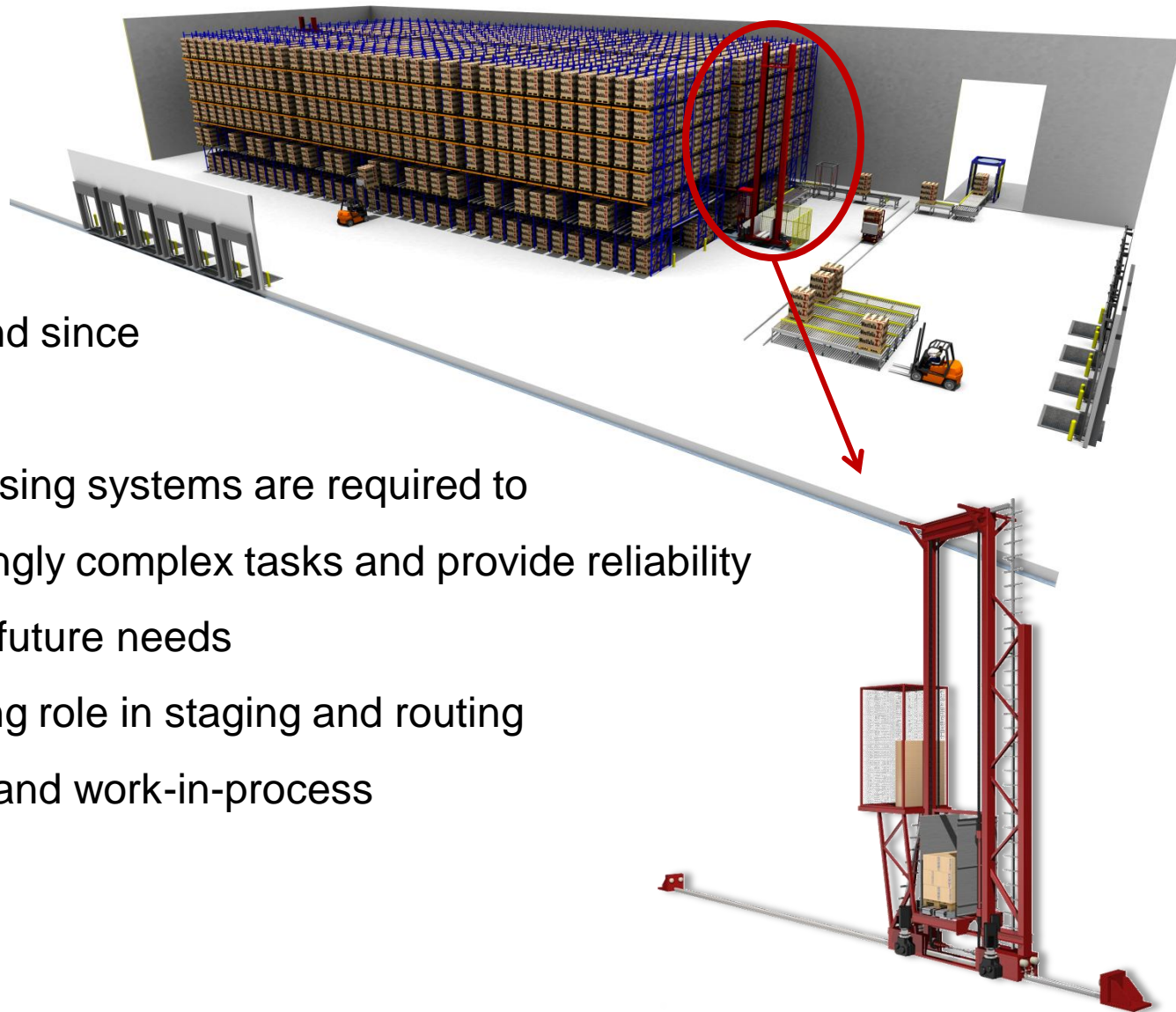


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AS/RS History

- Have been around since the 1960's
- Modern warehousing systems are required to process increasingly complex tasks and provide reliability and flexibility for future needs
- Play an increasing role in staging and routing of raw materials and work-in-process



