

Swift Aerospace.

Case Study

Industore: Intralogistics experts, and leaders in the design, supply and installation of automated storage and retrieval systems (AS/RS).

☎ 029 2023 9000

✉ mail@industore.co.uk

🌐 www.industore.co.uk

What is Automated Storage and Retrieval?

These, simple graphics portray the simple theory of AS/RS. Machines that leverage software, computer technology and engineering to streamline the handling, storage, and retrieval of items in your workspace – whether a warehouse, hospital, factory floor, or just about anywhere else.

Our Products

Hänel Lean-Lift

Vertical Lift System

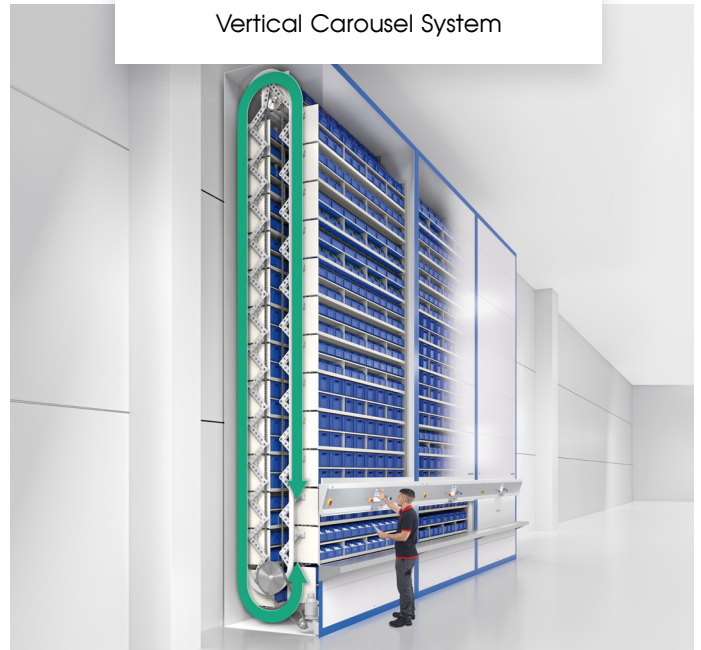


The Hänel Lean-Lift® is a secure, vertical storage and retrieval system, housing a series of trays holding your inventory. The trays are stored in optimised positions, according to the inventory height, and frequency of use. Lean-Lifts are built to order, in-line with your facility's layout and capacity. On demand (by operator or automated, computer command), an extractor system runs through the unit, retrieving the requested goods, and delivering the product on a tray, to an ergonomic height for your pickers.

Our Products

Hänel Rotomat

Vertical Carousel System



The Hänel Rotomat® is a compact, secure vertical storage carousel, consisting of a continuous series of shelves (or 'carriers'), which store your inventory. On demand, the machine rotates, and the requested carrier level is presented, via the quickest route; to an ergonomic height (goods to person). Rotomats are suited to both office and industrial use, and, as with the Hänel Lean-Lift, a Rotomat's height, width and depth is built to order, in-line with your facility's operational logic and capacity.

Benefits at a glance



100% stock transparency:

Protect your inventory, manage stock with complete accuracy and reduce erroneous picks to zero.



Fast goods to person deliver (G2P):

Items are automatically delivered at an ergonomic height, on-demand, reducing injury and breakages.



High density storage:

Store 100% of your products in 20% of your space, increasing opportunities for additional money-making activities.

Why Industore?

Industore is an independent, UK and Ireland business who can trace its roots back over fifty-years. The name Industore has become synonymous with efficiency, excellence, and true transformation.

For 25-years, Industore has partnered with German-Swiss manufacturers Hänel, and have subsequently become the UK and Ireland's exclusive supplier of their products – which are widely regarded to be the most robust, reliable and technologically advanced intralogistics solutions on the market today.

Our process



Consultation

Quality applications start with detailed consultations. Experienced staff note requirements, inefficiencies, and pitfalls.



Specification

Account managers use their hard-won experience to specify the best possible, tailored solution for you.



Installation

Hand-picked, qualified installers are deployed to your site(s), before expert teams provide comprehensive training.



