

SOLUTIONS

Pick-to-Light

Put Walls

INSTALLATION SCOPE

Matthews integrated to the customer's host system for order data to supervise and direct:

- ▶ Multiple picking locations
- ▶ Sortation put walls

**Matthews**
AUTOMATION

Direct Sales Company

For 21 years, a pioneer in direct sales has partnered with Matthews Automation to expand operational growth and steadily increase throughput with Lightning Pick systems

THE APPLICATION

In direct sales, a network of sales associates host parties to demonstrate and sell products to guests. In 2001, a leading direct sales company wanted to optimize order fulfillment to their teams, who in turn personally distributed individual orders to their guests.

At that time the company offered a relatively concise product catalog, so the distribution center only needed to each pick items from a small number of SKU locations to fulfill medium-sized orders to their party hosts. However, order volume fluctuated throughout the month due to party schedules and promotional campaigns. This required that SKU locations be duplicated or mirrored in the facility, so employees could pick orders simultaneously during high volume periods. This also created the need for a picking technology that could assign and optimize frequently changing staffing needs.

THE CHALLENGE

To improve order picking tasks and create a more flexible fulfillment process, the direct sales leader worked with a supply chain consultant on developing a new greenfield distribution center.

The company had Pick-to-Light in their existing facility, and the consultant determined that the new DC required next generation Pick-to-Light technology to be successful.

THE SOLUTION

Lightning Pick

Matthews Automation’s Lightning Pick, along with an experienced MHE systems integrator and a proven Warehouse Control System (WCS) provider, were selected to replace previous systems and vendors.

The consultant was impressed with the flexibility of Lightning Pick’s hardware platform, specifically the Lightning Pick TW Series. Newer to the U.S. market, this exclusive Twin-Wire (TW) design allowed light modules to operate independently, without interconnected cabling, for fast and easy system installations, maintenance and expansion. (Prior to this innovation, light modules were connected in a manner where one failure could impact an entire pick line.)

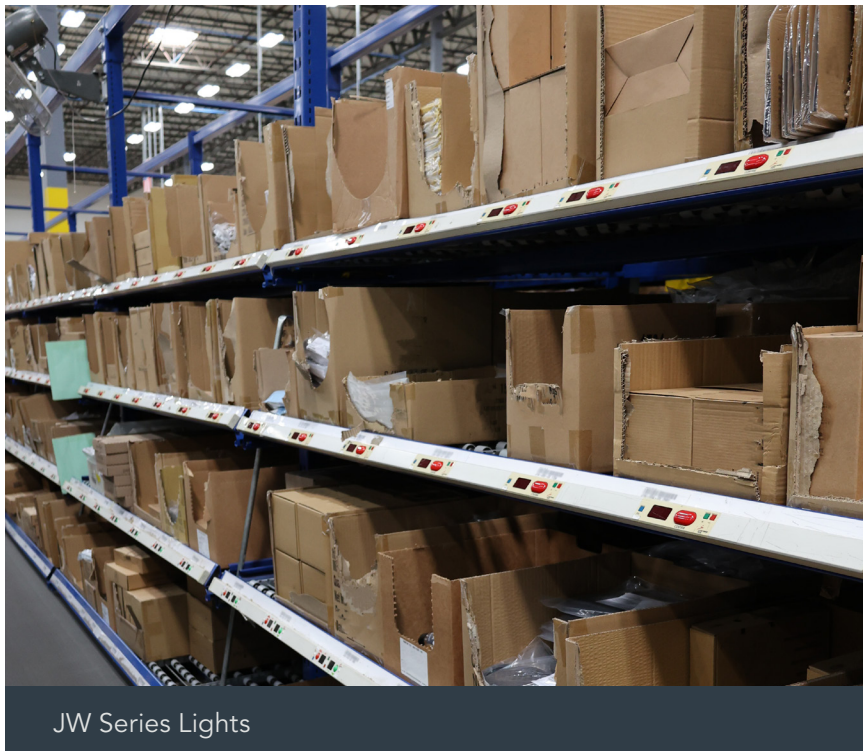
TW’s convenient surface mounting onto existing rack or shelving systems reduced installation time and costs. Product additions or re-slotting could be simply executed with the track-lighting style design.

Microsoft-based Lightning Pick software (LP Pick) also allowed the direct marketer to optimize – and later scale – operations based on real-time need. LP Pick software offers event notification and real-time productivity statistics for complete visibility, superior decision support and continuous optimization of light-directed operations.

