

# ***It's Not Just Shelving Anymore - it's a Systems Solution***



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**Sponsored by:**



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# It's not *just* shelving – it's a systems solution



Feeling Boxed In?

Smart systems can reveal hidden capacity  
within your existing space

# Introduction and Overview

## This seminar will help you:

- transform shelving into a critical material handling system to:
  - optimize your warehouse or DC for maximum efficiency, adaptability and safety,
  - save both time and money.

## We'll examine three critical aspects:

- evaluating your space
- optimizing your space
- engineering and implementation





# Introduction of panelists & special guest

**Mike Guerrero** – Western Pacific Storage Solutions

**Bruce Marks** – Western Pacific Storage Solutions

**Lyle Cheever** – Storage Systems Midwest

## Special Guest



**Mike Guerrero**  
VP Engineering  
Western Pacific Storage Solutions



**Bruce Marks**  
East Coast Sales Manager  
Western Pacific Storage Solutions



**Lyle Cheever**  
Material Handling Solutions  
Specialist  
Storage Systems Midwest

# Topic #1

# Evaluating your space



- > **Real estate considerations**
- > **Storage dollars per square foot / cubic foot**
- > **Inventory management for the space-challenged**







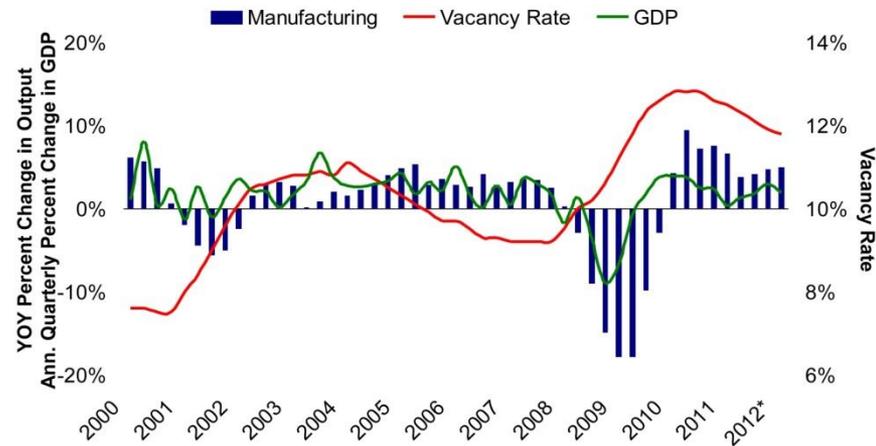


## The Right Space for the Right Product

“How often have you seen a 3” high product sitting on a 12” high shelf? This is because most warehouse shelf space is built once and never altered. But a thorough review of exactly what product sits where, especially in the picking stations, can eliminate this problem and give your products more shelf space. “

~warehousingtips.com

### Change in Manufacturing Output vs. Average Industrial Vacancy vs. Change in GDP



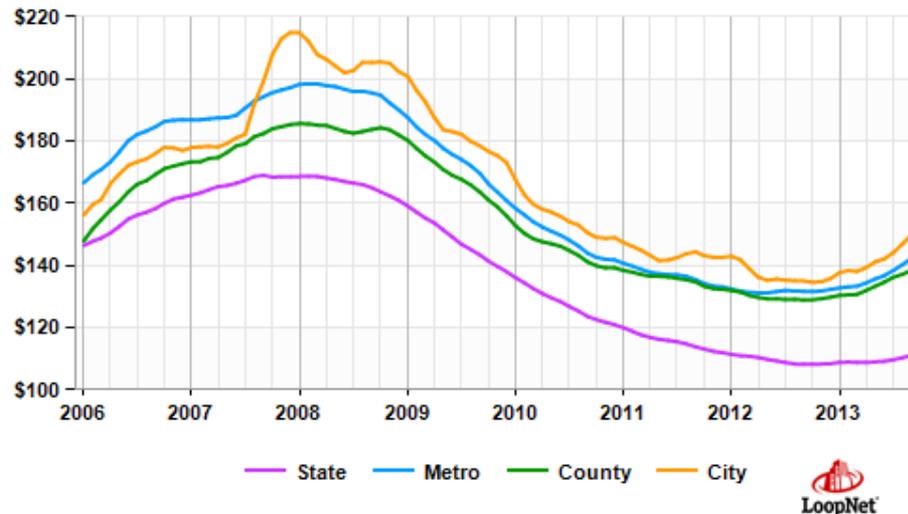
\* Through 1Q; GDP forecast  
Sources: Marcus & Millichap Research Services, Federal Reserve Board, CoStar Group, Inc., BEA