Aftercare

Ensures continuing compliance with regulations and safety standards. A fleet of engineers means we're never far away.

We are trusted partners

We take security, health and safety and management standards seriously. Time and again, Industore has been independently assessed and recognised by the British Standards Institute for the implementation and on-going commitment to the highest possible standards.

The ISO is one of the most hard-won and well-regarded accolades in the world, Industore's repeated renewal of these accolades act as a reassurance to clients and partners alike:

Industore is committed to upholding the very highest of standards.



Attaining certification requires a comprehensive audit of all processes, people and technology. This means that clients - current and future - can be assured that Industore's commitment to the highest possible standards of management and security is enduring."

**Ross Powell, Managing Director
at Industore on security and
management.**





Swift Aerospace

“

Today, three-years since implementing our first two Lean Lifts, we've saved over a million pounds. In just three years. We didn't introduce a mezzanine floor, which would have increased our pickers' walking distance, further reducing efficiency, and we've not moved locations, which would have been incredibly expensive, disruptive, and again, required more staff. I mean, in terms of a return on investment for the lifts, if you take all of that into consideration, it means the Lean-Lifts really paid for themselves before they were even commissioned!”

Background:

Swift Aerospace, a prominent, aerospace fasteners supplier and stockist based in Hertfordshire, plays a crucial role in the aerospace industry. As a leading suppliers to Korean Air Industries, and British Aerospace, they provide essential components, including nuts, bolts, washers, rivets, and screws, vital for assembling aircraft and ensuring their functionality. With over three decades of operation under their belt, Swift Aerospace has a deep understanding of their industry's intricacies, and they've been under the leadership of their current Warehouse Manager, Stuart Bourne for 16 years.




Their warehouse and distribution centre facility spans approximately 640 square meters, in spite of this, their operation faced several challenges, which climaxed as they began to run out of usable floorspace. The traditional, manual operation which had been in place since the company first opened its doors, required staff to walk extensive distances within the space to retrieve (and replenish) items. As their business grew, this manual approach became increasingly inefficient. The company contemplated expanding by way of introducing a new mezzanine floor, adding a building extension, or moving locations. However, the company realised that such a move would involve significant business disruption, as well as add ever greater walking distances, thereby increasing inefficiencies. All obvious suggestions also introduced more overheads, as they would all require more staff to man these areas.

Stuart had prior experience with Industore's Rotomats (automated storage carousels) dating back to a time he worked at a leading British aerospace organisation. He was familiar with the potential space-saving gains and broader benefits brought forward by Industore solutions. In the year 2020, following significant investigation, return on investment calculations, and a go to market exercise, Industore installed two Lean-


Lifts into Swift Aerospace's facility. The company hasn't looked back since, as the warehouse manager explains:

"Industore's Lean-Lifts have absolutely revolutionised our operations. We now have the space to increase our stock holding, which since Brexit and the lessons learned from the pandemic, has become business critical. We've also become more efficient, despite a natural drop-off of staff over the last few years – who we haven't felt the need to replace, now that the lifts are in full operation, which has saved us tens of thousands of pounds a year. The software integration from Industore has allowed us to keep the system we're familiar with, but apply a much better, full operational overview, letting us know whether items are stored in bulk storage, or the Lean-Lifts – in real-time. We know exactly where everything is, how much of it we have, and who uses it, and when. It's allowed us to forecast much better, and we haven't over or under stocked anything since the system came online. More than that, just this week (at the time of writing), three-years since we had our first two Lifts installed, we've had another, and although it's only been a few days since it was first switched on, everything is working like clockwork."



If all the items stored in this Lean-Lift (at capacity) were placed on conventional shelves, it would take up an estimated 71 square meters of space. That's roughly equivalent to 35 adult elephants. Instead, by leveraging this previously overlooked, vertical space, they have now saved over 90% of their floorspace, without moving a brick.