Stereotypes and Misconceptions	Reality
“only for managing large inventories”	<ul style="list-style-type: none"> - Products can be stored in locations/lanes with pallets placed, single, double or up to 12 pallets deep
“won’t fit in my existing warehouse”	<ul style="list-style-type: none"> - AS/RS can be installed in existing facilities or designed into a new facility - Most systems can go up to 130’ high or as low as 20’ high
“software integration fears”	<ul style="list-style-type: none"> - Warehouse Management software are modular systems - Interfaces to various ERP systems, web interfaces and PLC systems
“costs too much”	<ul style="list-style-type: none"> - AS/RS provides considerable costs savings over their 20-25 year lifespan with paybacks in 3-5 years
“reliability fears”	<ul style="list-style-type: none"> - A well maintained AS/RS is typically more reliable than a manual work-force

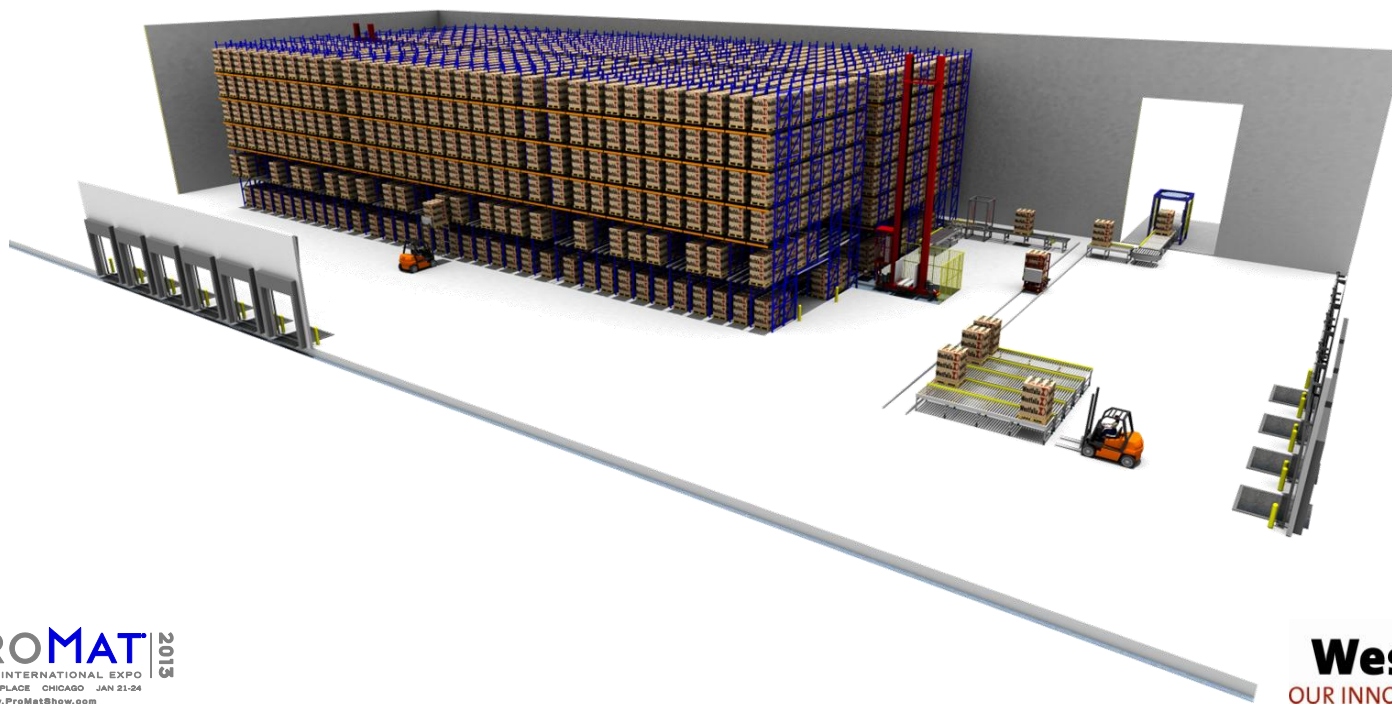
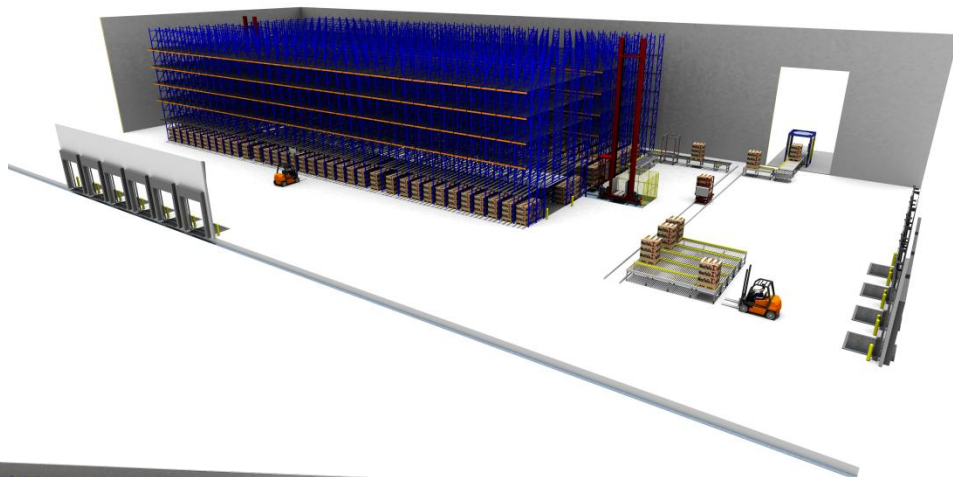
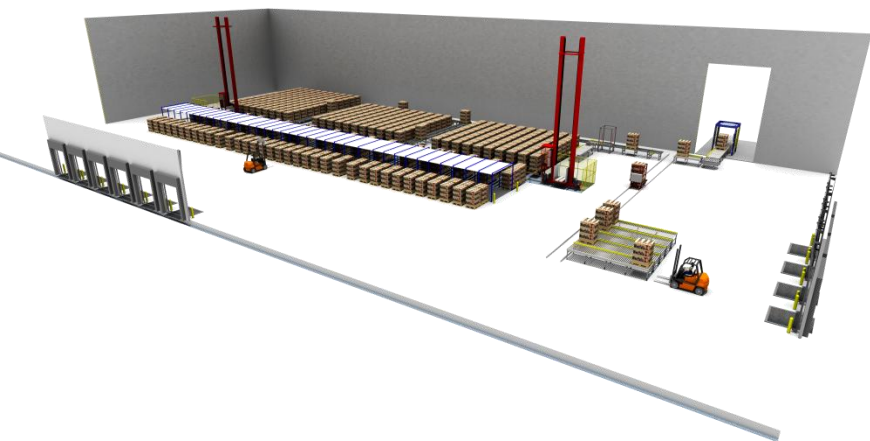
THREE GROWTH SCENARIOS TYPICALLY ENCOUNTERED

