

Case Study

Scaling for Growth with Automation





Scaling for growth with automation

Customer and task

A strategic acquisition increased warehouse volume by 54% overnight, leaving DC Dental squeezed for space. As their existing 30,000 square foot facility was quickly nearing capacity, Howie Friedman, CFO/COO, set out to find a solution. "We considered outsourcing to a 3PL, but it was important to us to keep distribution in house to ensure we maintain our customer commitments of speed and value that have made us successful," said Friedman. Friedman narrowed in on automated storage and retrieval solutions to fill the gap between what people and software could accomplish.

Solution

The integrated solution utilizes a pick and pass fulfillment strategy with a 20 position batch cart that moves between three zones (zone one – two Vertical Lift Module Kardex Shuttle, zone two – four Horizontal Carousel Modules and zone three – carton flow rack), all managed by the Kardex Power Pick System inventory management software. Since implementing the automated zone, DC Dental has handled a 54% volume increase with 67% less labor and 73% floor space savings.

The warehouse picks an average 2,500 lines per day to fill roughly 480 orders using 4 order pickers (vs 12 order pickers previously required). The system can handle up to 3,500 lines per hour providing a fast-growing company like DC Dental the ability to quickly scale operations. "We could double in size and only need to add about 3 additional people in our warehouse," said Friedman.

Case at a glance

How we took our customer from task to solution

DC Dental in Baltimore, MD is one of the fastest growing, full service dental suppliers in the United States, delivering competitively priced supplies to dental professionals. Using automation with a pick and pass fulfillment strategy to manage over 20,000 SKUs ensures DC Dental delivers the right product to the dentist office as quickly as possible while maintaining the best price.

Increased
inventory
by 54%

Reduced
labor by 63%

Saved
73% floor space



Scope of delivery



2 Kardex Shuttle, each 21 feet tall



4 Horizontal Carousel Modules, each 56 feet long



Kardex Power Pick System inventory management software