



# What Our Customers Say

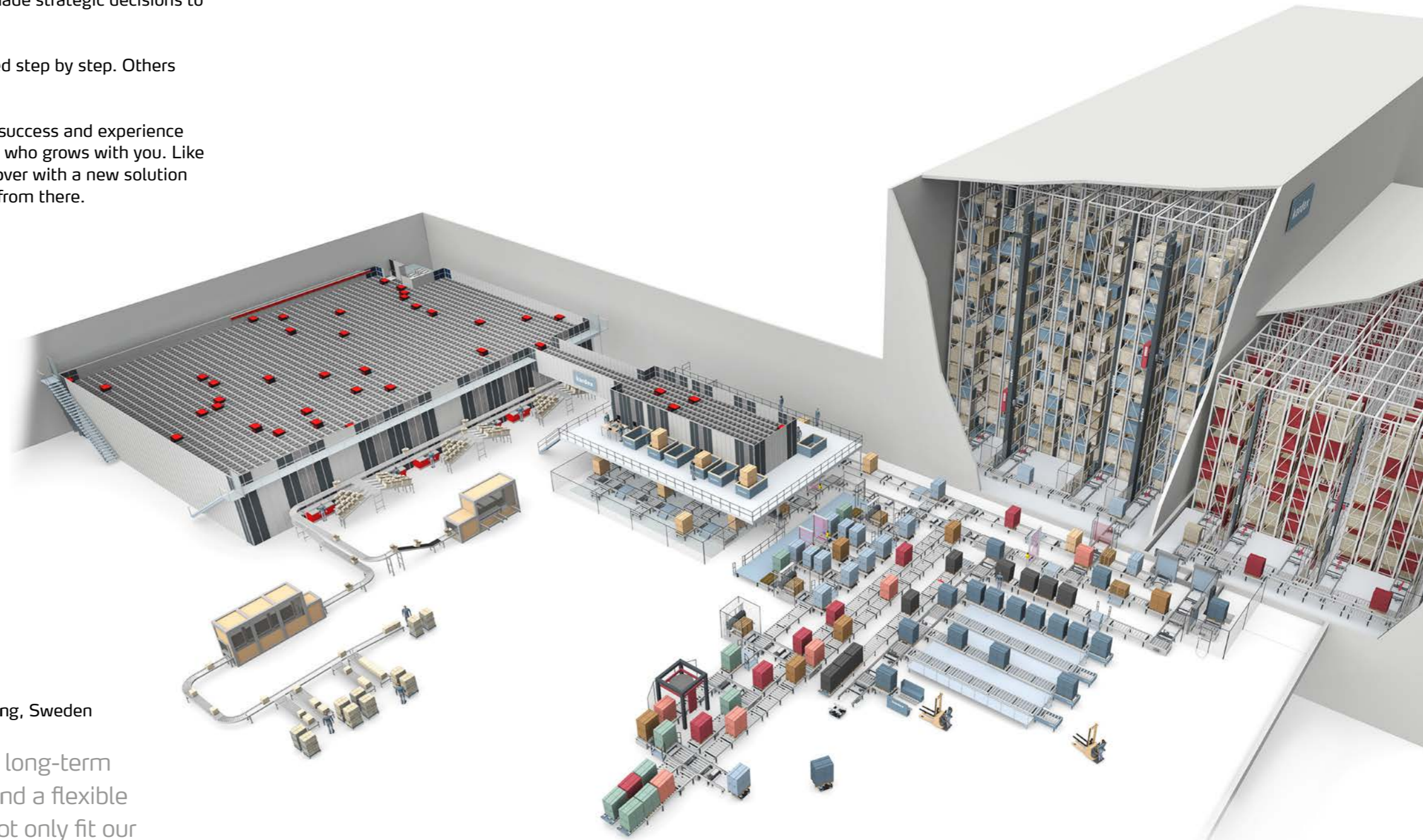
On growing with scalable automation

# Growing with scalable automation

Your growth likely hasn't followed a straight line – it accelerates, slows, and shifts direction. This challenge is one all businesses struggle with. Here, you'll hear directly from others who faced similar challenges and made strategic decisions to grow with flexible automation solutions.

Some began with a single entry-level solution and scaled step by step. Others invested in full automation from the start.

From modular upgrades to seamless integrations, their success and experience reflect what's possible when you partner with a provider who grows with you. Like these businesses, your business does not have to start over with a new solution each time the tides change – just start smart and grow from there.



