

# SSI SCHAEFER

## update

Company magazine of the SSI SCHAEFER-Group

**Special edition on  
automation**

**MERCURY® System**

### **Top**topic



SSI SCHAEFER takes over  
Salomon Automation

### **Best**practice



Keeping track at all times –  
Track & Trace

### **Innovative**products



Noise reduction thanks to new  
silent conveyor technology

*Dear Reader,*



On the 14th October 2008, the SSI Schaefer Group – pending the approval of the anti-trust commission – signed the contract and now has a new member!

Systems integrator Salomon Automation will be merged into the “Automation Group”, retaining the same management staff, and will add its expertise gained from over 300 installed systems.

The synergies between the company group and Salomon Automation are considerable. The mechanical engineering and production expertise of SSI Schaefer in particular provides an excellent add-on to the software expertise of Salomon Automation.

In addition, the SSI Schaefer automation components have a high strategic significance for the solutions from Salomon Automation. Thanks to unhindered access to the entire SSI Schaefer product range and the access to the international markets, there is a huge opportunity here!

We look forward to reporting to you on the latest developments in the Schaefer “update” and hope that you enjoy reading our first few contributions. Happy reading!

A handwritten signature in blue ink, appearing to read 'F. Salomon'.

Franz Salomon  
Managing Director, Salomon Automation



## About Salomon Automation:

As a general contractor, Salomon Automation implements total solutions: manual and fully automated logistics and order picking systems which are integrated to form a complete system using the WAMAS® logistics software. WAMAS® offers a crossdepartmental, efficient warehouse management tool that manages the core logistics processes – both in manual as well as in semi-automated and fully automated warehouses.

The product and service portfolio ranges from finding solutions to planning, designing, project management, introducing new software, commissioning, servicing and main-

### Salomon Automation is one of Europe's largest logistics software and logistics system providers

tenance, training on how to use software and systems, through to system modernisation. The Salomon Automation Group employs 370 staff at nine sites in Europe.

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# SALOMON AUTOMATION

## Specialists in intralogistics join forces

Salomon Automation becomes an SSI SCHAEFER company

**SSI Schaefer is taking over Salomon Automation and is thus underlining their leading position in the field of intralogistics. Salomon will remain a separate company in the SSI Schaefer Group with no management changes.**

Both companies are announcing that – subject to approval by the relevant authorities – the entire Salomon automation company group will be taken over by SSI Schaefer.

Both companies operate successfully in the field of automated logistics systems. The companies SSI Schaefer, Giebelstadt und SSI Schaefer, Graz within the SSI Schaefer Group, who both specialise in complex logistics systems and order picking technology, will be gaining another expert and innovative partner. The three companies are supported by the Graz (Austria) and Hranice (Czech Republic) production sites with a focus on automation and where the production area is currently being expanded to 60,000 m<sup>2</sup>. With its international sales and service organisation, the SSI Schaefer Group contin-

ues to be a long-term oriented and reliable partner for its customers, offering innovative products and total solutions. The high real net output ratio within the group permits a rapid and expert response to the changing demands of the marketplace.

Salomon Automation with its logistics software WAMAS® operates as a total solutions provider at sites in Austria, Switzerland, Germany and Spain.

In the future, Franz Salomon, Managing Director of Salomon Automation GmbH and Rudolf Keller, CEO International Operations, SSI Schaefer, will be following the same paths.



**Statement from Rudolf Keller, CEO International Operations, SSI Schaefer:**

**We rely on the software and logistics expertise from Salomon Automation and anticipate a high level of synergy with our other companies. At the same**

**time, it represents a strengthening of the Graz site. Salomon will be positioned as a standalone system integrator and logistics software provider.**

