

Benchmark Briefing

# Simple Automated Storage





# Simple automated samples storage

Customers samples are easy to manage with compact automated storage

Heyco Products offers over 90 years of experience in the design and manufacture of molded wire protection products and stamped electrical components to meet demanding customer application requirements. Their unique, in-house ability to offer customers the latest design and prototyping technology along with high-volume manufacturing helps customers turn challenging "just-in-time" manufacturing deadlines into production realities.

Heyco stands behind the quality of their products by offering a sample program, allowing customers to request complimentary samples online. Heyco's manufacturing facility in Toms River, NJ uses two Vertical Carousel Modules Kardex Megamat to inventory over 18,000 sample SKUs.

## Case at a glance

**Site**  
Heyco, Toms River, NJ, USA

**Application**  
Storage of samples

**Equipment**  
Two Kardex Megamats

- Increased storage capacity 167%
- Increased throughput
- Minimized downtime



# Samples upgrade

To improve the samples area, Heyco replaced the two 20-year-old vertical carousels with 2 new Kardex Megamats. The Vertical Carousel Modules (VCMs) stand 24 feet tall and are configured with carriers and totes to maximize storage capacity. "With the Kardex Megamats we can fill orders quicker and we've increased our inventory capacity," says Faulknor.



2 Kardex Megamats



Logicontrol

# At capacity

With storage capacity at its limit; stocking, managing, picking and shipping sample orders was becoming a cumbersome and time-consuming process. Heyco previously used 20 year old carousels to manage the samples and frequent downtime was making it more and more time consuming to fill sample orders. "Sample orders are sometimes the first interaction customers have with Heyco, so it's important that the right sample is delivered quickly to the customer," said Colleen Faulknor, Vice President of Administration at Heyco.

# Automation – benefits and processes

## Room to grow

The previous carousels were 20 feet tall and provided 1,792 storage locations. The new Kardex Megamats are 4 feet taller and provide 4,788 storage locations. Heyco was able to increase sample storage capacity by 167% while maintaining roughly the same space requirements. “With that additional capacity we’ve gained, we will be able to sustain years of additional growth in our sample program,” says Faulknor.

## Faster fulfillment

Heyco is fulfilling roughly the same number of sample orders as before, but they are able to fill the orders in less time. The samples clerk can now assist in the shipping department once they have fulfilled all of the sample orders.

## No downtime

With virtually no downtime, the samples inventory is quickly available for picking at any time. With the push of a button the VCM rotates around to deliver the requested part to the samples clerk with limited wait time. “With regularly scheduled maintenance we’ve had zero unplanned downtime,” says Faulknor.



## Processing sample orders

While the process is much the same, the operator can now work more efficiently. When a sample order is received on the Heyco website, the operator prints out a label for the order. The label indicates the sample requested as well as the carrier number within the VCM. The clerk uses the touch screen Logicontrol panel on the Kardex Megamat to rotate the carousel to the desired carrier. The operator picks the sample requested, bags it and tags it with the order label. The operator then completes the shipping paperwork and ships the part.

If there is a request for a sample in-house at Heyco, the operator can simply lookup the sample part number using Logicontrol. All inventory locations are tracked in the Logicontrol. When sample quantities are low, the operator puts in a request to manufacturing and additional quantities are added to the next production order for that part.

## Quick and easy

Heyco is now able to stock, manage, pick and ship sample inventory quickly and easily.

“The addition of the Kardex Megamats have ensured the success of our samples program for years to come,”

**Colleen Faulknor**, Vice President of Administration at Heyco