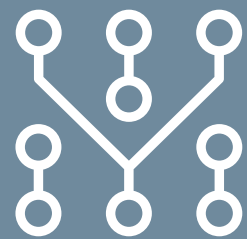


Success Story

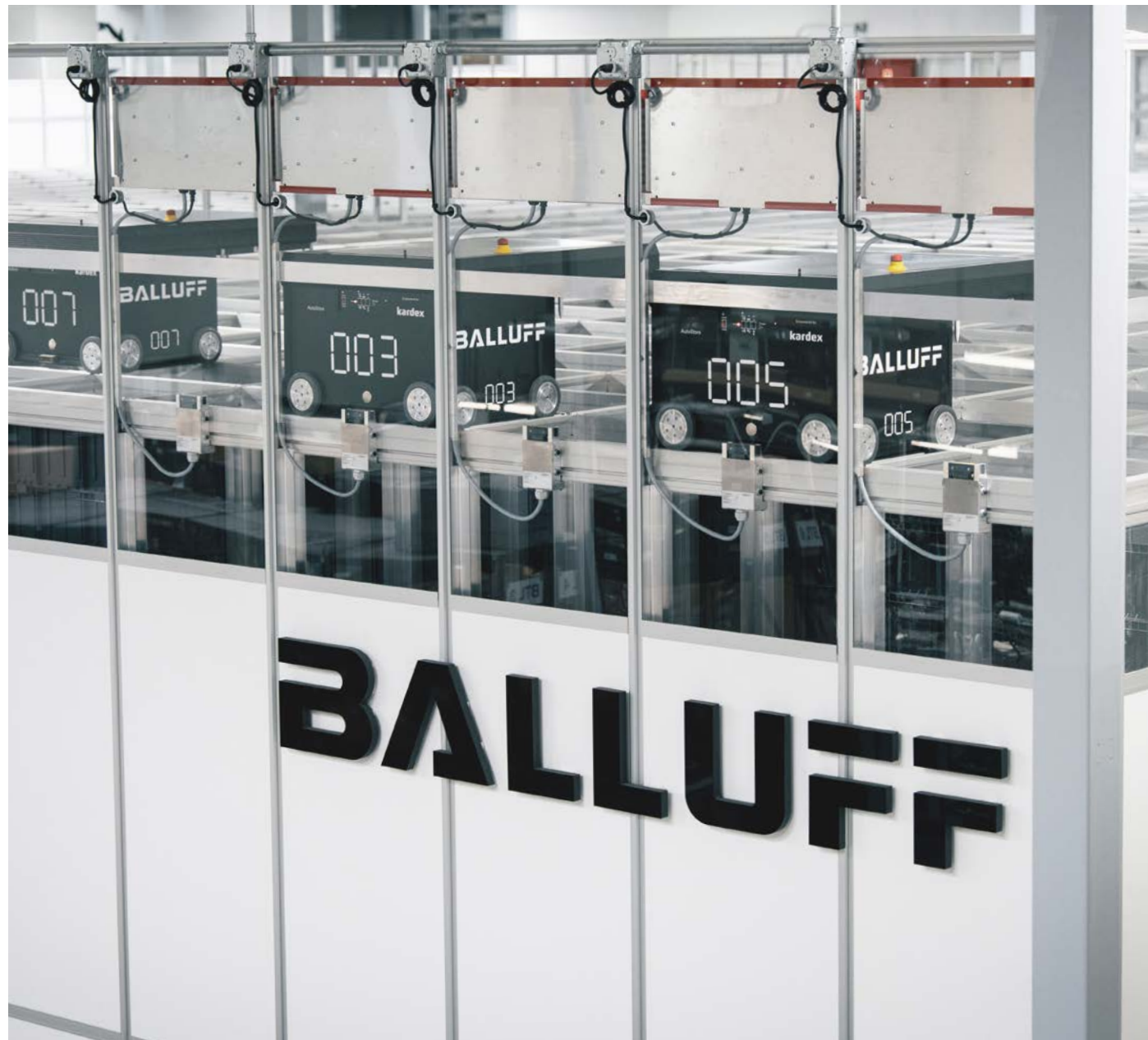
Balluff

Fast-tracked fulfillment with AutoStore



BALLUFF

kardex



Balluff's journey with AutoStore

Customer and task

Founded in Germany in 1921, Balluff, Inc. is a leading global manufacturer of sensor, identification, network and software solutions, specializing in high-quality smart industrial automation solutions. It has a presence in 68 countries and over 3,600 employees worldwide.

The company was looking to optimize put-away and picking throughput at its facility in Florence, Kentucky, and turned to Kardex for an ASRS to enhance its inventory storage and retrieval process.

Solution

Balluff evaluated several warehouse automation technologies and selected AutoStore for its fit with current needs and global regionalization strategy. Kardex brought the technical expertise to meet unique and complex installation requirements and had already proven itself as a trusted partner in Hungary.