## Flexible for agriculture and non-food

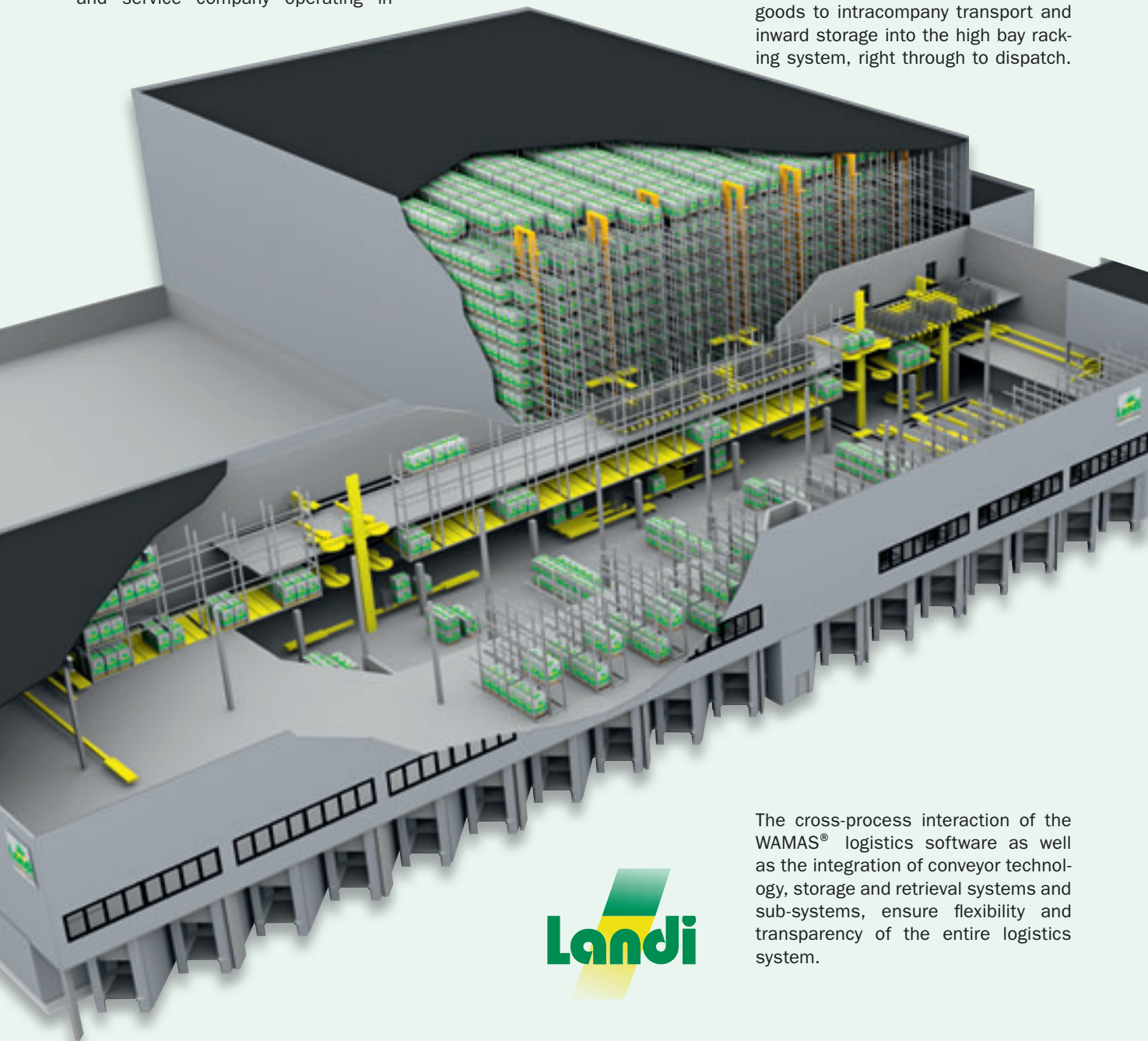
**For Landi Schweiz AG, Salomon Automation, Hirschthal/Switzerland, implemented a fully automated 7-aisle high bay racking system as a general contractor.**

As a subsidiary of the Fenaco Group, LANDI Schweiz AG is a large trading and service company operating in

Switzerland in the agriculture and non-food sectors.

The range of services offered by Salomon Automation covers overall planning and warehouse commissioning, in addition to project management. With a height of 26 m and a width of

