

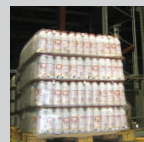


The official newsletter of Westfalia Technologies, Inc.

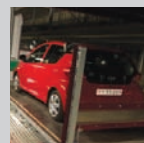
Summer 2011



**Savanna.NET® New Capabilities & Demo with 3D Visualization**



**Project Spotlight: LLSSA / Danone's AS/RS Upgrade**



**Copenhagen's 3 New Environmentally Friendly Automated Parking Garages**



**Project Spotlight: Pepsi Beverages Company Installs AS/RS & Savanna.NET®**

**24/7**



**Service Team Available 24/7 for Parts & Service Needs**

## Westfalia's Beverage Industry Solutions Maximize Efficiencies & Cost Savings *Combining Material Handling Equipment and Savanna.NET® WMS*

With the recent launch of the Dairy Case Depalletizing System, Westfalia's Deam Systems division now offers a completely revamped line of Case Packing and Case Handling Equipment to move beverage cases throughout a plant from fillers to storage and/or the shipping dock -- in either cooler, freezer or ambient environments. Integrate this equipment with the power, flexibility and control of our *Savanna.NET®* Warehouse Management Software (WMS), and substantial cost savings accrue to beverage companies from accurate inventory counting, order processing, labor savings, and other operating efficiencies. If storage capacity is an issue,

consider Westfalia's Automated Storage & Retrieval Systems (AS/RS) which can fit into existing facilities only 20' high.

Westfalia Deam is known for designing and constructing compact, durable, all stainless steel material handling equipment ideal for the tight spaces of juice, dairy and other beverage companies. What is less well known in the dairy and beverage industries is the cost savings and efficiency gains *Savanna.NET* WMS can provide when combined with this beverage handling equipment. All product flows throughout any size facility can be planned and tracked via *Savanna.NET* (WMS) software, including

smaller conventional warehouses.

*Savanna.NET®* is a modular WMS, offering a basic package for even the smallest companies to more effectively track and manage their inventory and order processing. Additional modules, such as order selection via pick-to-light, 3PL, yard management and more, can be added now or in the future as companies grow and needs change. Recent upgrades to *Savanna.NET* provide 3D visualization of the warehouse; greater efficiencies through a standard interface allowing Westfalia's WMS to "talk" with any Enterprise Resource Program (ERP) system;

*Continued on page 2*



## Westfalia's Beverage Solutions cont. Combining Mat'l Handling Equipment & WMS

*Continued from page 1*

a faster, more efficient storage locator algorithm; and visible changes to the client user screens to make the client interface even more user-friendly.

Westfalia's team of in-house mechanical, electrical and software engineers have designed systems for some of the biggest beverage players, including Pepsi Beverages Company (see pages 4-5), LLSSA/Danone (see page 7) and Parmalat.

The power of our designs comes from our 35+ years expertise combining software (WMS) development with automated equipment manufacturing to deliver turn-key solutions to meet each client's specific needs with unsurpassed quality and control. Westfalia has the expertise to develop the most advantageous material handling solution to each client's needs.

Including specific inventory data and product flows of all aspects of the warehouse are key to designing flexible, semi to fully automated beverage packing, handling, warehousing, inventory management, and order processing systems. From the end of the production line and empty case handling to our case packers (which pack various size bottles, jugs, cartons, cultured cups, or pouches/bags) through to the docks via conveying systems (product, case, pallet), case stackers, palletizers, stretch-wrappers, label applicators, RFID, AS/RS, or customized equipment like our Drawbrige Conveyor (pictured on front page), or any other necessary equipment, Westfalia can design, build and integrate each client's optimal material handling system.

