

# *Fall Summit*

EDUCATE | ENGAGE | ELEVATE / 2020

## **NIA's Virtual Fall Summit**

**November 3–6, 2020**



**NIA** | National Insulation  
Association®

# Introductions



## Tom Steininger

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# Kion at-a-Glance

Comprehensive Offering from Industrial Trucks to Automated Systems



**Intelligent Industrial Trucks  
& Fleet Data Management**

- Pallet handling
- Manual operation
- Electronic controls
- Driver assistance
- Operational transparency
- Software tools
- Optimize fleet usage
- Operational improvements



**Automated Industrial  
Trucks**



**Automated Systems**

# Dematic at-a-Glance

<b>Business Model</b>	Design-build integrator
<b>Solution Focus</b>	Production & distribution
<b>Approach</b>	Operations focus
<b>Active Systems</b>	4,500
<b>Locations</b>	Global, 25 countries
<b>Headquarters</b>	Atlanta, GA
<b>Employees</b>	6,000
<b>R&amp;D</b>	Approx. 500 patents
<b>Ownership</b>	KION Group



# Benefits of Fulfillment Systems in 2020

## Continuing Advancement of Fulfillment Technologies

- ✓ Each, Case & Full Pallet Systems
- ✓ Automated Storage & Retrieval Systems (ASRS)
- ✓ Results Driven by Software that focuses on Orders, Inventory, Material Handling Equipment & Labor

## Achievable Fulfillment Benefits

- ✓ Reducing the Dependency on Labor Hours to Fulfill Orders
- ✓ Driving World Class Customer Satisfaction with Accurate On-Time Shipments
- ✓ Provide Real-Time Visibility into your Day-to-Day Operations



# Customer Challenges

What is keeping you from shipping on time today and every day?

Rising customer expectations of “fast and free” shipping

Increasing costs and difficulties in finding/training staff

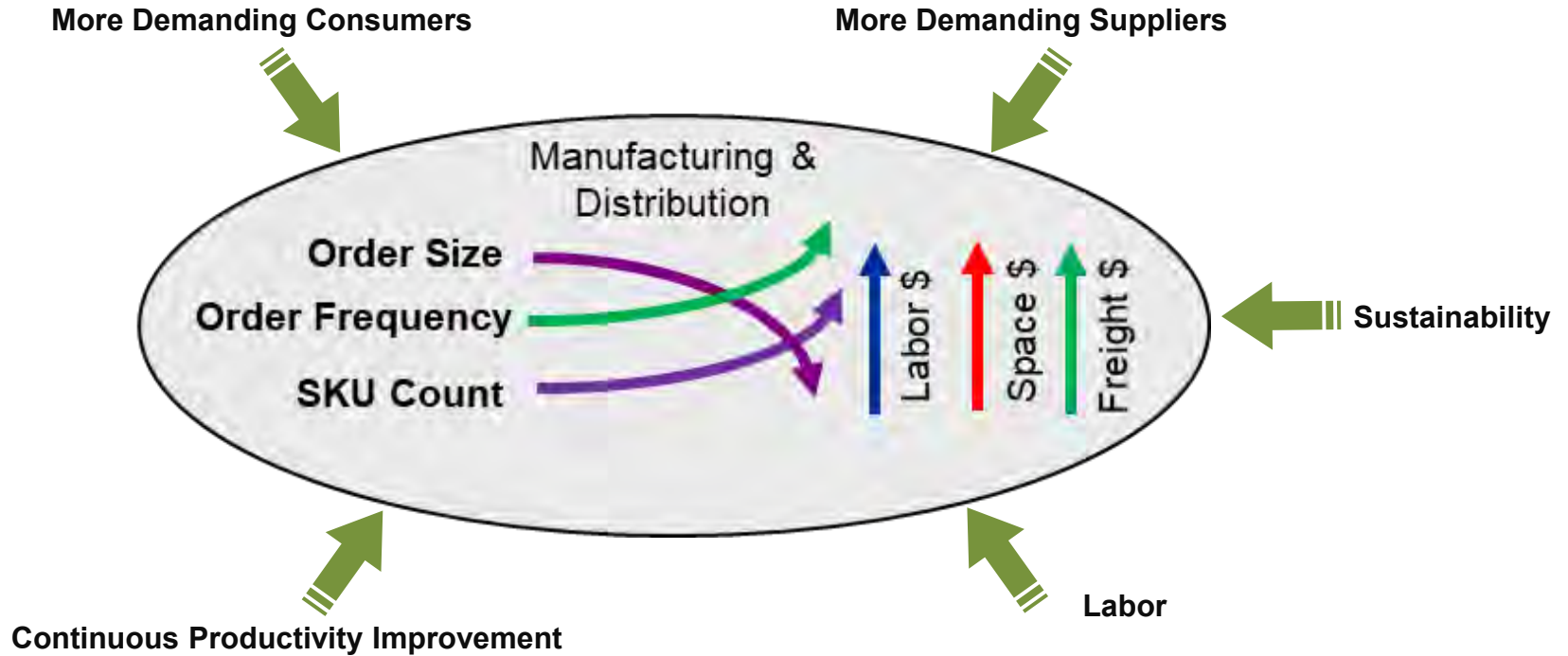
Client-specified packing requirements increase the risk of chargebacks

