



PROMAT

2015

McCormick Place South | Chicago
March 23-26, 2015
promatshow.com

***Improve Warehouse
Efficiency Through
Process Design and
Mobile Voice
Technology***

Sponsored by:

LUCAS
SYSTEMS, INC.

Presented by:

Perry Lundberg, Imperial Distributors

Don Easterbrook, Longo Brothers

Jennifer Lachenman, Lucas Systems

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Welcome and Introductions

- Our Format: A Conversation With Perry Lundberg and Don Easterbrook
- Introductions To Imperial Distributors and Longo Brothers
 - Business and Operational Overview
 - Voice and Mobile Technology
- Q & A
 - Operational Drivers And Technology Choices
 - Using Voice For Process Improvement
 - Benefits Beyond Productivity and Accuracy
 - Supplementing Legacy WMS with New Tools
 - Lessons Learned

**FIND WHAT'S
NEXT.**



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About Imperial Distributors



- Leading Distributor of Supermarket Non-Foods Products
- 250,000 Sq. Ft. DC in Worcester, MA
- Serve 2200 Retail Locations
- Operational Challenges Before Voice
 - Double-digit Growth
 - RF-based Receiving and Inventory Control
 - Manual, sticker-based picking processes
 - Legacy WMS

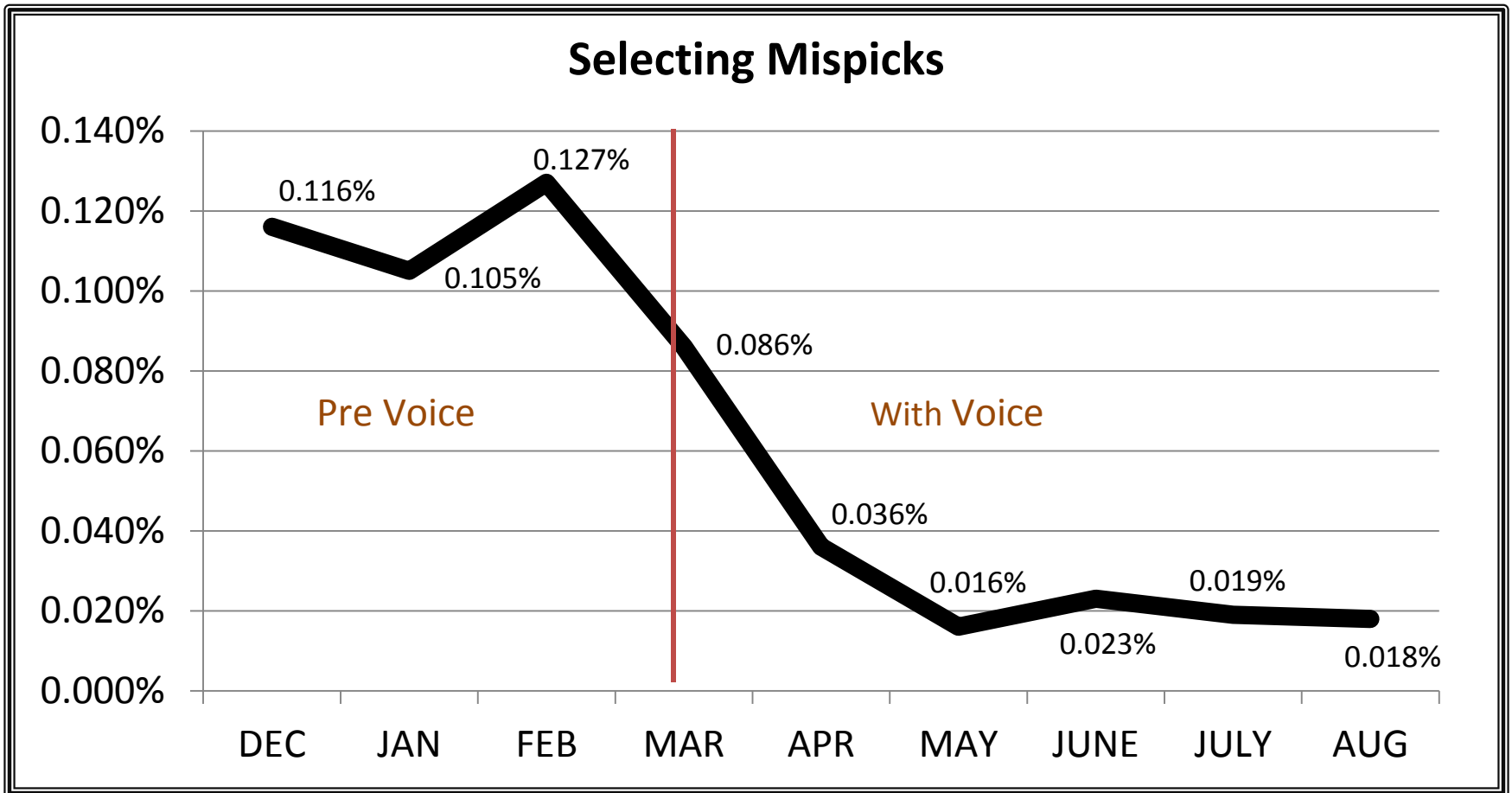


Voice at Imperial

- Piece Picking
 - Hands Free – Pick to Totes/Trains
 - Eliminate Errors
 - Boost Productivity
- Web-Based Management Tools
 - Access On Tablet, Laptop, Desktop
 - Immediate Short Alerts
 - Real-Time Work Status and Productivity
- Next Steps: Case Picking and Replenishment (future)



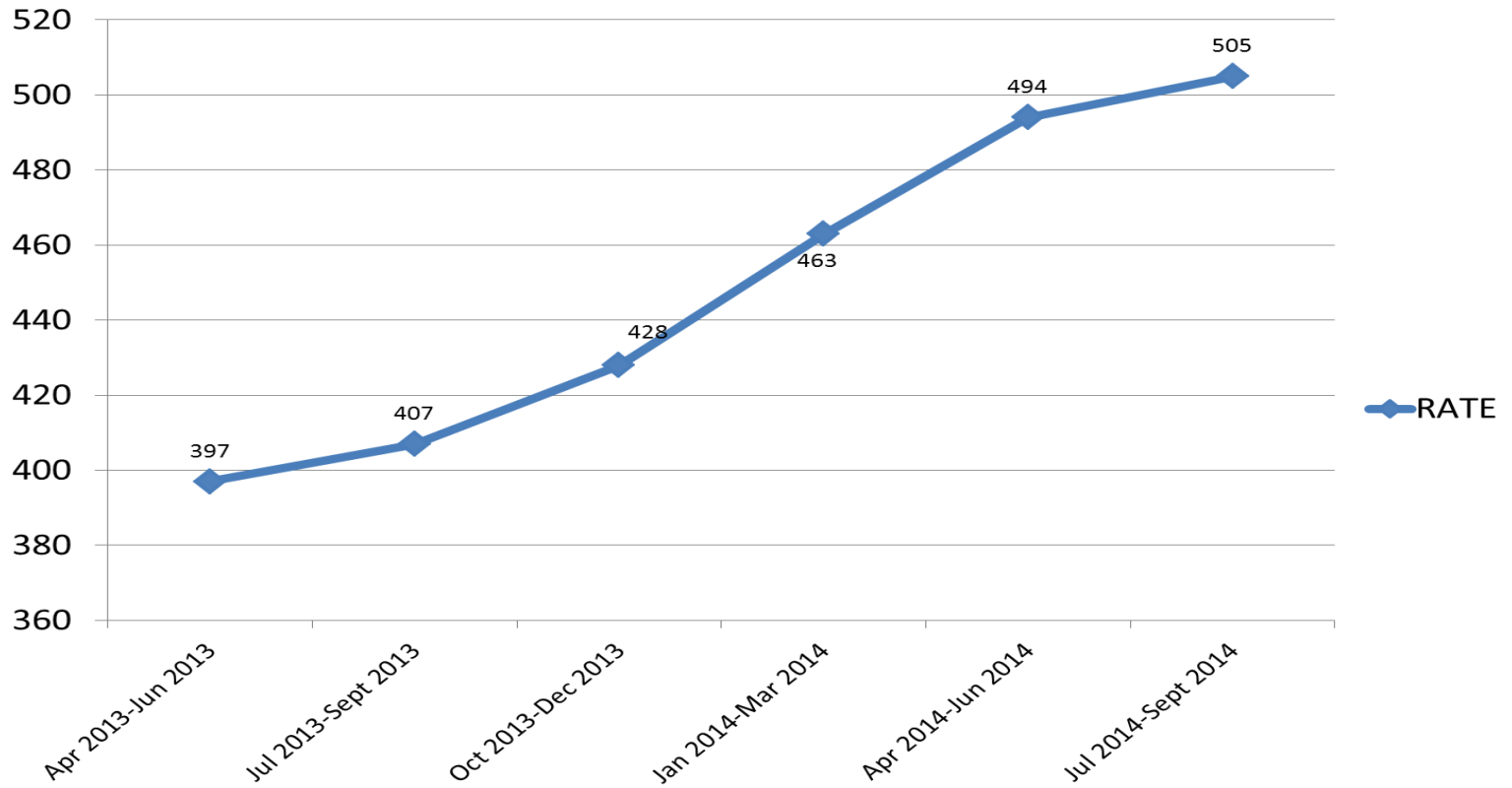
Results





Results

Selecting Worked Rate



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About Longo Brothers Fruit Markets