“As corporations respond [to pent-up consumer demand], we have seen a jump in demand for distribution space in 2013.”

~John Morris, leader of Industrial Services for the Americas

### Industrial Property Asking Price Index - Sale Trends

Asking Prices Industrial for Sale Los Angeles, CA (\$/SF)



“Industrial rental rates have been trending up steadily.  
 Net demand also is up 30 percent from the same period  
 a year ago.”

~John Morris, leader of Industrial Services for the Americas

## Current economic reports:

As the economy grows, pent up demand will increase rents for existing warehouse space as available inventory of such spaces declines.



03/23/2008

## Maximizing your current space – the case for staying put

Fourteen consecutive quarters of declining vacancies in the warehouse sector highlight the U.S. industrial real estate market's momentum through the third quarter of 2013, according to Cushman & Wakefield.

This performance contributed to the nation's overall vacancy rate falling to 7.8 percent in the third quarter, down 70 basis points from a year ago and 300 basis points lower from its recent peak in first quarter 2010.

~Patrick Burnson, Executive Editor, Logistics Management  
November 21, 2013 - LM Editorial

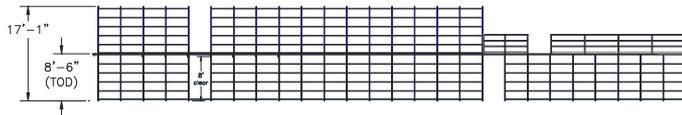
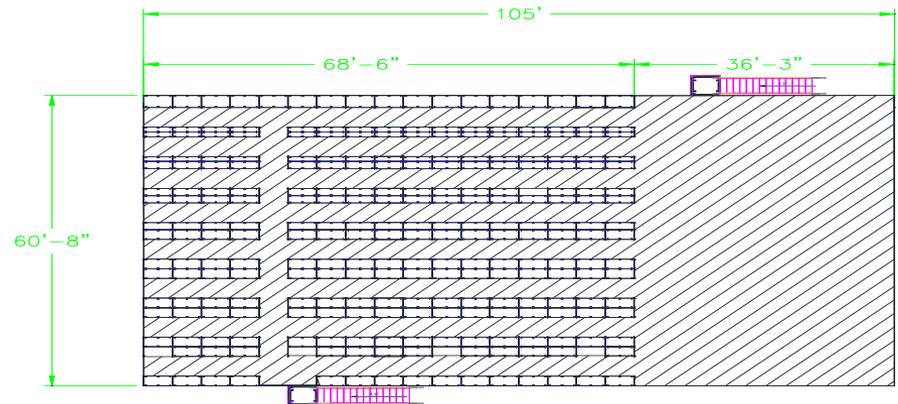
## Topic #2

# By Design: optimize work flow & maximize storage space



- > **Workflow analysis**
- > **Flexibility**
- > **Adaptable mix of storage options**







“Most warehouses only utilize the first ten feet of space in what is often a 30-35 foot high ceiling. Double or even triple the amount of space your warehouse has right now.

It will cost you the same amount of money to heat, cool and light that extra space.”