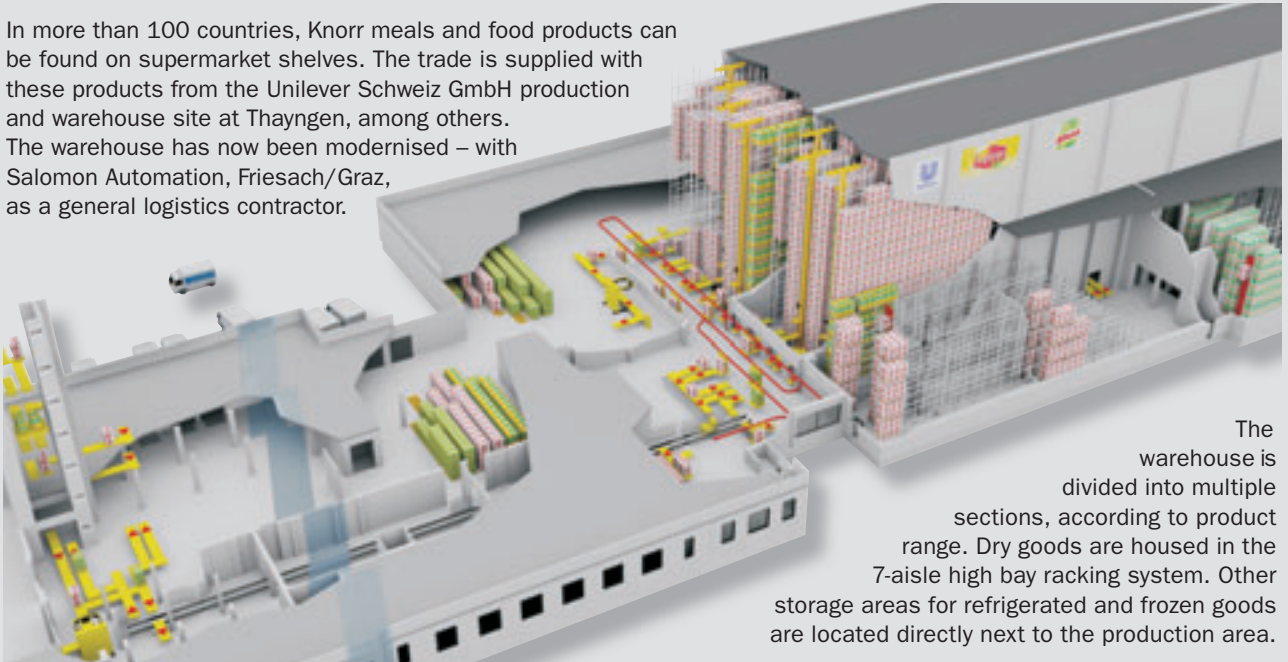
52 m, the new high bay racking system has over 16,000 pallet storage spaces and 750 picking stations. For optimisation and control of the goods flows, Salomon Automation integrated the WAMAS® logistics software. This software organises and improves the logistics processes from incoming goods to intracompany transport and inward storage into the high bay racking system, right through to dispatch.



The cross-process interaction of the WAMAS® logistics software as well as the integration of conveyor technology, storage and retrieval systems and sub-systems, ensure flexibility and transparency of the entire logistics system.



In more than 100 countries, Knorr meals and food products can be found on supermarket shelves. The trade is supplied with these products from the Unilever Schweiz GmbH production and warehouse site at Thayngen, among others. The warehouse has now been modernised – with Salomon Automation, Friesach/Graz, as a general logistics contractor.



The warehouse is divided into multiple sections, according to product range. Dry goods are housed in the 7-aisle high bay racking system. Other storage areas for refrigerated and frozen goods are located directly next to the production area.

## Retrofit for Knorr suppliers

For minimal disruption to the 16-hour production and storage operations, the experts defined a conversion concept with transfer scenarios. This resulted in the storage and retrieval systems, conveyor technology, cross-motion trolleys and lift being fitted out step-by-step with Simatic S7 technology.

In the next phase, the WAMAS® logistics software systems were implemented and the interface to SAP created. The new logistics software organises the automated processes and goods flows, from inward goods storage via the supply movement into the production area through to the goods

outward processing of whole pallets. The consistent data acquisition process results in transparency in the storage processes. Unilever has reduced its error quota dramatically by using a paper-free order picking process.



The warehouse modernisation process for Diapar represented a particular challenge for Salomon Automation, Hirschthal/Switzerland. Within a tight schedule of just 3½ weeks, the team at the Chilly-Mazarin site (south of Paris) implemented the warehouse management system, the control system and the warehouse technology installation.

## Warehouse modernisation project in record time

The 4-aisle high bay racking system housing their drinks and dry goods was modernised by the wholesaler. The old storage and retrieval systems were replaced with new warehouse technology, while Salomon Automation removed the entire conveyor system. The new conveyor technology was installed in record time, and the WAMAS® systems – warehouse management, material flow and control systems – implemented. The go-live was given following extensive performance tests.



