



**PROMAT**® 2015

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

***From Manual to  
Fully Automated in  
just 12 months –  
a Younique story***

Presented by:

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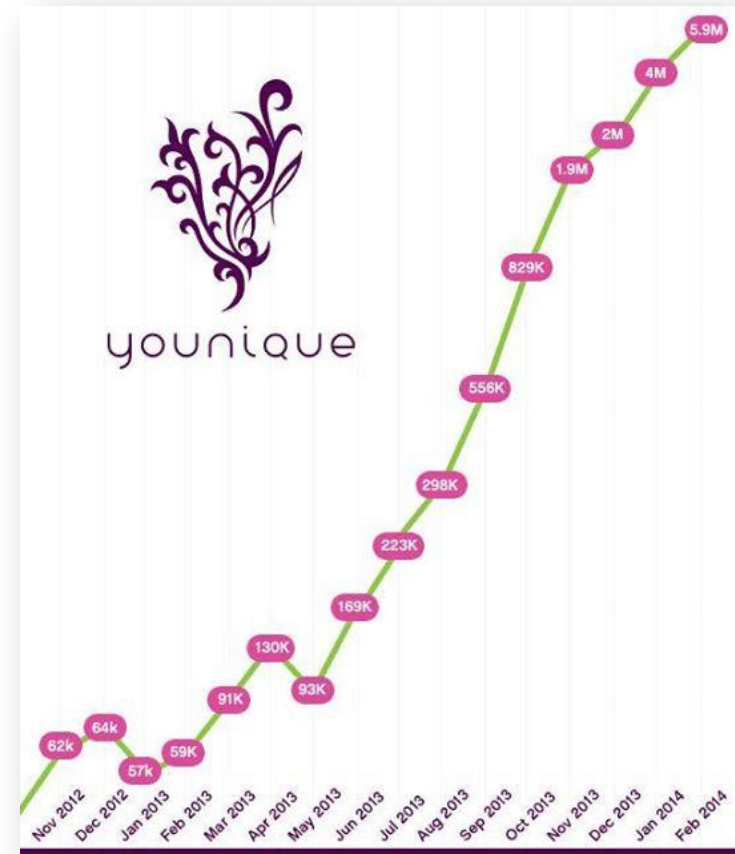
## Younique Background

- MLM Company headquartered in SLC and focused on women's beauty products
- Product is marketed through a worldwide network of Presenters
- Founded 2012 by Derek Maxfield and Melanie Hushcroft



## YOY Growth 2013 - 2014

- From February 2013 to February 2014, Yunique experienced growth of 100-fold
- Operations was barely keeping up, and relying on manual processes and internally developed systems