~warehousingtips.com



**Integrated shelving & pallet rack solution**



It's not *just* shelving — it's a systems solution













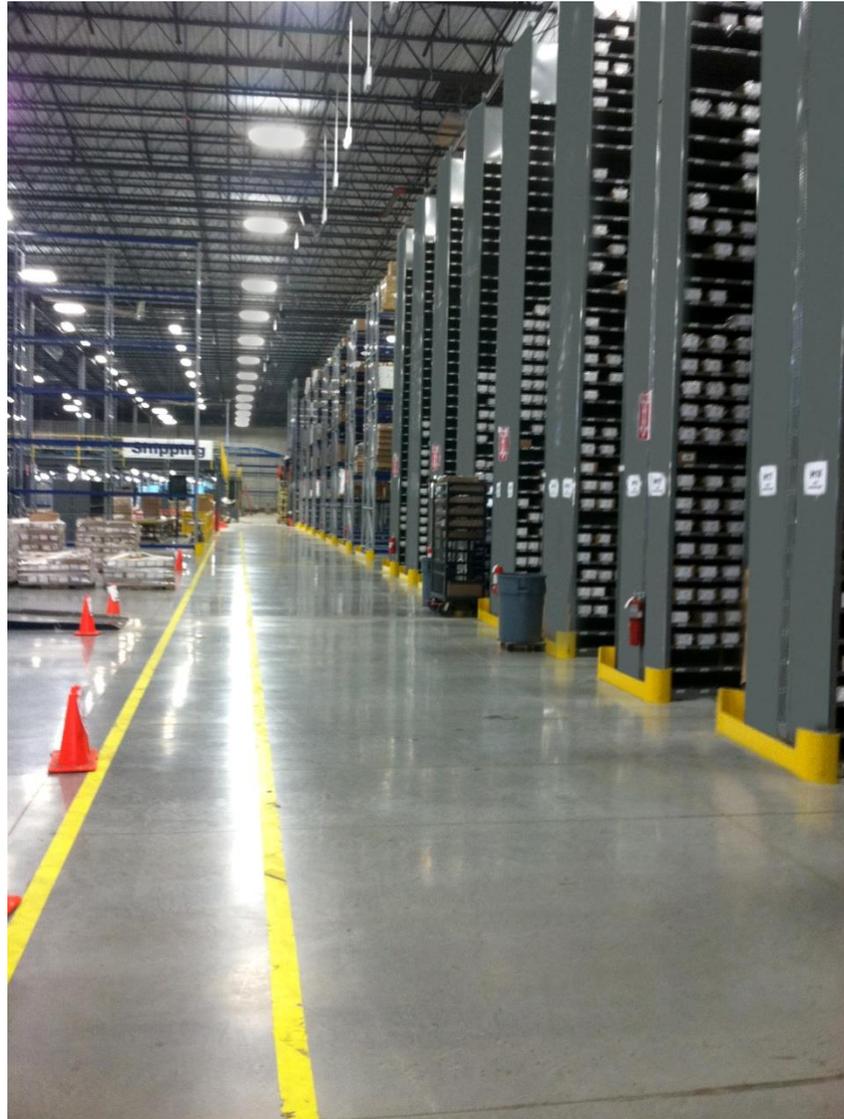
**archive storage**





**High bay**

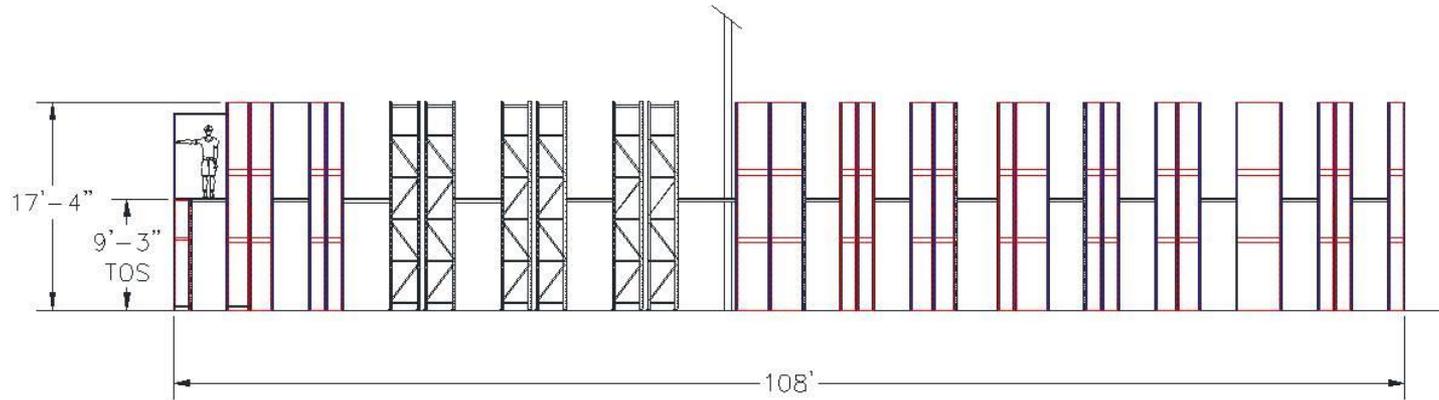






**Multi-Level**















**Integrated shelving & pallet rack solution**

## ➤ Maximizing your current space is

### GREEN:

Avoiding all new construction not only saves money, but it is better for the environment

- > Greatly reduce the quantity of new construction materials you'll require
- > Avoid the use of valuable forestry products
- > Save fuel; reduce transportation emissions with fewer truck-loads