## An expanding solution

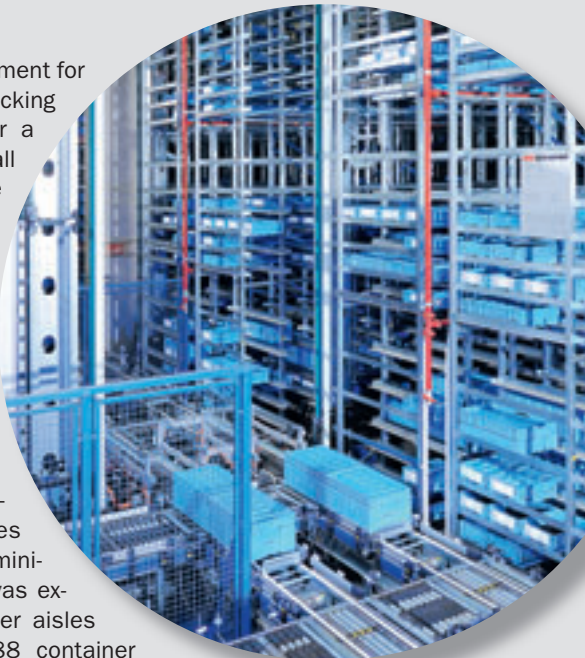
For contract logistics firm Stute Verkehrs GmbH, Bremen, SSI Schaefer, Giebelstadt implemented the fourth expansion phase of a logistics centre in Porz near Cologne. From here, the service provider supplies the nearby production site of motor manufacturer Deutz AG with just-in-time deliveries.

To meet the current requirements of the Deutz AG company, Stute appointed general contractor SSI Schaefer to expand the service centre. For this purpose, the logistics centre was adapted for a fourth time to meet increasing requirements for logistics and production supply. Even during the planning phase for the first sections in the 1990s, future expansion options from SSI Schaefer were already being taken into account.

SSI Schaefer received the order to set up a high bay racking system in Porz, Cologne as early as 1991. In 2004, with the addition of an automated small parts warehouse and an order picking system from another supplier, SSI Schaefer again won the additional contract for the steel

construction and equipment for the new high bay racking system as well as for a second automated small parts warehouse. The next expansion phase was already being implemented as operations increased apace two years later.

High bay racking system II was expanded by SSI Schaefer in 2007/08 with three additional aisles holding 9444 storage spaces for euro pallets and mini-load lifting system II was expanded with two further aisles with a total of 12,288 container storage spaces and two order picking stations.







## Plastic packaging in a fully automated high bay racking system

Alpla Italia relied on Salomon Automation, Friesach/Graz, for the expansion of a production site in Tortona.

Alpla produces plastic bottles, packaging and caps for various different sectors. Acting as general contractor, Salomon Automation equipped the production and warehouse site in Italy with a 5-aisle, fully automated high bay racking warehouse system.

The intralogistics specialist both delivered and assembled the warehouse, and commissioned the systems.

The high bay racking warehouse has a silo design and offers over 11,780 pallet storage positions. Five storage and



The interface to also a key focus, and container conveyor IT systems was besides the pallet technology. The aim was to combine the warehouse control systems of the two high bay racking areas to form one single system. To do this, a new level was generated on the warehouse control system, via which the storage space management and material flow control functions would be carried out.

With the variety of expansion and modernisation stages, the Stute range of services is a good example of how existing systems can be modified for growing capacity requirements in the future and brought up to the latest technological standards.



retrieval systems incl. load suspension equipment with PLC control handle the double-depth storage systems.

The WAMAS® logistics software controls, monitors and optimises the automated processes in the warehouse and is linked to the production and dispatch system. The goods are transferred from production into the high bay racking using the quickest routes and then prepared for dispatch at the loading gates.

The system achieves a processing rate of 120 euro pallets per hour at an inward storage output of 80 euro pallets per hour.



## Because it matters how it gets there

**Pfeiffer is a family-owned company headquartered in Austria. Cash and carry markets with food deliveries and wholesale for independent traders are the key distribution channels for the company group.**

Pfeiffer guarantees its customers maximum product freshness. This requires optimum storage, short storage periods and the ideal storage temperatures for the various product ranges.

The introduction of the new logistics system at the Traun site, with an operating area of 30,000 m<sup>2</sup>, has meant that the potential for optimisation has been fully exploited.

The efficiency of the warehouse is being increased considerably by optimising the material flow, online inventory management and by integrating conveyor technology into the logistics cycle.

Salomon Automation, Friesach/Graz, replaced the existing warehouse management system with WAMAS®. In addition to paper-free order picking, the logistics software controls a 5-aisle high bay racking system, as well as the vehicle fleet, and is also linked to SAP via the new ERP system.



Mikojan, one of the largest meat and sausage producers in Russia, named Salomon Automation, Friesach/Graz, as general contractor to implement an automated warehouse and order picking system in Moscow.

As the first company in the meat sector in Russia, Mikojan is focusing on automated order picking processes. Two production sites and multiple regional warehouses supply the retail and wholesale trades. Every day, 1200 different orders are compiled and shipped here to meet customer requirements.