Faster ship times have come at the cost of accuracy

Running up against limitations in capacity or space

Growing business, whether organic or through M&A

# Market Trends



# Market Trends

## More Demanding Customers

- Cost reductions
- High service levels
- Best quality
- Short lead times
- Custom products
- Supply chain issues
- Quality of material
- Accurate shipments





# Market Trends

## Continuous Productivity Improvement

- Cost reductions
- Increase throughput/productivity
- Better asset utilization
- Drive down inventory
- Lean/6 Sigma practices
- Synchronized workflows
- SKU rationalization

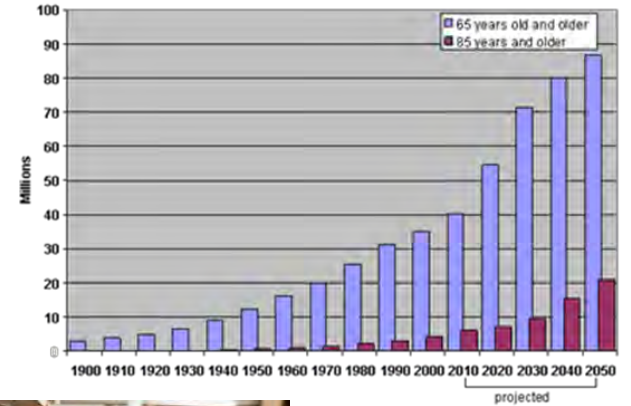


# Market Trends

## Labor

- Tightening labor markets
- Unskilled labor force
- Ergonomics—weight lifted (200 cases x 15 lbs. x 7 hrs. = 21,000 lbs.)
- Rising burdened labor costs—competition
- Safety/training
- Aging Workforce

