

# Winzer Corporation



Dallas, TX – Winzer Corporation, a distributor of fasteners as well as repair and maintenance supplies for the industrial and automotive markets, has consistently experienced double digit growth over the past several years. This amazing growth is a result of Winzer’s unique franchising system – a system that is successful because Winzer offers over 40,000 different products to hundreds of franchises throughout the U.S. and delivers custom orders in 24 hours or less.

This system allows franchises to operate independently. Each franchise determines the kind of customers to target, items to sell to customers, and gross margin. Although they operate freely, franchises benefit from the backing of a large national company with 25 years of distribution experience and a vast inventory. Winzer manages functions that can burden small business owners such as billing, accounting, purchasing, inventorying, and shipping, allowing the franchise to concentrate on sales and profitability.

Because of rapid growth and success, Winzer had to find a quicker way of fulfilling and shipping orders to

## Solution Highlights

- Two aisles Mini-Load
- 660 Pick-to-Light locations for high-demand SKUs
- 60 Put-to-light consolidation stations
- 200 feet of double-level belt conveyor to move picked items to consolidation
- 45 feet of three-level of gravity roller conveyor
- Hytrol belt reciprocating conveyor/lift takes completed orders from gravity roller to packing stations
- 75 feet of powered roller conveyor to move completed orders
- 17 RF guns for picking from shelving and pallet rack
- Daifuku America's Warehouse Rx® warehouse management software



enable delivery within 24 hours despite an influx of orders. Moving into a larger facility and adding additional employees was one option, which would require a large investment of time and money without guaranteeing results. Instead, Winzer chose to increase warehouse cube efficiency and improve picks-per-hour for each operator.

Upgrading their warehouse was no small task, and Winzer looked to Daifuku America for help in accomplishing this goal. Daifuku proposed a hybrid semi-automated system for their “pick, bag, and tag” operations. By automating a few key areas and adding more error-free picking, Winzer could easily fulfill obligations to the franchisee.

To achieve virtually error-free picking, several systems were put into place to make picking easier and allow error detection before items arrived in the packing area. Six-hundred and sixty Pick-to-Light locations were installed for high demand SKUs. The equipment guarantees virtually 100% accuracy in picking. Also two aisles of Mini-Load were added to automatically pick lower volume items. Additionally, the entire pick area of shelving and

pallet rack was turned into a RF-picking area where picks are scanned with RF guns to ensure accuracy.

The installation of these systems guarantees speed and accuracy in the picking process, but Winzer improved in other areas as well. Sixty Put-to-Light consolidation locations were added to ensure that picked products fill the appropriate orders. An additional two-hundred feet of double-level belt conveyor speeds the product to consolidation and another conveyor/lift moves completed orders to the packing area.

Implementing these systems resulted in shorter travel distances for product and operators, better accuracy of order fulfillment, and improved use of space. With a reduction in non-value-added handling, the entire process benefits from fewer touches. The system is highly flexible, so it can maintain efficiency even during peak times.

The entire system is controlled by Daifuku America’s warehouse management software (WMS), Warehouse Rx®. Integrated with Winzer’s current host system, the WMS tracks all orders and inventory in real-time. Items are scanned with RF guns when picked so inventory is automatically updated. The system also tracks the orders which are filled from the mini-Load aisles. Paperless tracking enables order verification while orders are being filled; plus inventory control occurs while data is sent to the host system.

With new equipment and control software in the Dallas distribution center allows Winzer to keep its growth rate in the double digits while fulfilling their promise to hundreds of franchisees around the country. Orders for the company’s 40,000 product inventory are processed within 24 hours of less with lower error rates and higher fulfillment rates.