- Family Owned Grocery Retailer
- 190,000 Sq. Ft. DC in Vaughan, ON
- Serve 27 Grocery Stores in Greater Toronto
- Online Grocery Delivery in Greater Toronto
- Operational Challenges Before Voice
 - Rapid Growth
 - Handheld Scan Gun Picking Processes
 - Manual Data Capture and Entry



Voice at Longo's

- Picking – Dry, Cooler, Freezer
 - Hands Free – Pick to Pallets
 - Eliminate Errors
 - Catchweight Capture by Scan
 - Boosted Productivity 10 to 15%
- Web-Based Management Tools
 - Immediate Short Alerts
 - Real-Time Work Status and Productivity
- Next Steps: Replenishment, Loading and Crossdock

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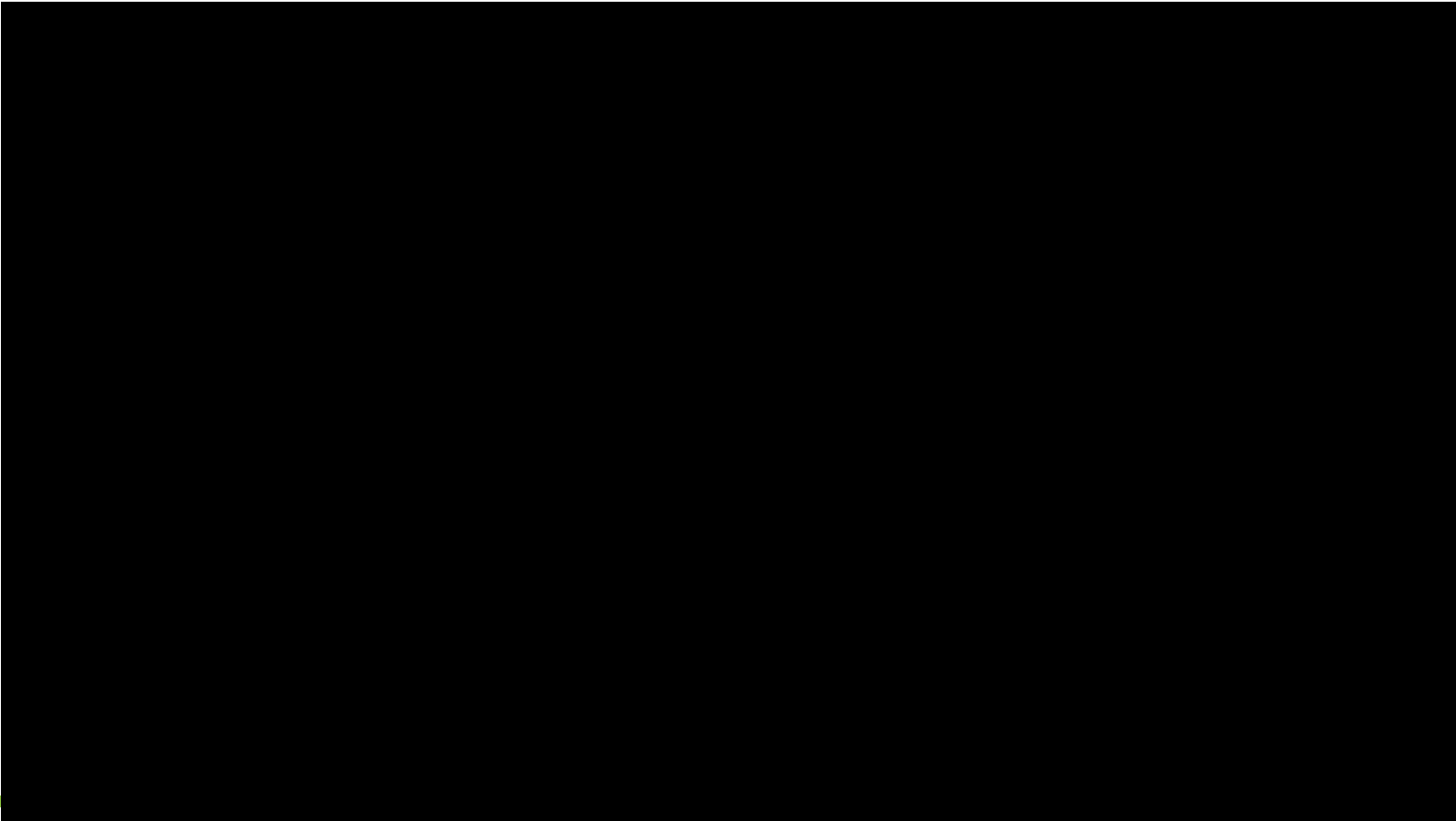


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Voice at Longo's - Video



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Questions and Answers

- Operational Drivers And Technology Choices
- Using Voice For Process Improvement
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- Lessons Learned

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