The project – an AutoStore grid with 20,110 bins, 7 robots, 1 ConveyorPort, and 3 CarouselPorts – rapidly proceeded from contact signing to go-live in just six months. Designed to minimize current ops disruption, maximize existing space, and require no greenfield build.

Through a 2-phased approach, Kardex delivered multiple industry firsts:

- AutoStore on one side of a wall with CarouselPorts on the other (cross-building installation.)
- Seismic bracers instead of columns, preserving valuable floor space.
- Service grid extended into office space, creating a more integrated facility design.

Case at a glance

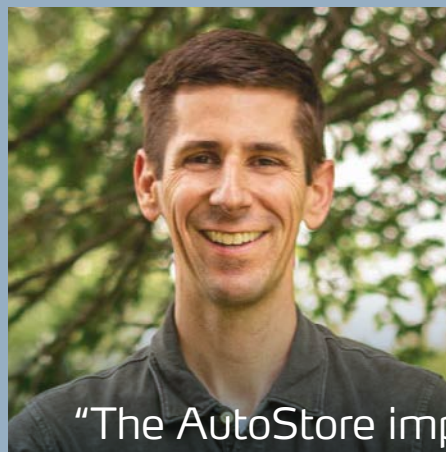
Balluff, Inc. aimed to optimize put-away and picking throughput at its Kentucky facility.

Building on a successful history of collaboration, Balluff partnered with Kardex to deploy a customized AutoStore solution designed to meet both current operational demands and future growth for the Americas region. Kardex was able to take the project from contract signing to go-live in just 6 months, coming in on time and under budget. It required no major facility upgrades – achieving transformational results with minimal disruption. The resulting system introduced multiple industry firsts to optimize space efficiency and process speed, delivering a 177% increase in throughput.

High storage density

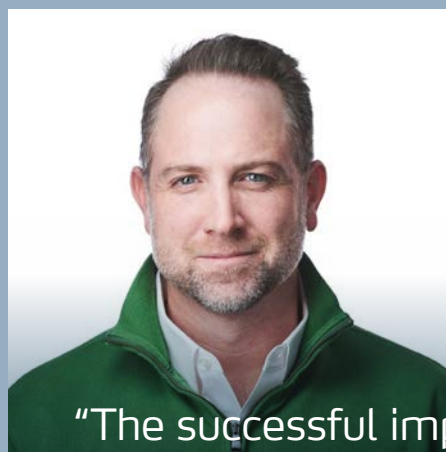
Faster throughput
lines/hour
up 177%

Workforce optimization



"The AutoStore implementation at Balluff was on-time and under budget, with the Kardex team in parallel stride with Balluff from conception to project completion. Kardex is composed of a professional team who continually deliver on their promises, and we plan to work with Kardex regarding future projects."

Steve Duncan, Balluff, Inc. Quality Assurance and Lean Manager



"The successful implementation of the AutoStore system has strengthened the partnership between Balluff and Kardex and we are looking at future collaboration on a range of new initiatives. The customizations we were able to make demonstrate the flexibility of the AutoStore system and Kardex's willingness to innovate to meet Balluff's specific needs."

Mitch Hayes, President of Kardex Solutions



"At AutoStore, our mission is to help companies move faster and scale smarter. The Balluff project with Kardex shows exactly what our technology is built for – rapid deployment, high throughput, and future-ready scalability without disruption. By combining AutoStore's proven robotics with Kardex's software and integration expertise, Balluff has unlocked a system that not only delivers immediate performance gains but also provides a foundation for long-term growth. This is what we mean when we say AutoStore is moving things forward."

Mike Dickson, President of the Americas, AutoStore





On-time and under budget

How Kardex Achieved a 6-month Go-live

The project at Balluff, from contract signing to go-live, took just 6 months to complete, coming in on-time and under budget. This was achieved with minimal disruption to Balluff's existing operations as the solution was designed around the company's existing facility, maximizing the use of existing infrastructure and requiring no major upgrades to buildings or power infrastructure.

Rapid transformation of fulfillment capabilities

The AutoStore system empowered by Kardex is delivering dramatically improved productivity and greater overall efficiency in Balluff's storage and fulfillment operations, including a 177% improvement in lines/hour compared with the previous carousel system.

In addition to faster throughput, the future-proof new system has no bottlenecks and has significantly increased storage density due to the compact design of the AutoStore system. It is scalable to meet Balluff's growing future needs, with new ports and robots easily added to meet rising demand.

Workforce optimization and positive employee feedback

The new system has optimized Balluff's workforce and enhanced overall operational effectiveness. Feedback from the Balluff workforce has been overwhelmingly positive, with many reporting that it is user-friendly, reliable and efficient. The intuitive interface has made training and daily operation straightforward, and the ergonomic design has improved the working environment for warehouse staff. The ease of use and reliability of the system have contributed to improved employee satisfaction and operational confidence.