To learn more about how to maximize the space and operating efficiency of a beverage facility, contact Westfalia today. ■

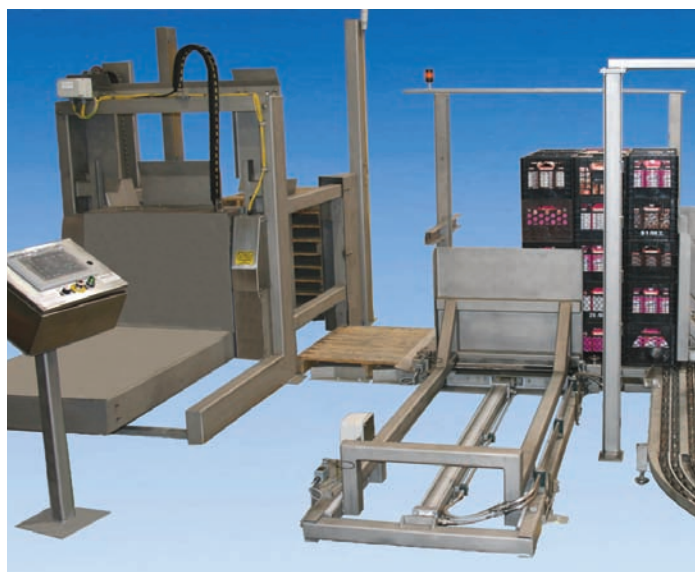
*Keeping beverage cases moving from fillers to the shipping dock with case packers, conveyors, stackers, palletizers and more – controlled & optimized with Savanna WMS.*



*Palletless Dairy Case Stacks transported on Satellite rack entry vehicle within an AS/RS*



*Carton Caser*



*Dairy Case Palletizing Systems*

# Savanna.NET WMS Version 2.2

## Demo with Visualization, New Capabilities & Increased User Friendliness



Westfalia launched *Savanna.NET*® Version 2.3 at ProMat 2011 and now has a demo available -- complete with warehouse 3D visualization -- to show off its capabilities. Key features of *Savanna* 2.3 include real time 3D visualization of the warehouse; a dashboard for tracking key statistics of warehouse operations; streamlined user rights management interfaces; and improvements to the order picking module for integrating third party picking solutions.

*Savanna* 2.3's 3D Visualization allows users to view the warehouse from any angle, including walking through it. Individual items/SKUs can be identified and filtered (for example inventory can be colored by SKU), as can warehouse zones. Like all other aspects of *Savanna*, this 3D Visualization module is flexible enough to be integrated into warehouses controlled by ERP and other WMS's, where *Savanna* WCS is used.

"As our customers' needs have become more complex we are looking for ways to make day to day operation of a warehouse easier," explains Dave Williams,

Director of Software Development.

Recent beverage and food company installations aid in demonstrating the strength and flexibility of *Savanna* WMS integrating various warehouse technologies, and the vast design expertise of Westfalia's AS/RS engineers. At a recent installation for the Pepsi Beverage Company, *Savanna* seamlessly integrates the SRMs, case & pallet conveyors, pallet check stations, Gantry robots for high speed layer and mixed layer order picking, manual order top off, stretch wrapping and sequencing for truck loading. The robots' software focuses on building optimal pallet load configurations, following the order processing instructions from the WMS. The advances to *Savanna's* order picking module are a reflection of the high speed layer picking and mixed layer picking of this facility. For firms considering utilizing layer picking, it is important to know Westfalia has the power with *Savanna* to control order processing not only with their own Model 870 & 880 Layer Palletizers, but also with robotic and manual picking operations at any facility. ■



## Upcoming Events

Look for Westfalia at these upcoming 2011 events:



**Int'l Dairy Show 2011**  
**Sept. 19-21, 2011**  
**Georgia World Congress**  
**Atlanta, GA**  
**Booth #751**



**Modex 2012**  
**February 6-9, 2012**  
**Georgia World Congress**  
**Atlanta, GA**  
**Booth #751**



## Westfalia AS/RS & Savanna.NET® Insta Integrates Automated Storage with High Speed Lay

Westfalia Technologies, Inc. has recently completed commissioning of an Automated Storage and Retrieval System (AS/RS) and *Savanna.NET*® Warehouse Control System (WCS) for the Pepsi Beverages Company's (PBC) facility in Tampa, FL. The flexible, high density AS/RS meets PBC's need for maximum storage, high throughput, buffers for handling peak production from their bottling plant, and aids in preparing various types of pallets to ship to customers. *Savanna.NET* WCS manages and controls all products flows throughout the facility from receiving to order fulfillment. It is a complex system as PBC requires full layer and mixed layer palletizing in order to have 'store ready' pallets loaded onto their straight and bay trucks. Among the technologies controlled via *Savanna.NET* WCS are the two Storage/Retrieval Machines (SRMs) of the AS/RS, conveying systems for pal-