## **Bucher Emhart Glass**

Technology supplier for glass container manufacturing, Sweden

"As we were looking to make a secure, long-term investment, it was essential for us to find a flexible "one-stop-shop" solution, that would not only fit our current requirements, but also allow for future growth and development."

**Andreas Strirdin**, Production and Manufacturing Manager, Bucher Emhart Glass

# IKEA Components s.r.o

## Scaling automation over 8 years

IKEA Components s.r.o., based in Slovakia, supplies spare parts and replacement fittings to IKEA customers around the globe. Their journey with Kardex began with inspiration from colleagues in Sweden and has evolved into a multi-phase automation partnership spanning nearly a decade.

### Why did IKEA Components s.r.o. automate?

- ⚠ Manual picking was inefficient and disorganized
- ⚠ Items were hard to locate on shelves
- ⚠ Needed a scalable and evolving system

### What did IKEA Components s.r.o. achieve with automation?

- ✓ Scalable system for 6'000 SKUs
- ✓ 8 pickers pick 11'000 items per day
- ✓ Flexible system scaling over 8 years

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“In 2014, our colleagues in Sweden began working with Kardex. Based on this experience we decided to purchase Kardex Megamat machines in 2017. Subsequently, in 2019 we added two more Kardex Megamat machines as well as two Kardex Shuttle machines.

We chose Kardex because it provides comprehensive warehouse management solutions, that include the physical warehouse, as well as a systems link.

In eight years of working with Kardex, we have been very satisfied with the comprehensive solution and are happy to have the ability to continuously develop our system.”

**Michal Súrek**  
After Sales Specialist, IKEA Components s.r.o.

# Würth Industrie Service

## Scaling infrastructure for long-term demand

Würth Industrie Service, a key logistics hub for industrial customers across Europe, operates from a central warehouse in Germany. For more than 20 years, the company has partnered with Kardex Mlog. By integrating a high-bay extension into their existing plant, Würth Industrie Service continues a long-term automation strategy.

### Why did Würth Industrie Service automate?

- ⚠️ Needed to expand warehouse capacity
- ⚠️ Legacy infrastructure couldn't support growth
- ⚠️ Required scalable system for future extensions

### What did Würth Industrie Service achieve with automation?

- ✓ 46m stacker cranes maximize floor space
- ✓ Integration with existing logistics hub
- ✓ Material flow on three levels

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“For over 20 years – particularly from 2004 to now – Kardex Mlog has deployed its stacker crane technology to enable us to automate our goods-to-person movements. One of the consequences of the corona pandemic, of course, has been that our customers now want us to hold more stock for them and we needed to create more space for this.”

**Helmut Eisenkolb**

General Manager of Logistics, Würth Industrie Service

“We have a close relationship with the Kardex company – an excellent partnership – and we discuss things and communicate as equals. It is a solid and reliable arrangement. We call them and speak to familiar contact persons who attend to our issues immediately. This is a key added value of the Kardex Mlog service, and it is also important to mention the flexibility of the employees here on-site.”

**Andreas Schmidt**

Head of Operational Technology, Würth Industrie Service

# Cutter & Buck

## Lightning-fast e-commerce fulfillment

Cutter & Buck, a premium apparel brand rooted in Seattle, US expanded with a fast-growing e-commerce channel. As customer expectations for speed surged the team turned to Kardex as a global AutoStore™ partner to transform fulfillment and scale with confidence.

