



### ***Customer Proof Point by Raymond Storage Concepts***

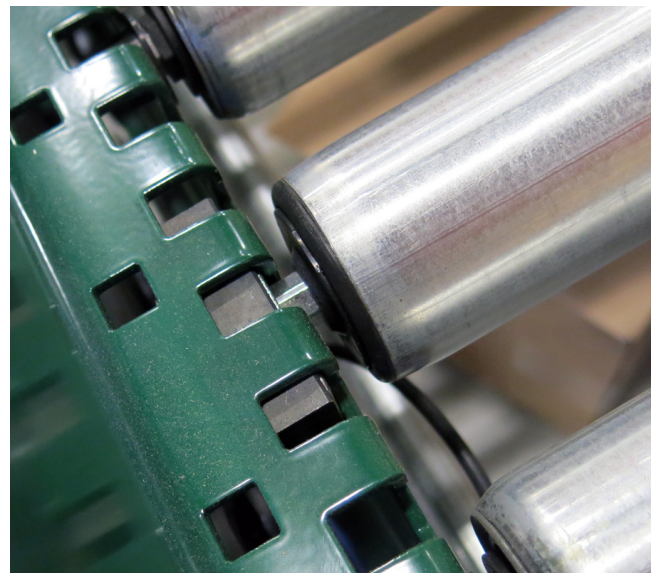
The team at Specialized Bicycle Components awarded Raymond Storage Concepts' Engineered Solutions division a project to help meet the demands of their growing business.

The project involved integrating a new zero pressure accumulation conveyor system into their order pick and packaging operation.

With a wide range of SKU's- from bike helmets to shoes, components and apparel- being picked daily, the final packaging process needed to be revamped. As Specialized's business grew and order volume increased, productivity was declining due in part to the existing system not being able to keep pace. Specialized had pieced together the original shipping system from several types of powered conveyor and other components.

In addition to productivity issues, the increased demands on the system also resulted in unexpected and unpredictable downtime, which further impacted the operation.

After analyzing Specialized's current state and requirements going forward, RSCI recommended and implemented a 24-volt motorized driven roller based system. There were several key benefits including:



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- ✓ Programmability allowing different speeds in various sections of the system, eliminating the need for multiple conveyor types.
- ✓ Simplified controls eliminating the need for an air compressor in the accumulation zones, decreasing the system's total cost of ownership.
- ✓ Maintaining the required gaps between cartons, which is critical in prepping the orders for shipment.

The new conveyor uses a motor driven roller every 36" for simple, reliable modular operation. The system has two runs that are each adjacent to eight pack stations. Once packed, the cartons travel down the conveyor and through the new Cubiscan system to accurately determine length, width, height, and weight. This accurate dimensional data results in decreased freight expenditures.

Finally, the cartons make a 90° turn and are loaded into trailers. RSCI modified the customer's existing trailer loading conveyor to integrate with the new system.

The new system has increased productivity, simplified the operation, and reduced the time needed to train new associates.

The system is also scalable, allowing RSCI to work with Specialized Bicycle Components to ensure we meet their future business demands.



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