About Westfalia Technologies Inc.

For over 35 years Westfalia has been committed to innovating and implementing logistical solutions utilizing Automated Storage and Retrieval Systems (AS/RS) and conventional material handling equipment. Our success has been shaped, to a large extent, by the satisfaction of our customers.

Westfalia Technologies, Inc., headquartered in York, Pa., is a leading provider of logistics solutions for plants, warehouses and distribution centers. Since 1992, Westfalia has helped companies in the food, beverage, chemical and other major industries to optimize warehouse processes and maximize efficiencies and savings. Our business success – and growing customer base – reflects an unparalleled ability to deliver customized solutions with unsurpassed quality and control.

As designers and planners, the most important driving force for us is working alongside our customers as an active partner. Working closely with the customer forms a unity, which builds one of the pillars on which our basic company convictions are founded: unity means the customer gains a unique opportunity to significantly cut costs and raise customer service levels. This is further represented through the extensive list of successful projects and customers we serve. Westfalia Technologies, Inc. continues to reflect the unparalleled ability to deliver customized pallet handling solutions throughout the world.

To learn more about Westfalia’s capabilities and products, including its Automated Storage and Retrieval Systems, conveyors, case packing/handling systems, palletizers and Savanna.NET® Warehouse Execution System software, please visit [www.WestfaliaUSA.com](http://www.WestfaliaUSA.com) or call +1.800.673.2522.

Our mission: To deliver unparalleled warehousing solutions by earning the trust of our customers, understanding their business needs and honoring the commitments we make.
As one of the first multi-state distributors, Wirtz Beverage operates in Illinois, Nevada, Minnesota, Wisconsin and Iowa with combined revenues of $1.8 billion annually and 2,500 employees.

THE CHALLENGE
Like many companies in the beverage industry, Wirtz Beverage Illinois was faced with the challenge of expansion to support increased demand. “The challenge we faced was the fact that we were working out of three warehouses. This was a totally inefficient operation but we made it work,” said Richard (Rocky) Ruane, regional director of warehouse operations.

Wirtz Beverage decided to build a new facility in Cicero, Ill., understanding that they needed to invest for long-term growth. This reinvestment included site re-development of the former Sportsman's Park. The 35 acre site lot was chosen to fit the 604,907 sq. ft. building. Standing tall at 42 feet, the new distribution center included 555,449 sq. ft. of warehouse, 106,409 sq. ft. of office space and 25,000 sq. ft. of cooler.

THE SOLUTION
Today’s modern facilities are required to process increasingly complex tasks and provide reliability and flexibility for future needs. Westfalia’s AS/RS provides Wirtz Beverage with the ability to adapt to changing market conditions while enabling future growth of the business.

Working together, Westfalia and Wirtz Beverage designed an AS/RS which includes three tandem cranes capable of moving 200 pallets per hour, carrying more than 1,000 SKU’s and 2.2 million cases of inventory.

RESULTS
Wirtz Beverage was able to increase loading capacity to 78,000 cases over a period of 10 hours. The system takes up only 110,000 square feet yet is able to store 1.3million cases in about one third of the space of a conventional warehouse alternative. Also, designed within the AS/RS are eight fully integrated pick modules with the company’s highest volume product.
**THE CHALLENGE**

With their continued business success, Gehl Foods, Inc. of Germantown, Wis., needed to find a way to meet their expanding order processing and warehouse storage needs within the confines of their existing 22 foot high building. Gehl selected Westfalia Technologies, Inc. to design, build and install a high-density Automated Storage and Retrieval System (AS/RS) with Savanna.NET® Warehouse Management Software (WMS) in the company’s 300,000 square foot warehouse. The AS/RS and WMS nearly tripled Gehl’s storage space and provides significant operational savings.

**THE SOLUTION**

Westfalia designed a five aisle AS/RS with a conveying system to maximize throughput while adding significant accumulation to buffer peak shipping and receiving volumes. Included in the AS/RS are conveyors, six Storage/Retrieval Machines (S/RMs) with Satellite® rack entry vehicles, and WMS interfaces.

**RESULTS**

Westfalia’s Savanna.NET® Warehouse Management Software (WMS) controls, tracks and optimizes all pallet movements throughout the system, streamlining flow for fast and accurate order management.

Westfalia’s high density AS/RS permits Gehl Foods to grow their business while avoiding costly and disruptive off-site warehousing solutions. In their landlocked, 22 ft. high existing facility, the AS/RS not only increases storage and distribution capacity, but allows for the expanded manufacturing capacity too. By automating their existing warehouse, Gehl Foods is enabling their business to grow into the future.

A leader in the manufacturing of quality dairy products for over a century, Gehl Foods, Inc. operates one of the most diverse and technologically advanced aseptic dairy facilities in the U.S.