lets & cases, five KUKA robots for layer picking / palletizing, pallet squaring stations, stretch-wrapping, print & apply labeling, and the integration of the WCS to PBC's existing ERP / WMS system.

The Pepsi Beverage Company, based in Somers, NY is the largest manufacturer, seller and distributor of Pepsi beverages, with over 100 plants worldwide and 545 distribution centers. Among the brands they handle are Pepsi, Aquafina, Aqua Minerale, Tropicana, Lipton Iced Tea, Starbucks Frappuccino, Dole juices, Mountain Dew, Sierra Mist and the SoBe line of beverages.

Pepsi's commitment to the environment, and to the 'reduce waste' principles of Six Sigma, attracted them to Westfalia's Go Green with High Density AS/RS design. Compared to a conventional warehouse, the multiple deep

design has major financial benefits as storage space is maximized, which translates into reduced building construction costs, lower sustainable operating costs (reduced energy, labor and product waste costs), as well as increased inventory accuracy through *Savanna.NET* WCS. In addition to the existing facility, this new compact warehouse uses only 30% of the footprint of a conventional facility, thereby having less impact on the environment too.

"Automated order fulfillment at the case and layer level is clearly the direction many of our clients are heading. Our focus of integrating reserve storage and automated replenishment delivers fully integrated solutions for the beverage industry, combining automation of deep reserve and order selection," states Dan Labell, President of Westfalia Technologies, Inc.



2 SRMs operate in single aisle at Pepsi's Tampa facility



Full layer palletizing

# Automated at Pepsi Beverages Company for Layer Picking & Mixed Case Palletizing



**Go Green**  
with High-Density AS/RS

From the bottling lines, palletized products are delivered to the AS/RS for storage. As pallets are needed for order selection, they are placed by the SRMs into pick and build positions, and transferred via Westfalia's TC1500 Single Transfer Car with Satellite into a buffer zone serviced by a KUKA Linear Gantry. Known as the High Speed Layer Pick (HSLP) system, the gantry picks single SKU layers at the rate of 3,000 cases per hour utilizing two robotic layer grippers suspended from an overhead gantry. Two additional robotic gantry grippers are used to remove and replenish the empty pallets. Another component of the automated system is the Mixed Layer Pick (MXLP) system, which through manual Pick-to-Light case picking, automated material handling conveyors and robotic palletizing form and build layers of mixed SKU by like package type cases, at a rate of 2,000 per hour. These HSLP

and MXLP rates are over five times the manual pick rates of PBC's traditional warehouses. KUKA Systems' unique layer forming software is used to build the layers, and all product movements and robot missions are tracked and managed by *Savanna*.NET WCS.

"The cooperation with Westfalia has been key to the success of this project. They are a company we can trust and they always have their partners' and their customers' best interests in mind when executing a project. From the robustness of the equipment to the flexibility of the software the Westfalia products are reliable," states Aaron Corcoran, Director of Logistics at KUKA Systems NA.