# Topic #3

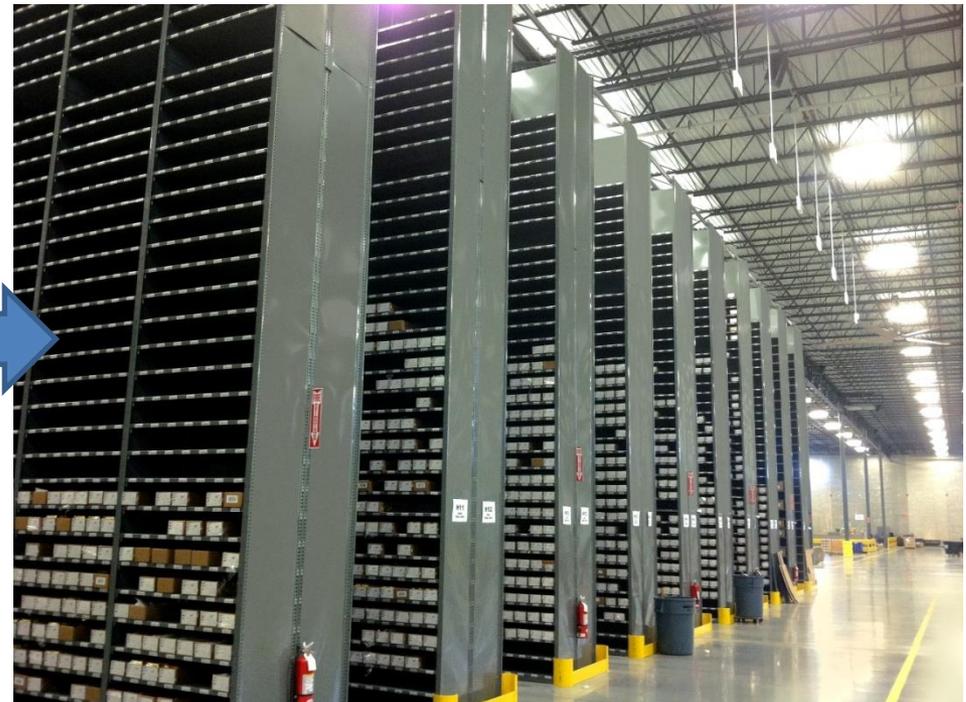
# Engineering & Implementation



- > Working with integrators / and manufacturers**
- > Keys to success**

## Case study: Warehouse space optimization

Putting the right product  