Dairy facility seeks automation

Gehl Foods installs Westfalia’s AS/RS and WMS

**FEATURES**

- Storage for over 10,000 pallets
- 6 Storage/Retrieval Machines (S/RM)
- Triple rail support of pallets throughout the facility
- Conveyor system to handle all pallet types without slave pallets
- 16 gravity flow staging lanes for 8 truck loads
- Savanna.NET® WMS

**BENEFITS**

- Nearly 300% increase in storage capacity in the same building footprint
- Increased overall plant throughput and shipping capacity while reducing operating costs
- Savanna.NET® WMS control provides better inventory and order visibility
- Handles current storage needs, and leaves more space to accommodate projected growth
After much success in Europe, FAGE Dairy expanded into the U.S. market – its 28th country. FAGE’s plant in Johnstown, NY is complete with Westfalia Technologies, Inc. high density AS/RS and WMS.

**THE CHALLENGE**

FAGE has three state-of-the-art plants in Greece, which are substantially automated. The company philosophy incorporates automation as a means of competing efficiently, and maintaining product safety. Their experience with automation and its rewards, means they are well versed in the specific features required from an Automated Storage and Retrieval System (AS/RS). Their requirements include the handling of buffer product from manufacturing, full pallet movement, case picking, and buffered pre-picked material back into the AS/RS for future retrieval for truck loading. FAGE USA handles individual orders, distribution center orders, and combinations of both.

**THE SOLUTION**

To meet these requirements Westfalia initially designed and built a 1,600 pallet free standing rack warehouse utilizing our high density AS/RS. Within three years, demand and growth were such that the crane aisle was extended, with more racking and gravity flow pick lanes, installed to accommodate an additional 2,460 pallets.

Westfalia’s AS/RS consists of one Storage/Retrieval Machine (S/RM), a complete pallet conveying system, gravity flow pick lanes, bar code scanners, stretch wrappers, label printing and placement equipment, and Savanna.NET® Warehouse Management System (WMS) to control the product flow throughout the facility.

**RESULTS**

Westfalia’s high density technology enables flexible AS/RS designs, providing FAGE with the ability to accommodate growth. Westfalia’s modular WMS, Savanna.NET® controls the movement and storage of all pallets within the facility. The accumulation conveyors smooth throughput surges and ensure a more streamlined flow of material between the AS/RS and order processing.
Westfalia Technologies, Inc. recently completed the installation of a high density Automated Storage and Retrieval System (AS/RS) for Quad Graphics Inc. at the company’s Sussex, Wisconsin plant. Quad Graphics is the nation’s third largest commercial printing company.

**THE CHALLENGE**

This is the second Quad Graphics plant to install a Westfalia AS/RS. The emphasis on efficiency gains through automation began in 2005, when Quad Graphics installed a Westfalia high density AS/RS at its Lomira, Wis. plant. The Sussex facility houses the largest web offset pressroom in the world and has received an influx of new projects from Condé Nast Publications, publisher of magazine titles Vogue, GQ, House & Garden and Allure.

**THE SOLUTION**

The Sussex storage system, which encompasses 21 levels, includes six Westfalia Storage/Retrieval Machines (S/RM). The 37,878-pallet position high density system measures 356 feet long, 149 feet wide, 121 feet high (12 stories) and covers approximately 53,000 square feet. Functions include conveyance, storage and sequencing for work-in-process materials. The system retrieves pallets of logs (bundles of signatures) and delivers them for binding. The S/RMs travel on rails between the rows of storage racks and accept 100 percent of Quad’s production requirements without human involvement.

**RESULTS**

These new systems played a major role in helping Quad/Graphics realize their goal of building a highly efficient, highly flexible, yet space-saving and labor-saving facility. Quad/Graphics now has a plant that will set new standards for the commercial printing market.

This system will meet Quad Graphics’ needs for many years to come.”
RoboVault, a premier ultra-secure, high-tech, automated private storage facility in Fort Lauderdale, Fla., represents the future of the self-storage industry.

**THE CHALLENGE**
When RoboVault was founded in 2008, the Fort Lauderdale area’s escalating land prices, hurricane-prone location, strict zoning requirements and short supply of urban land presented limited building options. RoboVault saw that an automated, multi-story facility would be both cost effective and help the newly formed company achieve the highest level of security. From the start, RoboVault sought a partner who was an expert in warehouse automation, could help design and build the facility, and implement and support the right blend of technology – both software and hardware – to provide control over high-value objects.

**RESULTS**
With Westfalia’s Savanna.NET® WES controlling the AS/RS, RoboVault is able to service hundreds of domestic and international clients and monitor, track and account for all items within the facility. Furthermore, the WES and AS/RS combination allows the facility to optimize space utilization, thus allowing RoboVault to maximize the value of its investment by minimizing overall operating costs, including labor requirements, parking requirements and power consumption.

Susan McGregor, president and general manager of RoboVault, said, “Westfalia’s system is what allows us to be the only one of our kind in the U.S. There is no other place in the country where people can store their most priceless possessions with the level of security, safety and convenience that we offer.”