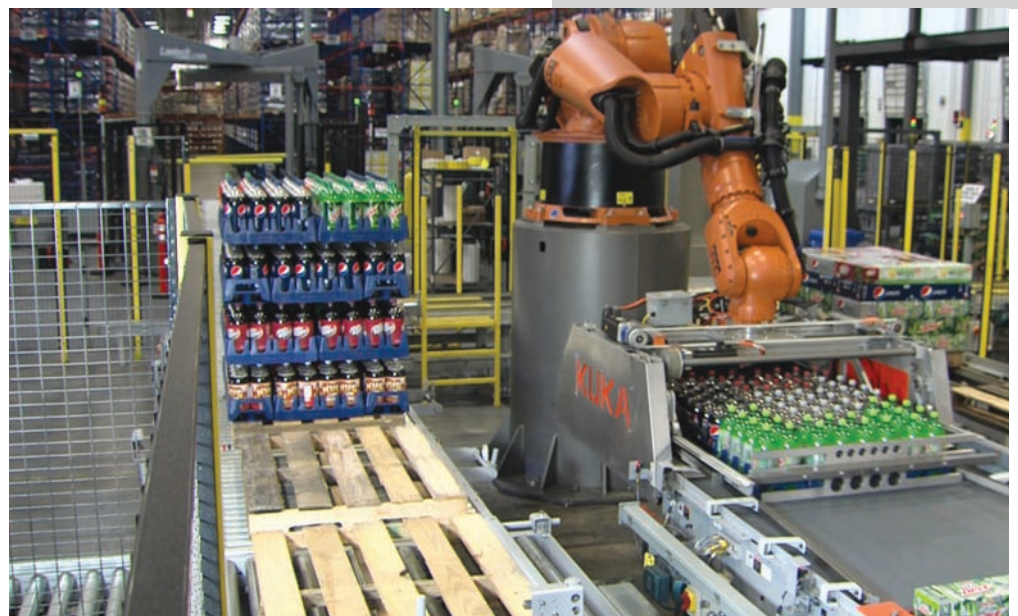
To learn more about Westfalia's SRMs, WMS and other AS/RS components, contact us today at 800-673-2522. ■

## Highlights of AS/RS at Pepsi Beverages Company

- Placing 2 SRMs in a single aisle enables faster throughput to layer pick stations - 200+ pallets per hour
- High density storage warehouse utilizes only 30% of space that would normally be required for conventional warehouses
- *Savanna*.NET® WCS (Warehouse Management Control System) software controls all product and order flows, integrating with Red Prairie WMS and PBC's ERP system
- *Savanna*.NET integrates both KUKA full layer and mixed layer palletizing to provide 'store ready' pallets



Layer picking via gantry robots



Mixed layer palletizing area



## *Copenhagen's 3 Environmentally Friendly Automated Parking Garages Westfalia's 3 Systems Provide 838 Parking Spaces*

Automated parking is the most sustainable, secure and efficient way to park a car and the Danes have fully embraced it. Their first automated garage opened last year in Nørre Allé has blossomed into a favorite parking spot in the Danish Capital within a few months. The second, in Leifsgade, is Europe's largest automated car park, with 408 underground parking spaces. Copenhagen's Mayor Bo Asmus Kjeldgaard has just opened the third fully automated Westfalia parking system in Under Elmene. Around 250 visitors sampled automated parking during the inauguration and parked their car in one of the 266 parking spaces. Copenhagen's Mayor Bo Asmus Kjeldgaard explains, "The run on our fully automated parking garages is large and the public is enthused to use it."

### **Environmentally friendly technology**

"The city of Copenhagen decided to create a green oasis in the metropolis. The combination of specialized technology, constant reliability, safe car transport and sustainability was at the forefront of our planning the ideal solution", describes Westfalia Managing Director Andreas Gartemann. The environmentally-conscious Danes find the system is easy to use. They park their car in the entry cabin, alight from the vehicle to the terminal and pay with the credit card or chip card, and immediately the fully automatic parking process starts. "For inhabitants of Copenhagen the annoying search for a parking space and possible vandalism are things of the past," says project manager Mathias



Spötter. At the same time the community has created space for green areas including a playground and a basketball court, while also supplying 840 parking spaces for locals and tourists in the three underground parking systems.

### **Westfalia's technology leads the way**

Westfalia's automated parking technology sets new standards for peak performance and others are noticing. As Sebastian Prietzel, Westfalia's expert in car park automation explained at the opening ceremony, "The concept of the community automated parking systems is a role model for many other countries. A Swedish delegation is going to visit the parking garages in a few weeks."