in the right place

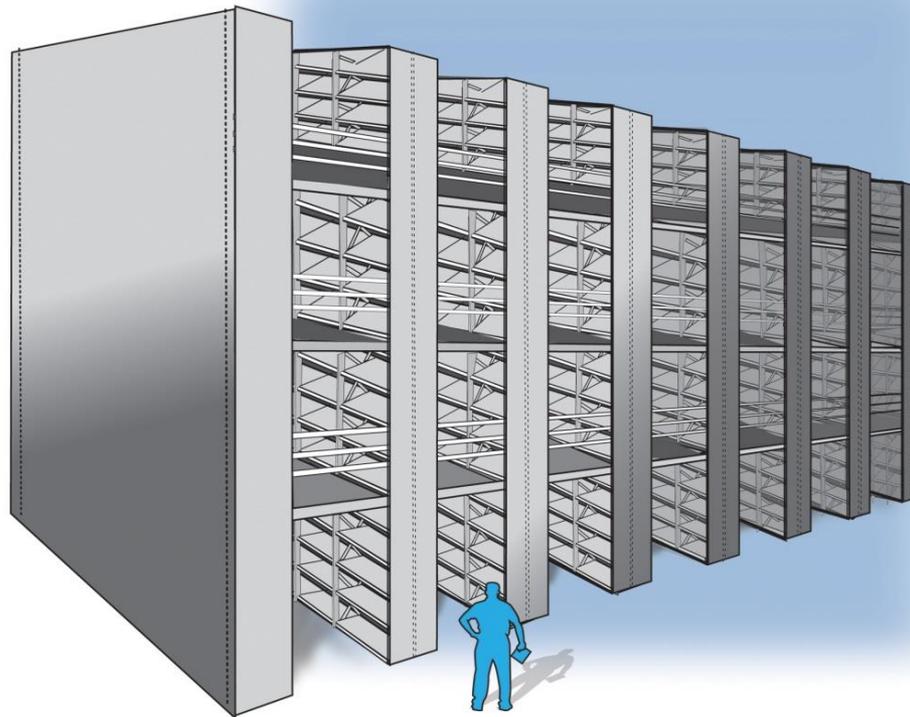


**From this ..... to this**





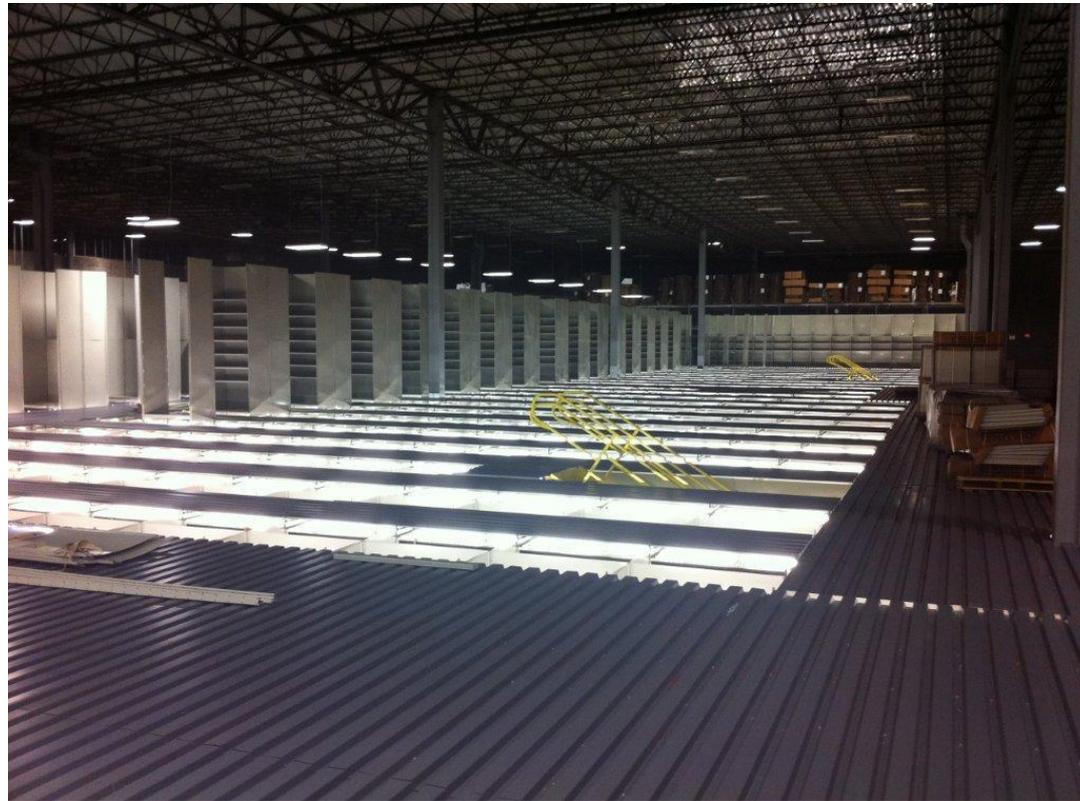
# Case study: Four-level pick mod structure