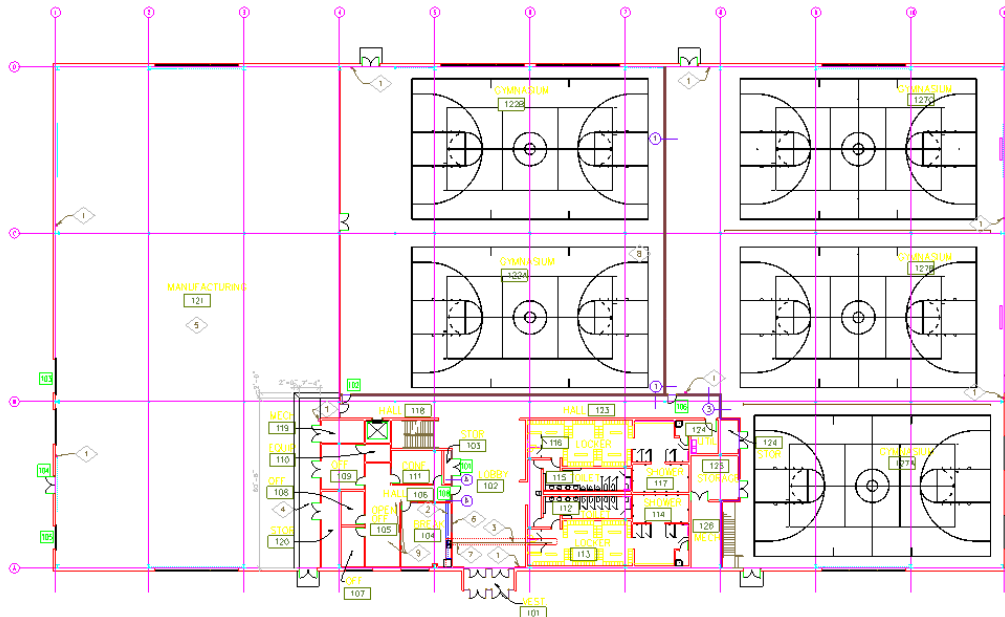
## Existing Processes

- Product was received in a storage facility, and then moved to a fulfillment operation in a storefront in a strip mall
- Replenishment was very labor-intensive, as fulfillment was accomplished from multiple workstations
- Order fulfillment was paper-based and was the most efficient part of the process



## Facility

- Younique had an option on a local facility that was an existing sports complex. The question was whether the facility would be suitable for a more modern and efficient DC





## Begin Process

- Met PSIT at MODEX Show in March, 2014
- Engage PSIT in April for a Distribution Engineering Services layout/design project
- Assumed that the Distribution Operation would go into the existing sports facility
- Assumed that future growth would be a projection provided by Younique, and that the resulting calculations would be subject to adjustment over time



## Engineering Process

- One year data
  - Outbound Orders
  - Purchasing Information
  - Labor Costs
  - Other expenses
- Plug in growth projections
  - As provided by Younique
- Develop Storage Requirements
- Develop Throughput Requirements



## Engineering Process

- Once future Requirements were agreed upon
- Evaluate/model storage options
  - Using cost/space as considerations
- Evaluate/model Order Fulfillment Methodologies
  - Using cost/space/throughput as considerations
  - Labor requirements estimated using MOST Methodology to model actual tasks/processes
- Should be an inverse relationship in the models
  - Higher spend on automation should result in lower ongoing operating costs