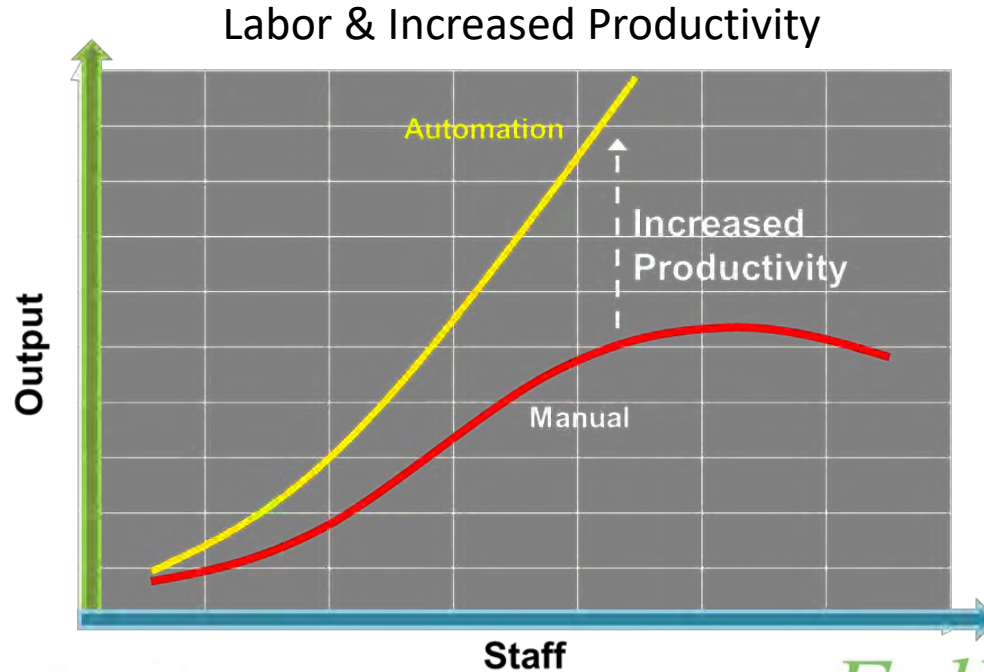
Number of Americans 65 Years of Age and Older: 1900-2050