# Case Study: Engineered for Expansion





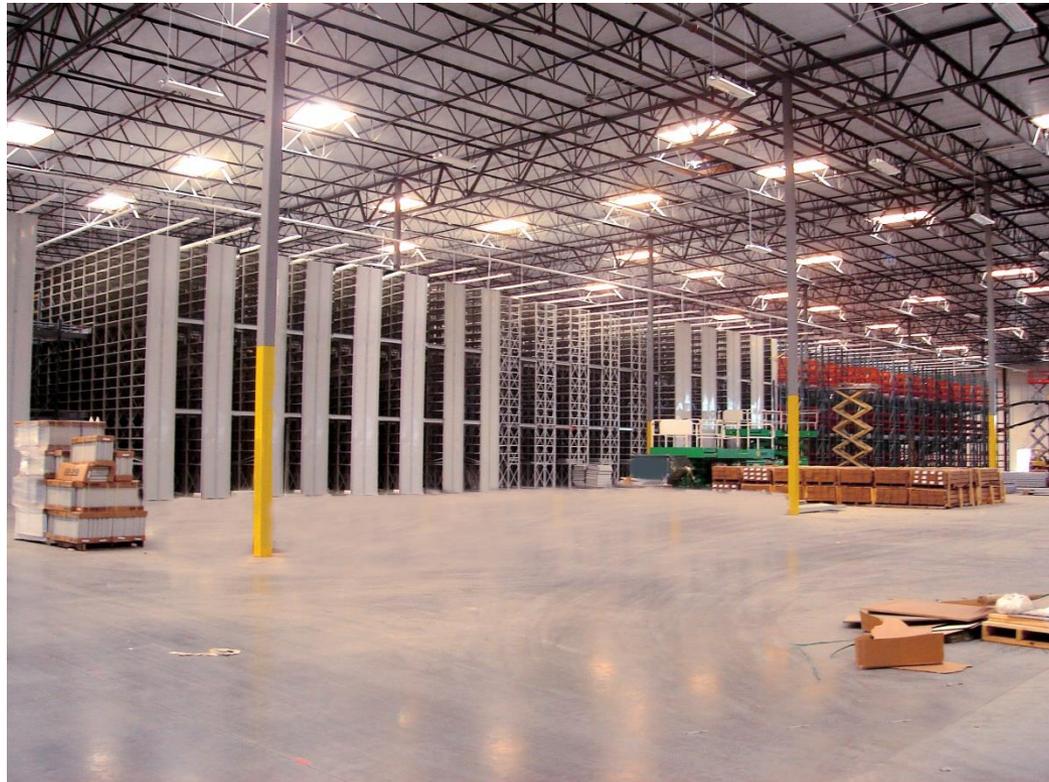






# Case Study:

## seismically-sound shelving solutions



# Summary

Topic #1 – Evaluating your space

Topic #2 – By Design: optimize work flow  
& maximize storage space

Topic #3 – Engineering & implementation

