

Customer Proof Point by Raymond Storage Concepts

Raymond Storage Concepts (RSCI) Engineered Solutions team had partnered with a central Ohio retailer to supply Raymond lift trucks for several distribution centers in the past.

The client was planning a new 500,000 square foot “DC” to accommodate their business growth, and based on this longstanding relationship, asked RSCI’s Engineered Solutions team to assist with the design of their storage and order picking systems.

The new facility would include a selective rack area for reserve storage, and a large pick module for order picking.

RSCI’s Engineered Solutions team surveyed several of the client’s existing facilities to help them determine a budget for the future system, as well as what functionality it needed to provide.

From this analysis, they recommended a layout that would meet the customer’s requirements.

The details of this process helped the client develop the RFP they provided to potential vendors.



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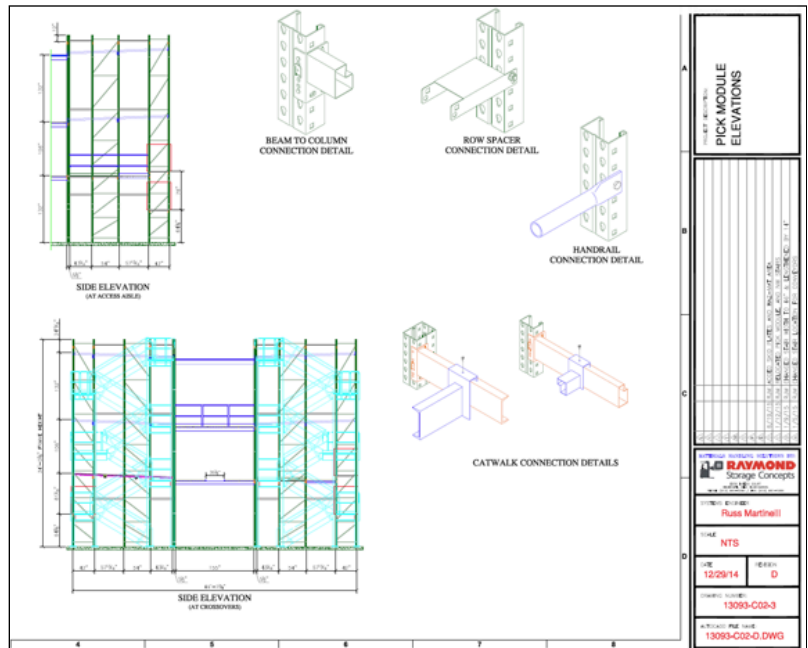
Customer Proof Point by Raymond Storage Concepts (con't.)

RSCI's proposal best met the client's stated objectives, and as a result was awarded the business. Once given the green light to move forward, they evaluated several potential suppliers based on key criteria including:

- Product benefits
- Ability to meet customers timeline
- Warranty
- Overall value

In addition to partnering with best-in-class suppliers, RSCI's Engineered Solutions team provided a turnkey solution incorporating:

- Detailed project management schedule
- Full time on- site Project Manager with over 30 years of industry experience
- Two installation crews
- Management of receiving and unloading processes
- Regular progress meetings
- Change order management
- Final walk through and sign off process



The successful installation has become an integral part of the client's new world class operation. Raymond Storage Concepts' Engineered Solutions team looks forward to continuing the partnership as the client's business grows.

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