Source: U.S. Census Bureau



# Market Trends



# System Scalability

**Size:** small, medium, large  
**Capacity & automation level :** low, mid, high



Manual



Semi-Automated



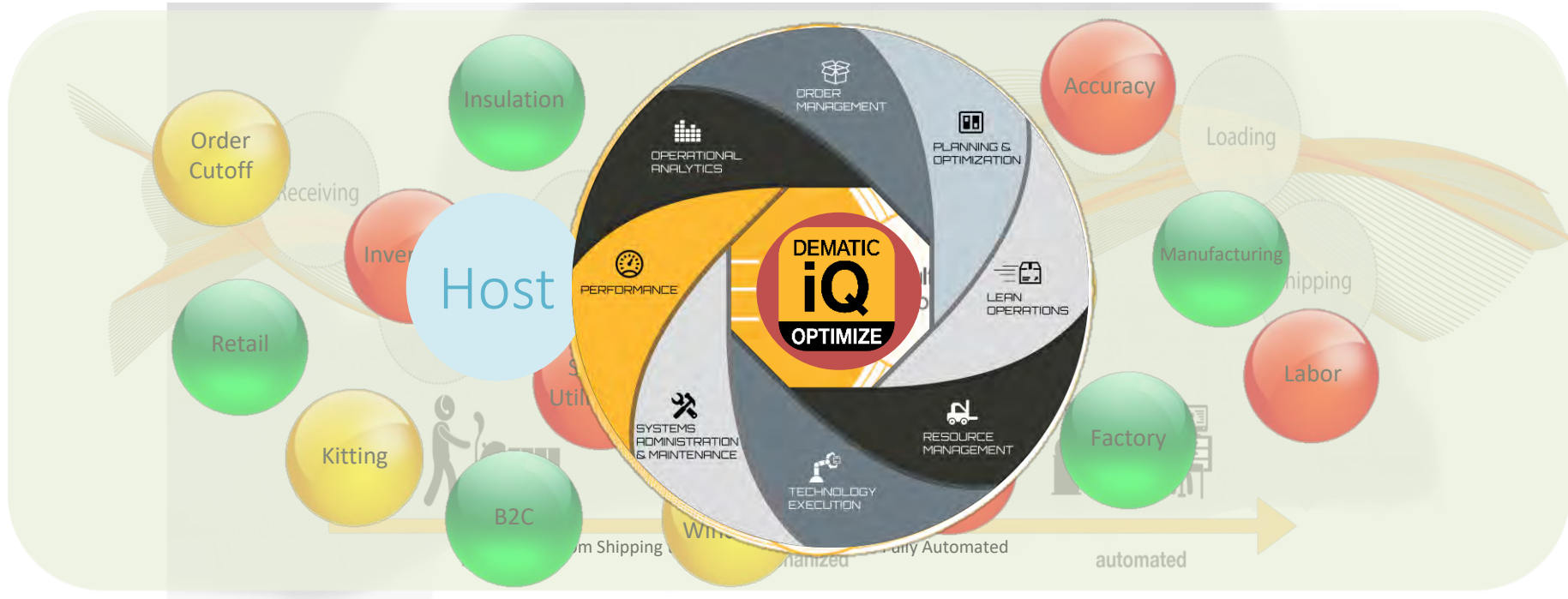
Fully Automated