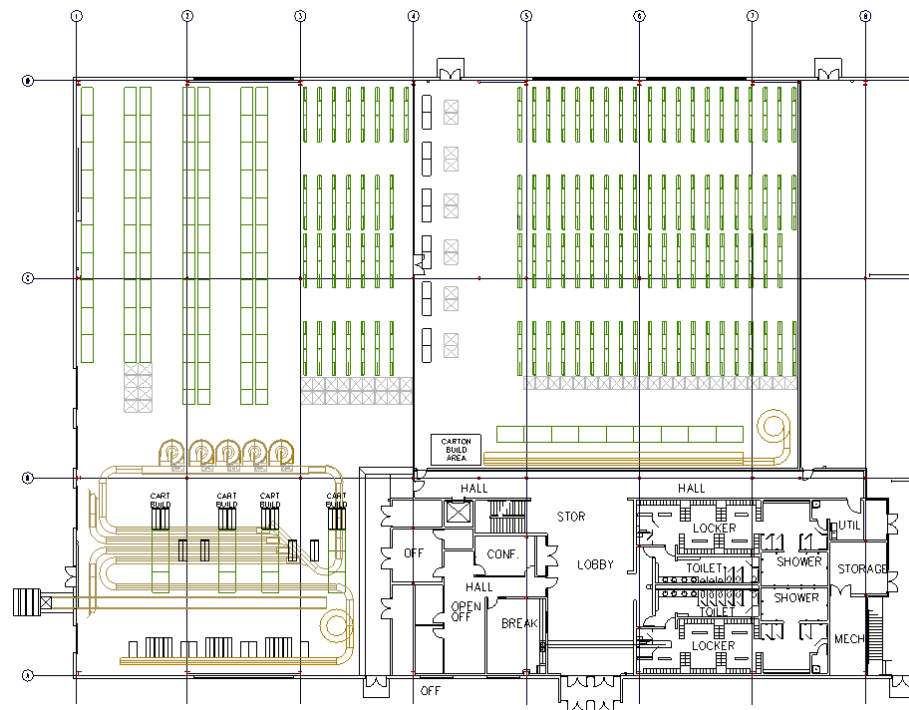


## Engineering/Modeling Process

- Modeled 4 options for Receiving
  - Standard Receipt, Vendor Compliant, Carton Handling w/extendibles, Carton Handling, manual sort loop
- Modeled 5 options for Product Storage
  - Selective, Narrow Aisle, Drive through, Flow through, Pushback
- Modeled 5 options for Multi-line Picking
  - Cart Batch, Pick/Pass, Pick Wall, A Frame, Automated Sorter
- Winners were:
  - Vendor Compliant Receiving
  - Combination of Selective/drive-through pallet storage
  - Cart Batch Picking with lights on carton flow and cart

## Engineering/Modeling Process

- Selected processes were then used to develop an initial facility layout





## Conversion/Execution Process

- In Reviews with Younique, the design was fine-tuned and updated
- Peach State was retained to execute the design for Younique
  - Procurement
  - Project Management
  - Local Permits and Seismic Requirements
  - Installation
  - Commissioning



## Project Timeline

April 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"><li>• Younique engages PSIT</li></ul>					
	<ul style="list-style-type: none"><li>• Agreements signed</li></ul>					
	<ul style="list-style-type: none"><li>• Project Team formed</li></ul>					
	<ul style="list-style-type: none"><li>• Data Request submitted and completed</li></ul>					



## Project Timeline

May 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>Initial visit to SLC Facility</li> </ul>					
	<ul style="list-style-type: none"> <li>Review/document existing Operation</li> </ul>					
	<ul style="list-style-type: none"> <li>Review past year's data</li> </ul>					
	<ul style="list-style-type: none"> <li>Begin Analysis</li> </ul>					
	<ul style="list-style-type: none"> <li>Signed WMS Contract</li> </ul>					
	<ul style="list-style-type: none"> <li>Began WMS Implementation</li> </ul>					





## Project Timeline

June 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>Additional visit to SLC facility</li> </ul>					
	<ul style="list-style-type: none"> <li>Review Growth Projections, settle on numbers to be used for the analysis</li> </ul>					
	<ul style="list-style-type: none"> <li>Develop Storage Requirements</li> </ul>					
	<ul style="list-style-type: none"> <li>Order Lift Equipment</li> </ul>					

Type	2013	2014	2015	2016	2017	2018	2019
Pigments							
Concealers							
Blushers							
Lip Gloss							
BB Cream							
Pressed Powder							
Cream Foundation							
Skin Care 1							
Skin Care 2							
Fiber Lashes							
Brushes							
Cases							
Totals							

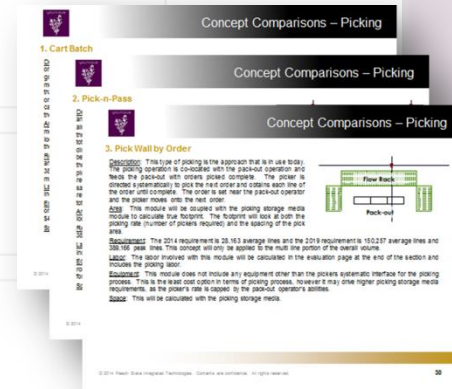
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Skin Care 1							
Skin Care 2							
Fiber Lashes							
Brushes							
Cases							
Totals							

Type	2013	2014	2015	2016	2017	2018	2019
Pigments	13,252	318,488	785,233	1,099,326	1,374,157	1,580,281	1,738,309
Concealers	1,341	24,983	57,459	80,443	100,553	115,636	127,200
Blushers	604	20,553	50,554	70,775	88,469	102,740	111,914
Lip Gloss	6,125	157,513	388,027	543,208	679,048	780,905	858,995
Skin Care 1	1,179	39,002	86,876	121,627	152,033	174,838	192,322
Skin Care 2	0	28,378	70,110	98,154	122,693	141,096	155,206
Fiber Lashes	0	32,017	78,448	108,827	137,294	157,876	173,664
Brushes	2,586	46,324	144,408	230,371	307,714	330,872	361,959
Cases	2,738	103,755	252,369	353,317	441,646	507,893	558,682
Totals	24,343	703,021	1,718,833	2,406,366	3,007,957	3,499,151	3,805,066
Fiber Lashes	11,096	155,159	365,738	512,034	640,042	736,048	809,653
Brushes	3,199	67,310	122,037	170,851	213,564	245,599	270,159
Cases							
Totals	67,063	1,717,821	4,140,092	5,796,129	7,245,161	8,331,935	9,165,129