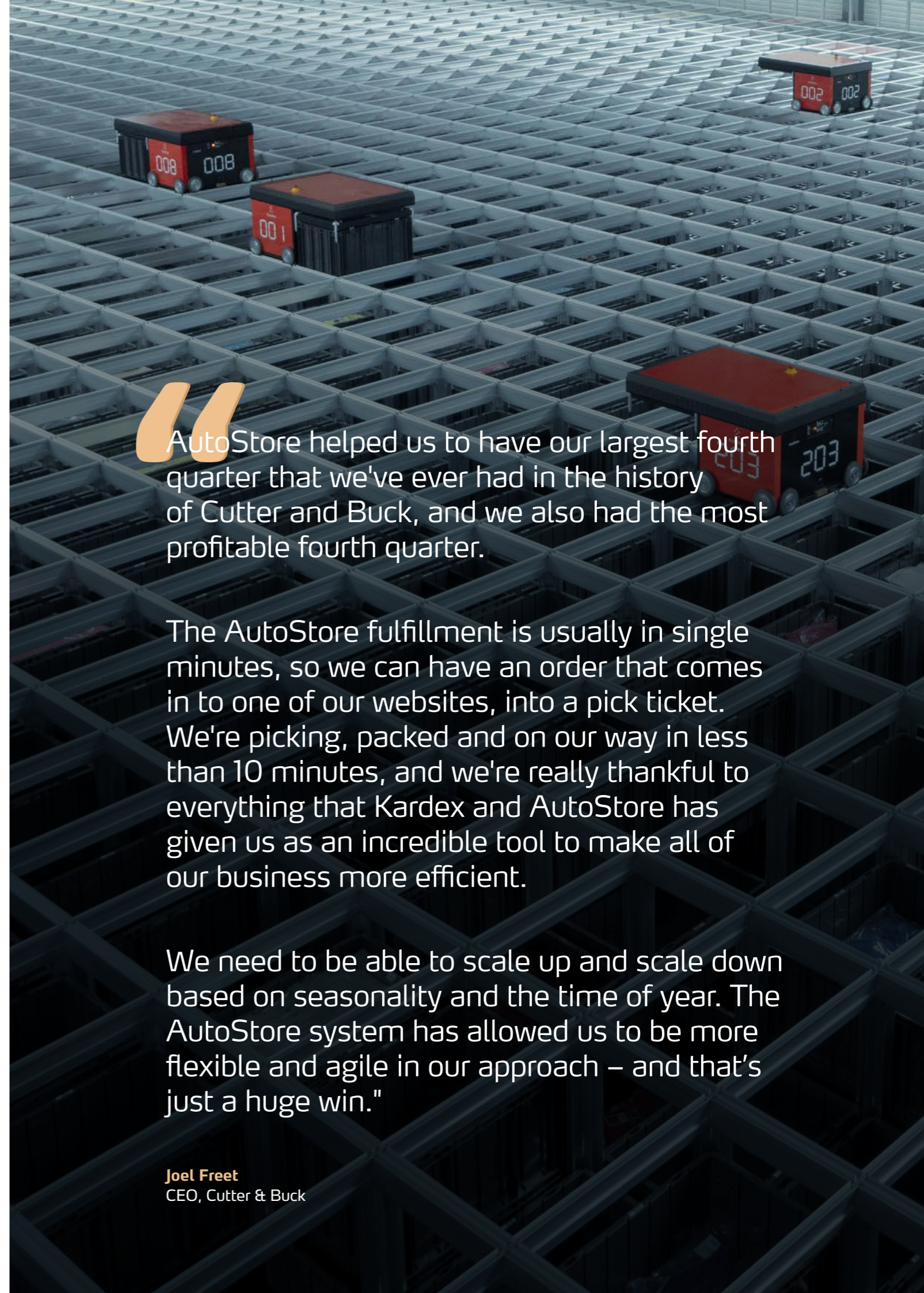
### Why did Cutter & Buck automate?

- ⚠️ Rapid e-commerce growth
- ⚠️ Long walking distances for manual picking
- ⚠️ Needed faster turnaround times

### What did Cutter & Buck achieve with automation?

- ✓ Pick-to-ship in under 10 minutes
- ✓ Most profitable Q4 in company history
- ✓ Efficient & scalable e-commerce fulfillment

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“AutoStore helped us to have our largest fourth quarter that we've ever had in the history of Cutter and Buck, and we also had the most profitable fourth quarter.”

The AutoStore fulfillment is usually in single minutes, so we can have an order that comes in to one of our websites, into a pick ticket. We're picking, packed and on our way in less than 10 minutes, and we're really thankful to everything that Kardex and AutoStore has given us as an incredible tool to make all of our business more efficient.

We need to be able to scale up and scale down based on seasonality and the time of year. The AutoStore system has allowed us to be more flexible and agile in our approach – and that's just a huge win.”

**Joel Freet**  
CEO, Cutter & Buck

# Danfoss

## Scaling to eliminate bottlenecks

Danfoss, a global leader in energy-efficient solutions, runs high-frequency production lines where uptime is critical. To eliminate bottlenecks and improve flow, they integrated Kardex automation into key process areas. With over 50 machines across three Danish sites, the collaboration ensures reliability at scale.