low

mid

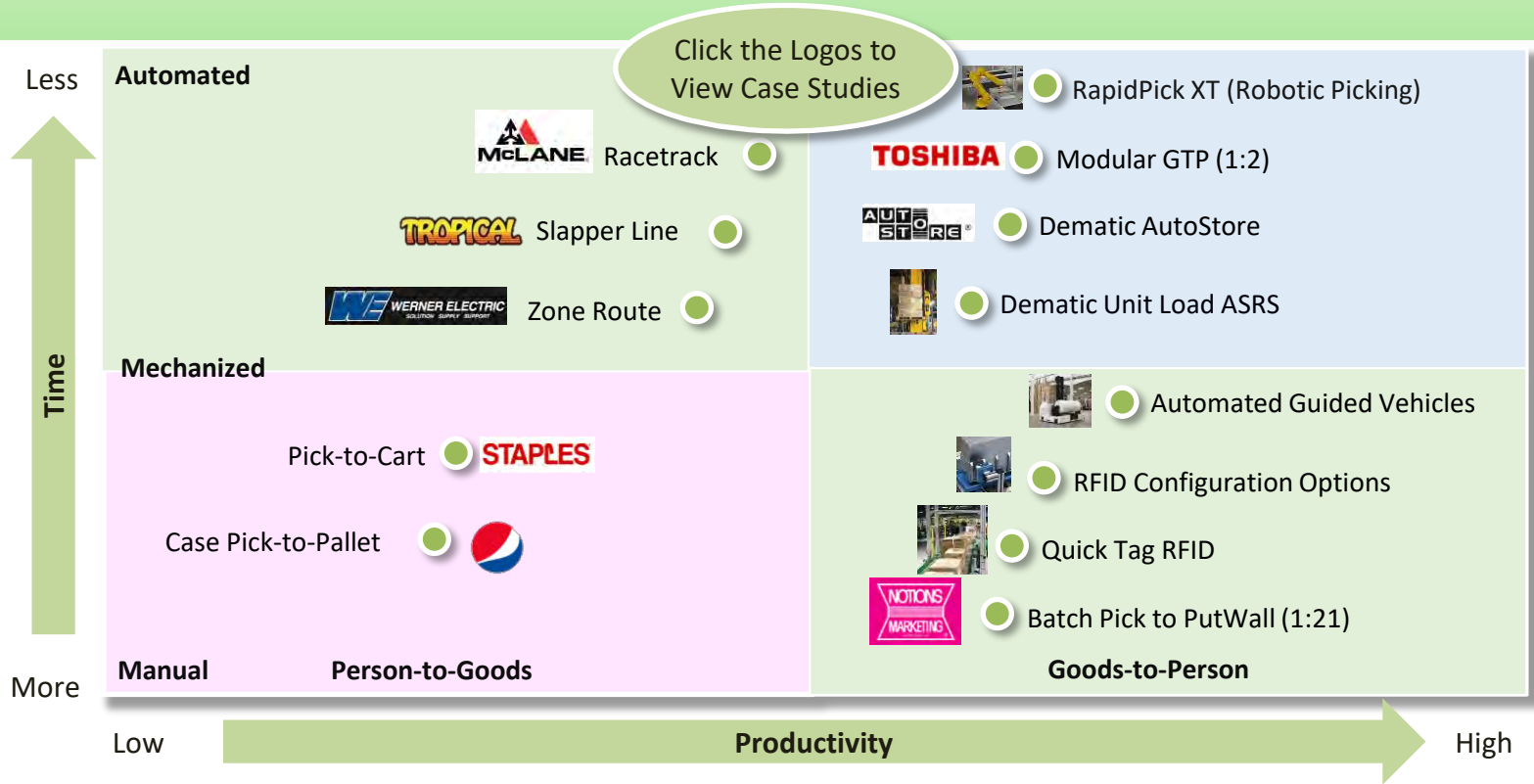
high

# Solutions from Supply to Demand





# A Few Configurations to Choose From...



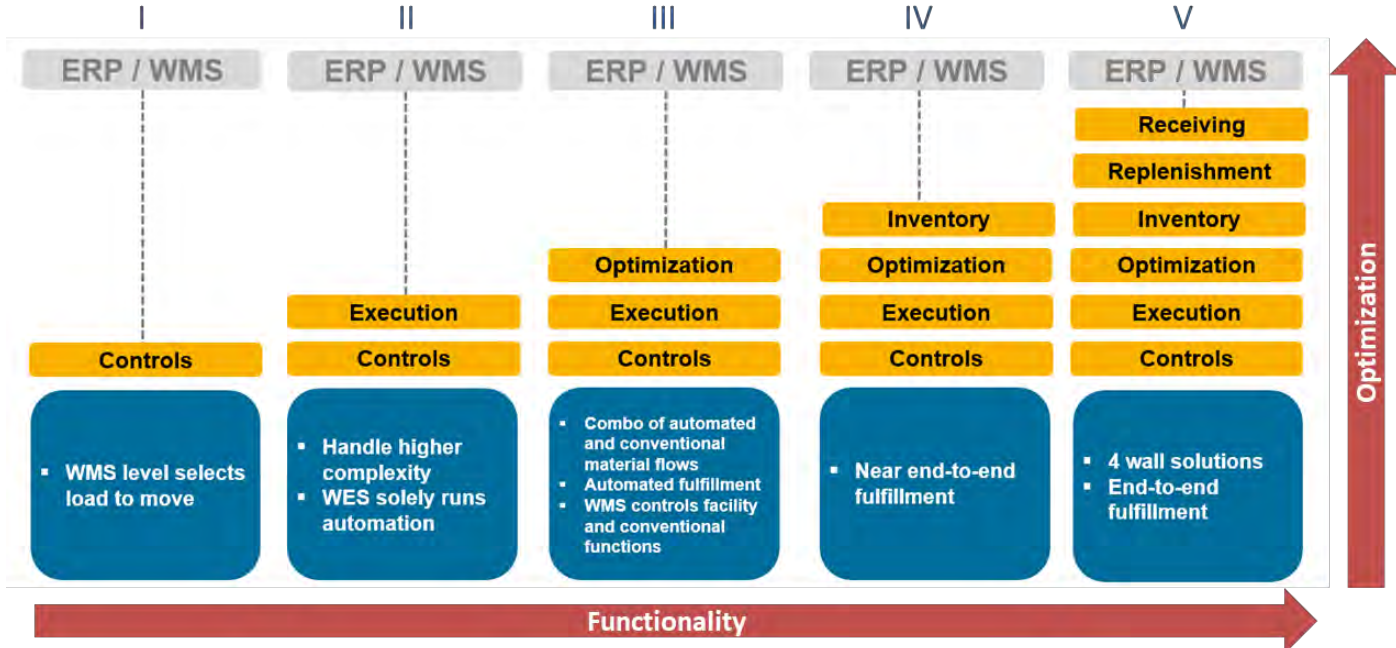
# What Is the “Right” Strategy for Your Operation?