One distinctive aspect of Swift Aerospace's introduction of automated storage and retrieval systems (AS/RS) is that their primary motivation for adopting Lean-Lifts wasn't to conserve space but to enhance efficiency. While their warehouse had started to build up, and they were looking to expand, their primary focus was the faster processing of parts in and parts out – ensuring that the process could be achieved more quickly and with greater accuracy. The space-saving nature of the Lean-Lift was just the catalyst, following several years of recognising slower than ideal operations. Furthermore, the forward-thinking organisation recognised the opportunity to optimise unoccupied headspace – as their previous racking and shelving was only a few meters high, with many times that space storing only fresh air above their heads. Today, Swift Aerospace's tallest Lean-Lift is close to seven meters in height, stretching from the floor to ceiling, and covers a footprint of just over 7.5 square meters. That's approximately the same size as two king-sized beds.

Stuart Bourne, explains the cost savings:

"We understood that efficiency needed to improve, and we'd been looking into that for some time, to determine the best method or technology, and ensure on-going high standards of health and safety. We knew above our heads was a good area for expansion – which is why a mezzanine came to mind at first, but the space that was going to offer us really wasn't enough, and it only compounded the efficiency problem. Today, three-years since implementing our first two Lean Lifts, we've saved over a million pounds. In just three years. We didn't introduce a mezzanine floor, which would have increased our pickers' walking distance, further reducing efficiency, and we've not

moved locations, which would have been incredibly expensive, disruptive, and again, required more staff. I mean, in terms of a return on investment for the lifts, if you take all of that into consideration, it means the Lean-Lifts really paid for themselves before they were even commissioned!"

At capacity, each Lean-Lift will house approximately £600,000 worth of Swift Aerospace's fastest-moving inventory. With three Lean-Lifts on-site, the company is currently auditing their stock, with the help of the Lean-Lifts' in-built software (as well as their software integration), with the view to freeing-up additional space, and introducing more Lifts soon. Swift Aerospace operates on a single day shift, and in that time, they process just short of 1,000 order lines per month. Each order typically consisting of 12 to 15 lines, making for a significant number of individual picks, which were previously dotted around the warehouse, taking lots of time to walk to and from, as well as searching for. Today, the smart technology within the Lean-Lifts ensures that the most popular items are located near the extractor of the lift, ensuring the fastest possible pick times. The machines have also learned picking habits (and will continue to do so as habits change into the future), ensuring that parts that share picking commonality (parts which are typically picked together) are also stored near each other, further saving time. Moreover, pick-to-light technology in the Lean-Lifts ensures the fastest possible picking, while safeguarding accuracy. Whenever a part needs picking or putting away, a clear red dot appears in the correct location within the lift, allowing pickers to quickly identify it without error, even when parts are stored in identical packaging. As an organisation, Swift Aerospace has to be exactly that, swift. Their clients rely on them getting goods out at pace.



**Stuart Bourne,
Warehouse Manager:**

“Our most time-consuming picks are our kits. This is where we pick many multiple parts and build items from the ground up, on-site. Before the Lean-Lifts, this would typically take two people two days. Today, one person does that in half a day – which is an incredible achievement, and really far-beyond what we had anticipated, or even hoped for. That’s 90% down to the Lean-Lift’s technology, knowing exactly where every part is, and having it physically (and very quickly) brought to us, every time. It’s perhaps 10% down to the space-saving the Lean-Lifts have brought us, because we now have the best possible space for this assembly to happen too. In short, the saving is 100% down to the introduction of the Lean-Lifts.”



In terms of recommendations, Swift Aerospace is unequivocal about their satisfaction with Industore's Lean-Lifts and the service they have been provided. They stress the unparalleled efficiency these machines bring, not only in retrieving items but also in optimising storage space and increasing safety, both for staff and critical parts. The "Goods to Person" (previously 'G2M') approach ensures no straining or stretching when retrieving or replenishing parts, resulting in zero injuries and zero breakages on-site while using the lifts, in over three-years. Swift Aerospace also values the personalised service they've received, and will continue to receive from Industore. The fact that they so regularly mention individuals on the Industore team, including their account manager, the service contract coordinator, the managing director, and their local engineer, demonstrates a sense of trust and credibility.