Automated parking systems by Westfalia not only save up to 35% of space but also double the amount of parking positions on the same footprint. They also reduce energy costs due to the elimination of ventilation and lighting systems. Furthermore, up to 80% less

pollutant emissions are emitted into the air because driving through the garage is eliminated. Westfalia is one of the leading providers of automated parking systems in the world and has already installed parking systems in other European countries and is currently working on projects in Dubai and the USA.

Not even four years have passed since the Danish community commissioned the parking specialists from Borgholzhäusen. Within three years Westfalia has brought to fruition three parking garages which are tailored to the needs of the city council. Since June of 2010 all three parking garages have opened. "It is a consistently successful project. The collaboration with project managers was absolutely perfect," summarizes Sebastian Prietzel, support specialist. Mathias Spötter absolutely agrees with his colleague, "Our clients in Copenhagen cannot stop raving about this project. They are so proud of the success." says the project manager. ■

## Project Update: LLSSA / Danone AS/RS Upgraded including new SRM

A long-time Westfalia customer, Logística La Serenisima S.A. (LLSSA), the joint venture of Danone and Mastellone in Argentina, recently upgraded and expanded their Automated Storage & Retrieval System (AS/RS) in Buenos Aires to meet the need for increased speed and throughput in their automated warehouse. In addition to adding a 4th Storage/Retrieval Machine (SRM), the software and conveyor controls were updated to accommodate dispatch missions to the new machine, and a new safety zone was added to aisle one.

Aside from the expanded storage, LLSSA's chief concern was installing this SRM quickly. Within 30 days the new SRM was fully operational and integrated into the warehouse control system and WMS. The entire project included removing racks, installing a power bus, installing the SRM, revising conveyor controls, updating WMS, and re-installing the racks.

*Pick Tunnel at LLSSA*



The original AS/RS was installed 11 years ago, and at that time was an ambitious project, somewhat ahead of its time. It involved placing 3 SRMs in 2 aisles. The new SRM will enable both aisles to have 2 SRMs. Each SRM handles 2 pallets at a time for maximum throughput. Integrated into the 5 level AS/RS are 2 lifts, 3 transfer cars for staging, pallet conveyors, pick-to-light, case flow replenishment, each pick integration, re-palletizing and truck accumulation. Controlling and managing all the product flows and order processing is Westfalia's pre-Savanna Warehouse Management Software.

As Mr. Eduardo Chiarello, Chief of Engineering at LLSSA explains, "The system has allowed us to service the local Buenos Aires market efficiently for 11 years. The durability of the equipment is truly remarkable, and Westfalia continues to support the hardware and software efficiently, as this upgrade has shown." ■



### Westfalia's New Projects

Building on our success, we have many new projects in the works, among them:

#### **Automated Storage and Retrieval Systems (AS/RS):**

*Darigold  
FAGE USA  
Gehl Foods  
Pepsi Beverage Company  
Unilever*

#### **Case Packing & Handling Systems:**

*Country Pure Foods  
Farmers Dairy  
Kroger's  
Nature's Best Dairy  
Northumberland Dairy*

#### **Conveyor Systems:**

*Lambert Material Handling  
Flexicon  
and more*



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join our newsletter mailing list,  
or update your information  
using the QR code below!**



## *Westfalia's Service Team*

*Available 24/7 for all your parts & service needs*

By now many of our customers have met our new Service Manager, Bill Brown. Leading the Service Team, Bill is responsible for supporting customers' service needs including installations, upgrades, preventative maintenance and repairs to Westfalia's AS/RS, Conveying and Case Packing & Handling Systems product lines. He has over 20 years of manufacturing experience, and over 15 years of management and customer service specific to the manufacturing industry. Previously he held service & management positions at Graham Engineering and Engel Machinery.

Maintenance Service Agreements are the best way to ensure Westfalia's equipment will work for years to come. We offer maintenance programs when you buy our equipment, but you can also purchase them any time you need them. **Whether it's for authentic Westfalia equipment, or a similar manufacturers, we offer the parts and service you need.** Our maintenance service plans options include yearly, per diem, per project, and emergency service available via phone or on-site.

**CALL 800-372-2522 FOR PARTS  
& SERVICE 24/7/365**