1. The site is completely land-locked, with no building expansion possible. Optimizing existing space is the only option for remaining on site. This is an operating cost avoidance strategy, as building in another location has long-term negative cost consequences.
2. The site has some room to expand, but rather than build a structure, there is a better value in automating the existing space. This is a cost avoidance strategy.
3. The site will be expanded, but the new building has less square footage due to automation. This is an enabling future growth strategy.

Reality

- AS/RS can do far more than just manage inventory
- Maximize available storage space
- Purchasing low-cost, low-quality warehouse automation machinery is often more expensive than staying with a manual system
 - Reduced labor and product damage costs
 - Reduction in energy costs – up to 40% in refrigerated and frozen warehouses
 - Maintenance costs lower for AS/RS than using fork lift trucks





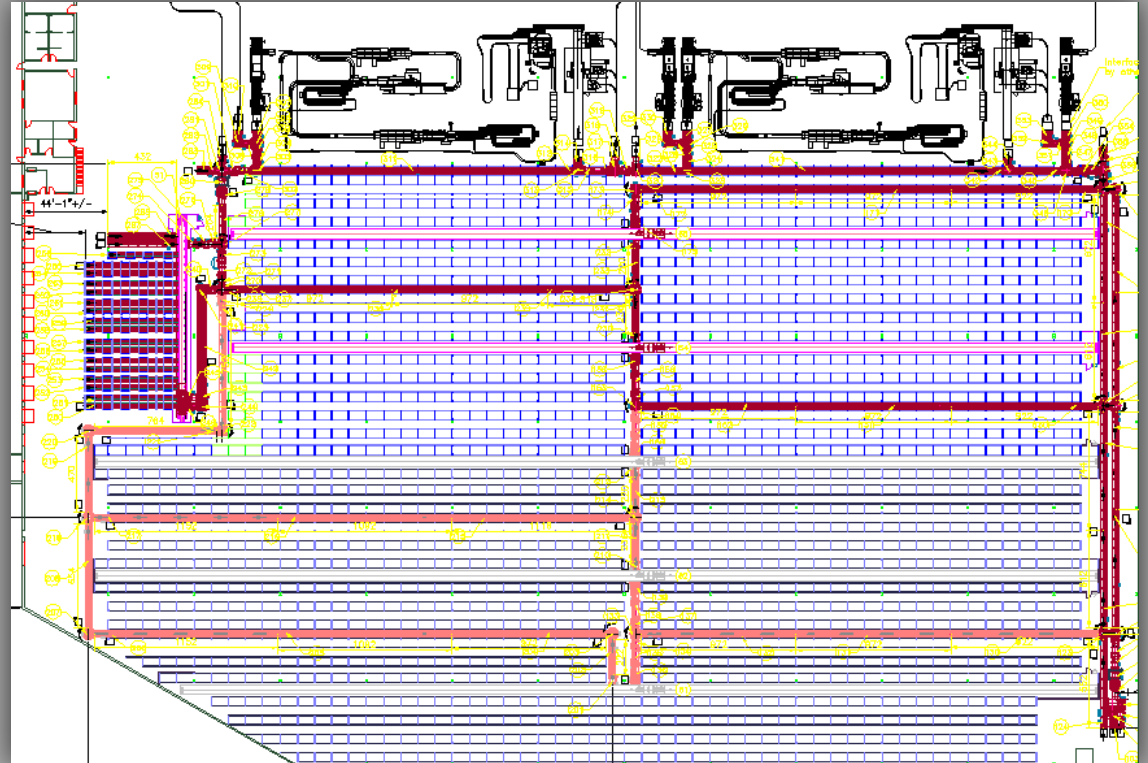
**High Density
AS/RS in 22'h
warehouse**



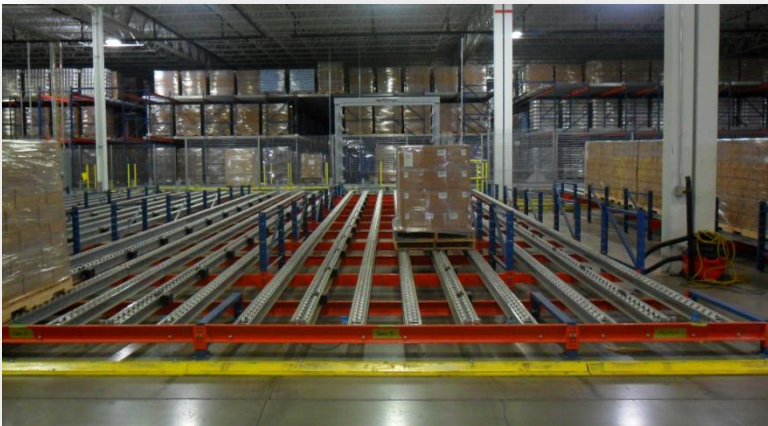
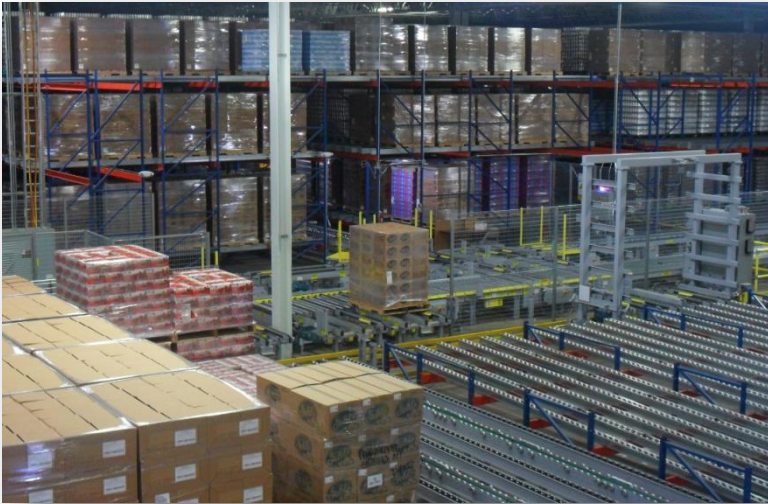
WMS



**17,000 pallets
3 levels**



**Nearly 300% increase in storage capacity in same building
footprint with 3 level high density AS/RS versus previous
floor stacked configuration.**





Transforming the existing building asset – why?

Conventional Storage
To
Westfalia ASRS System

If you're going to do it, you need to do it right!

Simple steps:

- Buy only the highest quality equipment
- Think long-term
- Introduce operations personnel early
- Think proactively
- Don't buy from companies that cannot demonstrate technology to be purchased

For More Information:

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