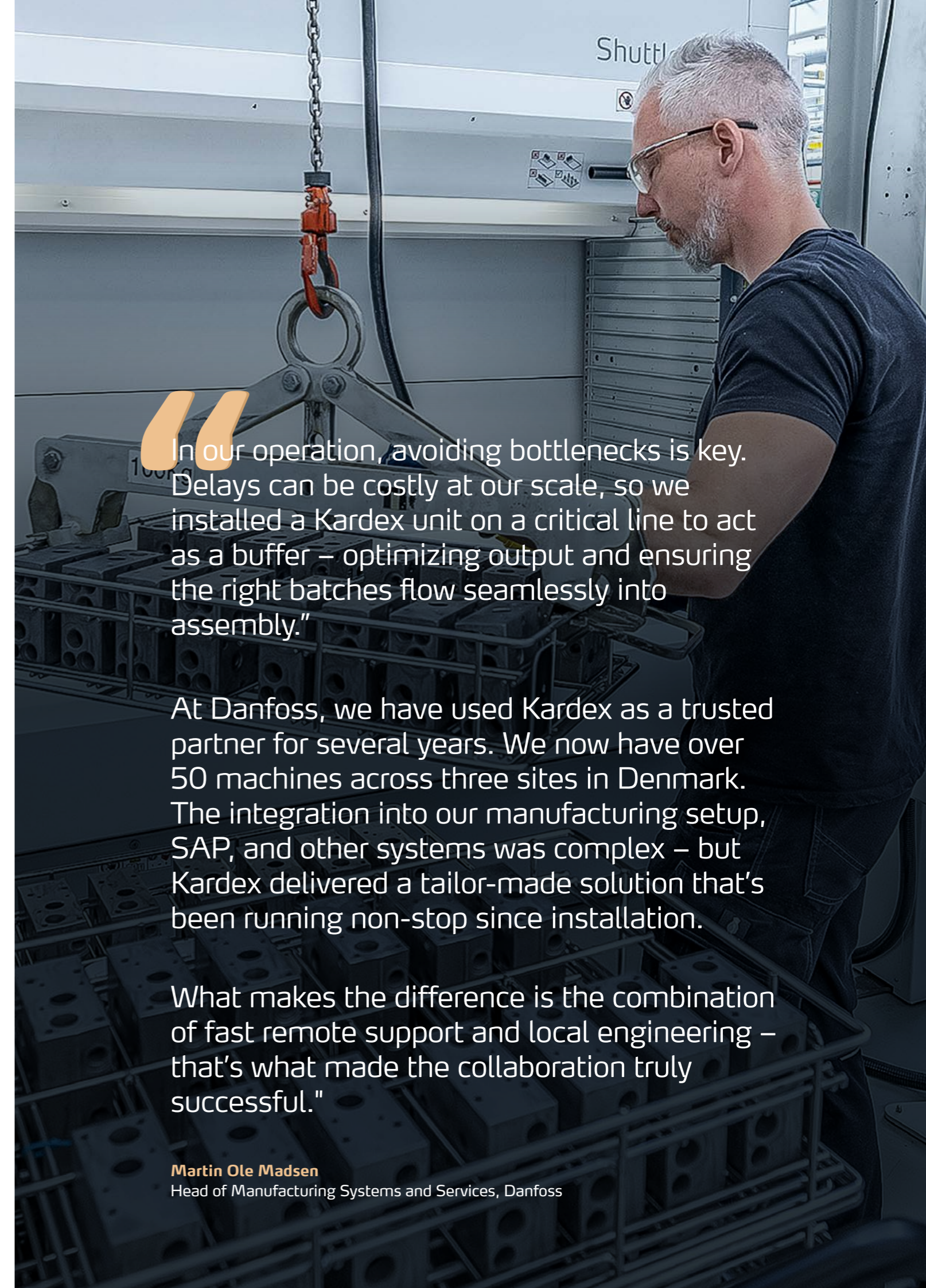
### Why did Danfoss automate?

- ⚠ High-frequency deliveries needed uninterrupted output
- ⚠ Manual, labor-intensive processes
- ⚠ Needed an integrated buffering for changeover efficiency

### What did Danfoss achieve with automation?

- ✓ Bottlenecks eliminated with automated buffering
- ✓ Reduced ergonomic strain
- ✓ 24/7 production via full system integration

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“In our operation, avoiding bottlenecks is key. Delays can be costly at our scale, so we installed a Kardex unit on a critical line to act as a buffer – optimizing output and ensuring the right batches flow seamlessly into assembly.”