Despite Industore's size and presence throughout the UK and Ireland today, it remains a very close-knit team. Stuart was eager to point out that he, and Swift Aerospace more holistically, felt strongly about the relationship they enjoyed with Industore, something in stark contrast to how they feared they would be treated by other organisations with similar solutions. This, combined with their attentive service, and of course, market-leading technology, contributes to a fruitful partnership. With this special relationship in mind, Swift Aerospace also took Industore's advice and opted for a service contract. The service contract provides regular maintenance, immediate dispatch of a trained, qualified, and experienced engineer, and reduced part costs (in the very unlikely event of a breakdown). Perhaps more importantly, a service contract with Industore provides a sense of security. The name Industore has become synonymous with durability, which is backed up by Swift

Aerospace's most recent service visit, which identified no issues after three-years of daily service.

Stuart Bourne concludes:

"Our experience with Industore has been overwhelmingly positive. They spent time understanding our business, our vision and our hopes for the future, they hand-held and guided us towards what I have no doubt is 'the perfect solution', and their service since the lifts have gone in has been unbeatable. In terms of the machines and the software itself, it's top-notch. They've done exactly what we wanted them to – and more – and the machines have been entirely reliable, every day they've been in service. I have no reason to believe that the machines will go wrong, because we look after them, and they're clearly top-quality, but if they were to, I have absolute faith in our service contract – and more than that, in Industore – to be on-hand immediately. I cannot speak more highly of the solution, or the team."

Swift Aerospace's journey with Industore's Lean-Lifts is a typical example of an Industore client experience. Lean-Lifts bring tremendous efficiency and benefits, and more than that, regularly surpass expectation, and solve issues clients don't know they have. The ability to harness unoccupied vertical space, save time, increase accuracy, and cut costs makes the Lean-Lifts an invaluable addition to their operations. The immense potential that awaits companies with the courage to inquire with Industore about their solutions, alongside Swift Aerospace's recommendation (and many thousands of other clients up and down the country), should stand as a beacon to all businesses throughout the UK and Ireland. Industore empowers organisations to become the very best version of themselves.

The Right Solution for you

Whether you're looking for a one-off unit to better manage your inventory and free up space for other activities, or you're looking for a full 3PL setup, Industore has the answer. Industore solutions always result in significantly better space utilisation, improved operational efficiencies, healthier bottom lines, and much higher levels of customer satisfaction; as delivery speed improves, and erroneous picks are reduced to zero.

Single Application



Bespoke units by Industore Limited (with or without software integration) reduce storage space and increase storage capacity - by ensuring your stock is stored as densely as possible, vertically. As well as lowering energy consumption, logistics costs and errors, Industore's Hanel Lean-Lifts improve speed, efficiency, bottom lines, and stock transparency.

Multi Application



Full, turnkey solutions are routinely designed and installed by Industore for more complex or larger-scale intralogistics needs. From distribution warehouses to sophisticated, 3PL centres, our turnkey solutions produce transformational change, frequently including elements such as AS/RS, software integration, conveyors, man-up trucks and more.

Futureproof, flexible, and innovative

Industore solutions are futureproof at the point of sale. They are unique, and unlimited variations allow endless possibilities. Our vertical lift and carousel systems can be used as stand-alone units, or be set up to work simultaneously, perhaps even across several floors with multiple access points - but always on a small footprint. This has been developed through continued innovation, which is a core function of our organisation. A number of our expert staff are involved in the expansion of our Excellence in Innovation Programme (EIP), who regularly meet in our dedicated Research and Development Centre in Cardiff. The Programme's soul responsibility is to develop new technology and new methods of working with a view to improving the products and services provided by Industore. Our solutions are flexible throughout their life-cycle, which means they make light work of expansion and change of use, ensuring your products can grow and change in-line with operational or business transformations.

industore. demonstration centres.

If you're looking to optimise your storage capacity - or improve your operational efficiency, visiting one of our Demo Centres in Cardiff or Dublin is probably a good place to start.

At one of our Demo Centres, you can witness first-hand the capabilities, features and benefits of our machines. A one-to-one demonstration with one of our expert staff will allow you to get a comprehensive understanding of what we do, and how we do it.





Contact us

We specialise in the design, supply and installation of automated storage and retrieval systems for businesses throughout the UK and Ireland. Contact us to arrange a complimentary site audit from your dedicated account manager.



029 2023 9000



mail@industore.co.uk



www.industore.co.uk



1 Tollgate Close, Cardiff, CF11 8UE