The new Pick-to-Light deployment was judged a major success as the Lightning Pick system helped manage picking in both carton flow rack and pallet rack picking areas.



TW Series Lights



JW Series Lights

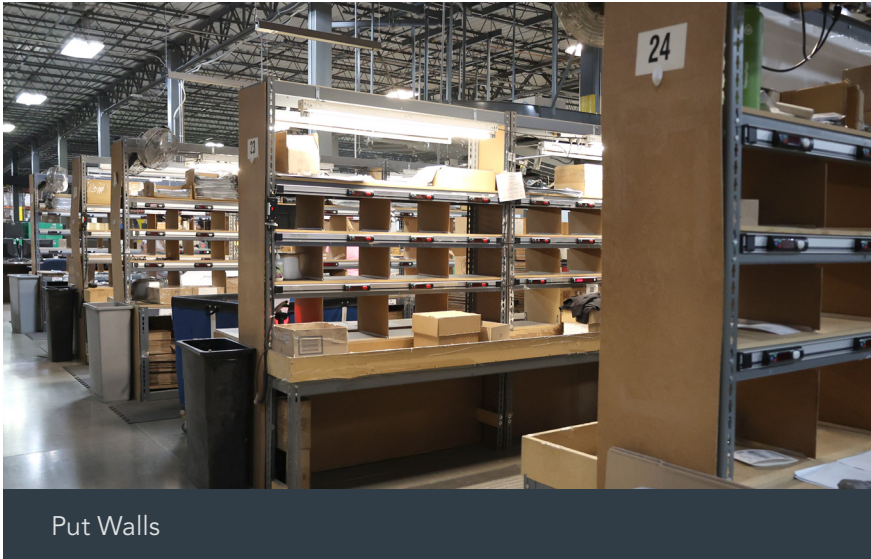
Multiple Hardware Families

Several years later, the customer added an additional pick-to-light system to manage “Associate Kits”, which were all the materials and samples a home party planner would need to run their businesses. The new JW Series hardware family was used for this operation.

The front bezel of both the JW & TW light module devices is virtually identical. However, the new JW system features include fully-enclosed casing for improved protection, and it is an environmentally-friendly evolution of the TW Series, made with non-toxic materials which can easily be broken down for recycling.

Software Upgrade

Eventually the direct sales leader upgraded their LP Pick software to Version 4, which gave them backward and forward compatibility for all hardware series installed in their distribution center. Through the years Lightning Pick software has proven itself as a dependable part of the customer's IT architecture, where day-to-day picking operations weren't even effected by a major ERP upgrade.



Put Walls

Evolving with the Business

The customer continues to benefit from state-of-the-art Lightning Pick technologies as their business has grown and evolved, such as deploying the new MW Series hardware family for new pick areas. These light modules feature a fully enclosed bezel for better protection from debris, and heavy-duty, extruded aluminum duct for improved durability. Today, there are three generations of hardware running on one instance of Lightning Pick software. LP Pick Version 7 provides them with advanced reporting and managerial tools.

The flexibility and reliability of the Lightning Pick solution enables the direct sales company to automate new processes as their business evolves. For example, they would traditionally ship one large order to party organizers, who would then distribute individual orders to their guests. The company rolled out a Direct Ship option enabling smaller individual cartons to be sent directly to guests' homes. The flexibility of Matthews' Lightning Pick supported this new process easily, without any changes to the light-directed technology.

Additional Expansion

The direct sales company's catalog evolved to include food items, and they needed to scan a select subset of SKUs to correlate specific orders to lot identification, in case of product recalls.

Lightning Pick software had already built this unique capability into the software for other customers with similar requirements.

This new functionality was added after careful consideration of the overall process. Rising order volume precluded pick rates from lowering due to steps being added to employees' picking procedures.



MW Series Lights

Light-Directed Systems for Maximum Distribution and Fulfillment Center Performance

As the recognized leader in pick-to-light technology, Lightning Pick offers solutions for operations including big box and specialty retailers, general merchandising, direct sales, vitamins and supplements, pharmaceutical, direct-to-consumer including e-commerce order fulfillment, 3PL, medical products, computers and electronics, cell phone suppliers and many, many more. Lightning Pick offers a complete line of picking products, each engineered to maximize productivity for specific material handling requirements, and optimizing a wide variety of order fulfillment techniques.

Fully integrated into your complete logistics system, Lightning Pick drives manufacturing, distribution and order fulfillment efficiency throughout the supply chain.



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