At Danfoss, we have used Kardex as a trusted partner for several years. We now have over 50 machines across three sites in Denmark. The integration into our manufacturing setup, SAP, and other systems was complex – but Kardex delivered a tailor-made solution that’s been running non-stop since installation.

What makes the difference is the combination of fast remote support and local engineering – that’s what made the collaboration truly successful.”

**Martin Ole Madsen**  
Head of Manufacturing Systems and Services, Danfoss

# Mönninghoff

Long-term partnership for specialized automation

Mönninghoff, a German manufacturer of highly specialized clutches and brakes, supplies custom power transmission solutions to industries worldwide. They hence rely on strong, collaborative partnerships to deliver lasting value.

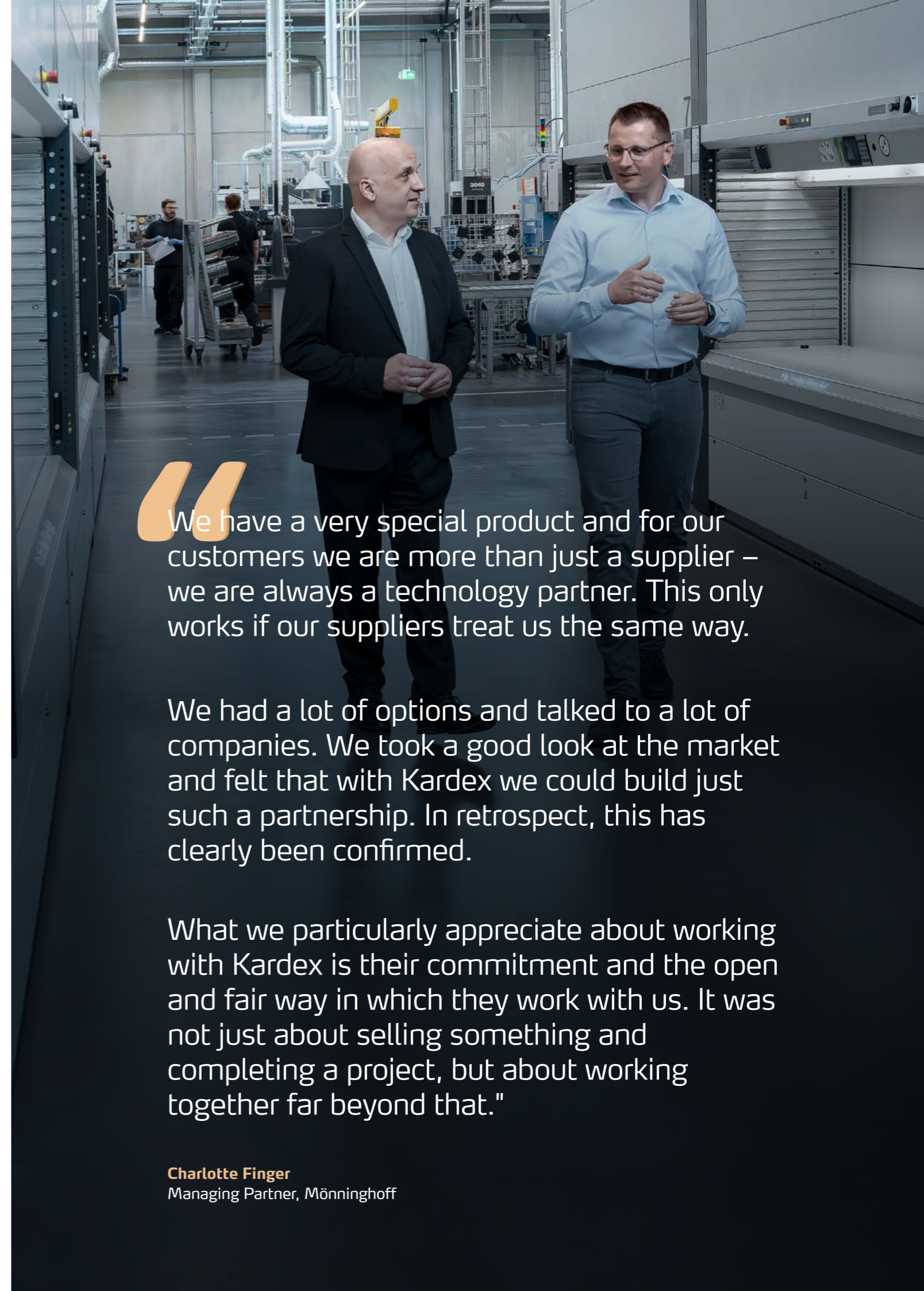
## Why did Mönninghoff automate?