Lessons from Balluff's journey with Kardex

- **Provider Reliability**

Kardex has a proven track record and a professional team that works closely with customers to provide their best solution and support them in their automation journey.

- **Innovative Customization**

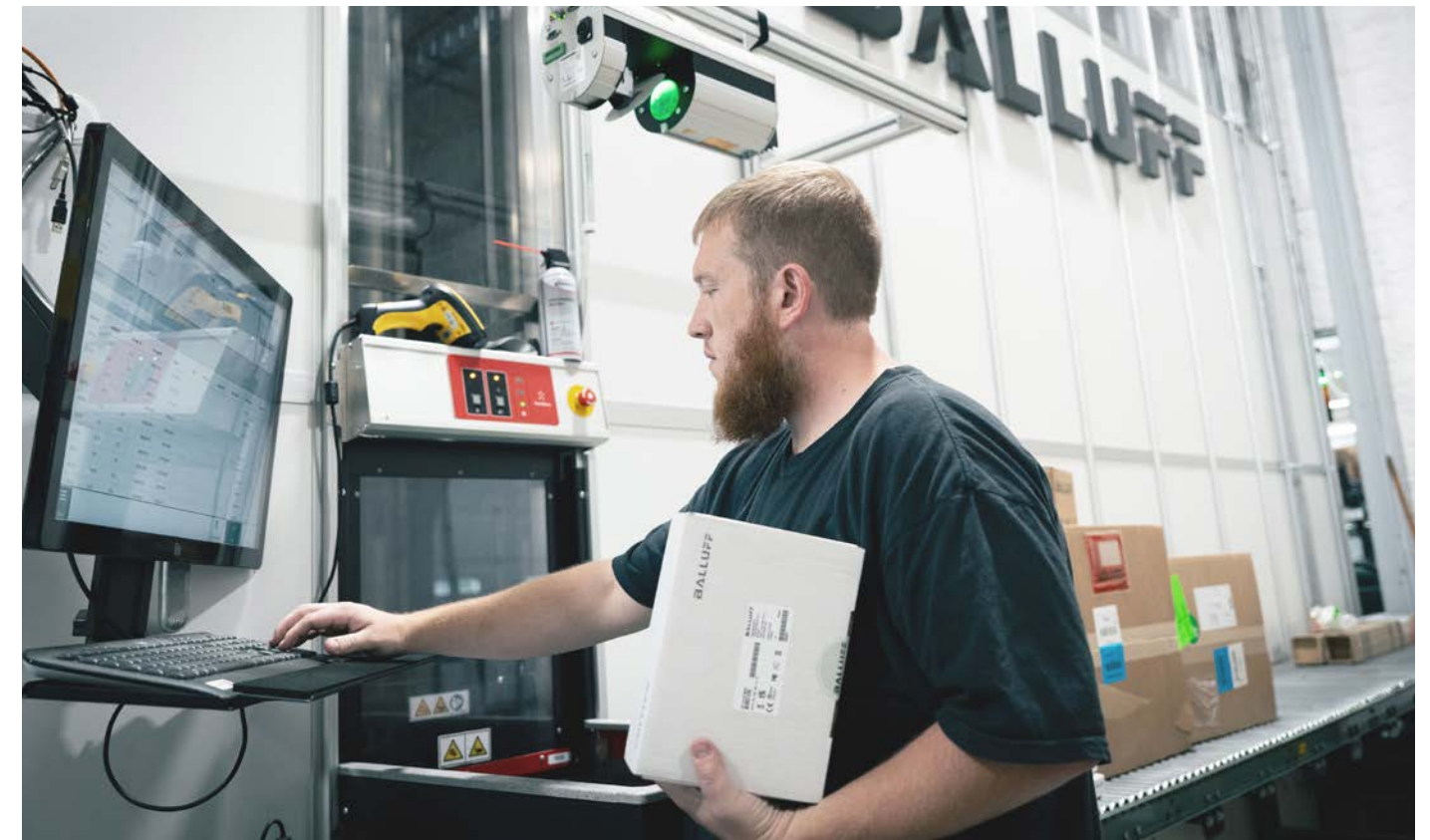
Kardex's willingness to implement industry-first solutions demonstrates automation systems can be adapted to fit unique facility constraints.

- **Strategic Phasing**

Breaking complex implementations into planned phases can minimize operational disruption.

- **Global Standardization**

Implementing consistent automation solutions across global locations (as Balluff has done in Hungary and the US) creates operational synergies and simplifies employee training.





Scope of delivery



AutoStore Grid comprising 20,110 bins and 7 Red Line Robots



1 ConveyorPort and 3 CarouselPorts



Seamless integration with SAP