Solution		Fulfillment Profile Factors								Order Line Throughput per Day								
#	Picking Strategy	Voice	Lights	Touch Screen	SKUs	Reach Rate/Hr	Accuracy	Pick Pack	ASRS	0 to 1,000	1,001 to 5,000	6,001 to 10,000	10,001 to 15,000	15,001 to 20,000	20,001 to 25,000	25,001 to 50,000	50,001 to 100,000	100,001 to x,xxx,xxx
1	PTG - Paper Pick List				<1,000	25-75	95.0%~	No	No	Green	Yellow	Red	Red	Red	Red	Red	Red	Red
2	PTG - RF Scanning				<5,000	50-75	99.0%~	No	No	Green	Green	Yellow	Red	Red	Red	Red	Red	Red
3	PTG - Pick-to-Cart	✓	✓	✓	<20,000	100-200	99.99%	Yes	No	Green	Green	Yellow	Red	Red	Red	Red	Red	Red
4	PTG - Case Pick-to-Pallet	✓		✓	<10,000	75-150	99.99%	Yes	No	Green	Green	Yellow	Red	Red	Red	Red	Red	Red
5	PTG - Pick & Pass	✓	✓		<5,000	125-250	99.99%	Yes	No	Red	Yellow	Green	Green	Green	Yellow	Red	Red	Red
6	PTG - Case Pick-to-Conveyor	✓		✓	<10,000	240-360	99.99%	Yes	No	Red	Red	Yellow	Green	Green	Yellow	Red	Red	Red
7	PTG - Zone Route	✓	✓		<10,000	150-300	99.99%	Yes	No	Red	Red	Yellow	Yellow	Green	Green	Yellow	Red	Red
8	PTG - Continuous Pick	✓	✓		<1,000	240-360	99.99%	Yes	No	Red	Yellow	Green	Green	Yellow	Yellow	Red	Red	Red
9	GTP - Batch Pick to PutWall	✓	✓	✓	<50,000	360-480	99.99%	Yes	No	Red	Yellow	Green	Green	Green	Yellow	Red	Red	Red
10	GTP - Batch Pick to Put-to-Store	✓	✓	✓	<100	360-480	99.99%	Yes	No	Red	Red	Yellow	Green	Green	Yellow	Red	Red	Red
11	GTP - Batch Pick to Sure Sort	✓	✓	✓	<50,000	up to 2,400	99.99%	Yes	No	Red	Red	Yellow	Green	Green	Yellow	Red	Red	Red
12	GTP - Mini-Load - Case Pick		✓	✓	<50,000	360-480	99.99%	Yes	Yes	Red	Red	Red	Yellow	Green	Green	Yellow	Red	Red
13	GTP - AutoStore		✓	✓	<100,000	480-600	99.99%	Yes	Yes	Red	Red	Red	Yellow	Green	Green	Yellow	Red	Green
14	GTP - Pouch Sorter		✓	✓	<10,000	480-600	99.99%	Yes	Yes	Red	Red	Red	Yellow	Green	Yellow	Red	Red	Red
15	GTP - Multi Shuttle		✓	✓	<100,000	480-720	99.99%	Yes	Yes	Red	Red	Red	Red	Yellow	Green	Green	Green	Green

Key
Strong Fit
Moderate Fit
Weak Fit

Created by Marc Wulfraat, President, MWPVL International on March 18, 2014  
 Updated May 21, 2020

# Dematic iQ—Modular, Scalable & Flexible



# Dematic Solutions—Optimizes Your Business

- ✓ Boost labor productivity—*Do more with less*
- ✓ Increase facility throughput—*Enable growth*
- ✓ Increase accuracy & visibility—*Improved service*
- ✓ Enable operational agility—*Manage uncertainty*
- ✓ Improve MHE utilization—*Right-size assets*
- ✓ Extend infrastructure life—*Reduce capex spend*





# Q&A Session

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