- ⚠ Manual tool storage was inefficient and space-consuming
- ⚠ Employees spent too much time walking and handling materials
- ⚠ The team needed ergonomic, automated support to stay productive

## What did Mönninghoff achieve with automation?

- ✓ Bottlenecks eliminated with automated buffering
- ✓ Reduced ergonomic strain
- ✓ 24/7 production via full system integration

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“ We have a very special product and for our customers we are more than just a supplier – we are always a technology partner. This only works if our suppliers treat us the same way.

We had a lot of options and talked to a lot of companies. We took a good look at the market and felt that with Kardex we could build just such a partnership. In retrospect, this has clearly been confirmed.

What we particularly appreciate about working with Kardex is their commitment and the open and fair way in which they work with us. It was not just about selling something and completing a project, but about working together far beyond that.”

**Charlotte Finger**  
Managing Partner, Mönninghoff

### **Kubota**

Machinery and equipment manufacturer, Canada

“With inventory growing every year, the automated picking system we have in place has the capacity to sustain our growth for the next 5–8 years.”

**Doug Ward**, Logistics Manager, Kubota



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### **ATS Group**

Technological solutions provider, Belgium

“We had a good experience working with Kardex. From the beginning – from the project, from the design up to the very end of the installation – we had one direct contact who was always available for us. The installation teams were really working on schedule.

They were working safely and very effectively. So we are pleased. And now the outcome is that we have a very effective warehouse, high performing and able to deal with the growing number of orders.”

**Kevin Mortier**, Project Manager, ATS Group



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### **Park Industries**

Industrial equipment manufacturer, USA

“Each Kardex Shuttle was purchased with additional capacity, and when capacity is reached, Park Industries simply adds another unit.

We have introduced five new product lines since installing the first two Kardex Shuttles – we couldn’t have done it without this solution. An investment in technology was critical to supporting our growth.”

**Elaine Ohman**, Inventory Control Manager, Park Industries



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### **ZOLLER**

Precision engineering provider, USA

“When we built the new facility, we organized the Tech Center in such a way that we can simply add more Kardex Shuttles as our business increases.”

**Alexander Zoller**, President, ZOLLER



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### **Abey**

Manufacturer of trade products, Australia

“With over 3500 products in the range and increased demand from our customers we needed a storage solution to help with the current workload and the future workload. The Kardex system has allowed us to increase our storage solution within the existing footprint as well as increase our order throughput for our customers for now and for the future.

The reason why we chose Kardex was that through consultation and analysis, they offered the best vertical storage system solution for our business.”

**Aleks Joveski**, Logistics Manager, Abey

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### **Arbeitsschutz-Express**

Ecommerce business, Germany

“With the implementation of the AutoStore solution, we were able to reduce our required storage area from 3,000 square meters to 1,400 square meters.

Now we have a 60% occupancy rate and therefore a lot of room left for further growth.”

**Gwen Lohr**, Management Assistant, Arbeitsschutz-Express

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### **Delaval**

Agritech manufacturer and solution provider, Sweden

“We are building a warehouse not only for today’s needs but also for the future. With Kardex we have optimized the layout, reduced the footprint and created a modern warehouse that supports our digital journey.

The solution is scalable and allows us to grow – while using fewer resources and maintaining high performance.”

**Thomas Jaschob**, Logistic Manager, Delaval

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### **Böllhoff**

Joining technology partner, Germany

“Working with Kardex, P.S. Cooperation, and Bito, we met all our requirements for a fully automated, digital process.

We at Böllhoff are proud to have been able to implement this innovative project with our partners. For us, this is the right way to go digital. It is also a sign to our employees that we are taking innovative steps into the future”.

**Andre Koring**, Intralogistics Manager, Böllhoff Production Ltd.

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# Conclusion

Growth doesn't wait – and your systems shouldn't hold you back. The voices featured here show that scalable automation isn't just a technical upgrade; it's a strategic advantage with the right partner at your side.

With Kardex, you don't have to choose between solving today's challenges and preparing for tomorrow. Because when automation is built for growth, it becomes the engine behind it. From entry-level modules to fully integrated solutions, you will find the flexibility to scale at your own pace.

 [Contact us](#)