## Project Timeline

July 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>Finalize Storage Requirements, Select storage media</li> <li>Order racking</li> <li>Review fulfillment options, select Order Fulfillment Methodology</li> <li>Complete initial facility design</li> </ul>					





## Project Timeline

August 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>Fine-tune facility layout</li> </ul>					
	<ul style="list-style-type: none"> <li>Develop budget</li> </ul>					
	<ul style="list-style-type: none"> <li>PSIT engaged to manage conversion/implementation</li> </ul>					
	<ul style="list-style-type: none"> <li>Detail Engineering begins</li> </ul>					
	<ul style="list-style-type: none"> <li>Seismic Engineering on rack begins</li> </ul>					
	<ul style="list-style-type: none"> <li>WMS go-live</li> </ul>					



## Project Timeline

September 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>● Rack drawings approved</li> <li>● Lift Equipment delivered</li> </ul>					
	<ul style="list-style-type: none"> <li>● Existing process/Operation moved to new facility</li> </ul>					
	<ul style="list-style-type: none"> <li>● Lighting ordered</li> <li>● Mezzanine Layout finalized</li> </ul>					



## Project Timeline

October 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"><li>• Conveyor layout finalized</li></ul>					
	<ul style="list-style-type: none"><li>• Seismic Engineering on Mezzanine begins</li></ul>					
	<ul style="list-style-type: none"><li>• Seismic Engineering on rack completed</li></ul>					





## Project Timeline

November 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"><li>• Conveyor Ordered</li></ul>					
	<ul style="list-style-type: none"><li>• Multi-Line Pick System Ordered</li></ul>					
	<ul style="list-style-type: none"><li>• Review Picking Interface Requirements with WMS vendor</li></ul>					
	<ul style="list-style-type: none"><li>• Mezzanine Engineering/Components Ordered</li></ul>					

## Project Timeline

December 2014						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>• Selective Rack Installed</li> </ul>					
	<ul style="list-style-type: none"> <li>• Picking Proof of Concept completed</li> </ul>					
	<ul style="list-style-type: none"> <li>• Pick Shelving ordered</li> </ul>					
	<ul style="list-style-type: none"> <li>• Conveyor Shipped</li> </ul>					
	<ul style="list-style-type: none"> <li>• Sorter Ordered</li> </ul>					



## Project Timeline

January 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>• Lighting Installed</li> </ul>					
	<ul style="list-style-type: none"> <li>• Controls Engineering</li> </ul>					
	<ul style="list-style-type: none"> <li>• Racks Labeled</li> </ul>					
	<ul style="list-style-type: none"> <li>• Pick Cart changes finalized</li> </ul>					





## Project Timeline

February 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"> <li>Mezzanine Installed</li> </ul>					
	<ul style="list-style-type: none"> <li>Pick Carts Manufactured and Shipped</li> </ul>					
	<ul style="list-style-type: none"> <li>Pick Equipment arrives, set up</li> </ul>					
	<ul style="list-style-type: none"> <li>Conveyor install begins</li> </ul>					
	<ul style="list-style-type: none"> <li>Controls Testing</li> </ul>					





## Project Timeline

March 2015						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
	<ul style="list-style-type: none"><li>• Conveyor installation completed</li></ul>					
	<ul style="list-style-type: none"><li>• Controls work completed</li></ul>					
	<ul style="list-style-type: none"><li>• Testing, commissioning</li></ul>					
	<ul style="list-style-type: none"><li>• Live with Pick system</li></ul>					



**FIND WHAT'S  
NEXT.**



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## ***For More Information:***

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Or visit ProMat 2015 Booth **3864**