### WAMAS® “speaks” Russian

In addition to high staffing requirements in the existing warehouse, improved use of space and the resultant increase in capacity, the complex delivery structures and the planned growth were also important reasons for deciding in favour of automating the processes in the warehouse.

The WAMAS® systems manage all warehouse areas: the automatic small parts warehouse, manual warehouse and the refrigerated storage. The new, highly dynamic buffer warehouse automatically supplies ten order picking and labelling stations. The employees are supported in assembling orders by various, parallel-controlled order picking methods such as online or pick-by-light order picking – and WAMAS® “speaks” Russian!



Hiper Usera is a food wholesaler with an in-house bakery and poultry, fruit, meat and sausage processing facilities.

Since the end of 2007, the family company has been using the WAMAS® warehouse management software from Salomon Automation, Barcelona to control their dry goods and refrigerated product lines. Each day, 70,000 packages are picked (50,000 of these in the picking section) and readied for dispatch.

Salomon Automation handled the selection, procurement and installation of the computer hardware and terminals as part of the project.

Critical factors in the decision to implement WAMAS® included the comprehensive software functionality in the standard software, the release compatibility and the ongoing development of the logistics software.

WAMAS® Track & Trace is currently being installed – a system for mobile goods and shipment tracking. Alongside optimising the transport fleet, the benefits include increased quality in the goods flow, increased customer service as well as continuous tracking of all actions relating to goods transport.

## Keeping track at all times – Track & Trace



## Zero error order picking with MERCURY®



For automated order picking in the dry goods sector, the company Jesuman S. A. has decided in favour of the MERCURY® System from Salomon Automation, Barcelona.

MERCURY® handles the automatic compiling of articles, regardless of the quantity required at the time of picking.

Jesuman operates a central goods distribution hub in Santa Cruz, Tenerife, to supply its own supermarkets and shopping centres.

Shelving systems and platform systems were set up as part of the assembly work, and four mini-load shelving racks, conveyor technology, work stations and pallet racks were installed, in addition to container conveying technology and storage retrieval systems being fitted. Salomon Automation replaced the existing warehouse management system with the latest version of WAMAS®.

After implementing the XXXLutz central furniture warehouse in Sattledt, Austria, Salomon Automation, Friesach/Graz, was awarded the contract to modernise the furniture giant XXXL Mann Mobilia in Mannheim, Germany – a member of the XXXLutz Group.

The core of the system is formed by the 4-aisle, fully automated, 40 m high bay racking system with a capacity of 12,316 storage spaces.

## FurnitureGiant increases handling capacity

The new logistics software communicates with the host system MHS via an interface and controls the flow of goods in the fully automated high bay racking system as well as in the manual warehouse areas. This means the technology ensures optimised flow of goods across all areas and processes.





The new Schaefer Case Picking (SCP) from SSI Schaefer, Giebelstadt, has received its first award. At the end of May, the system design for fully automated, sector-specific delivery combinations in the warehouse and distribution logistics won the MM Logistics Award. In the shape of the SCP system, the warehouse technology specialist from Giebelstadt has created a world first spanning the entire process from warehousing through to sector-specific sequencing and pallet formation.

As a modular system that can be expanded to virtually any degree, the

SCP – with an output rate of 30,000 to 300,000 packages per day – guarantees an efficient solution for increasing quality and efficiency.

The operating principle: The manufacturer's pallets provided by the incoming goods department or high bay racking system are depalletted automatically layer-by-layer. The individual layers are fed into the order picking/buffer system using special layer trays. The layer-by-layer buffering of the goods permits maximum layer compression and automatic single and multiple accesses in just one warehouse operation. Intel-

ligent pack software calculates optimum volume and stable sector pallets compiled by product category.

With the SCP buffer and order picking system, SSI Schaefer is breaking completely new ground. Using an innovative matrix solution, a multi-stage and complete sequence formation is created in the buffer system itself, simultaneously achieving a reduction in warehouse movements. This type of parallelised and uncoupled movement means that the system can provide maximum flexibility and performance in the minimum amount of space.





SSI Schaefer, Graz, has expanded its tried and trusted silent conveyor technology – for cartons, containers, trays and individual products. Various components of the modular system can be chosen specifically for reduced-noise as equipment options. As the tried and trusted system is already one of the quietest products on the market, the new silent technology is virtually noise-free in many environments. The basic concept and numerous elements of the conveyor

technology modular system have been adopted, supplemented with highly specialised or noise-reduction technology. For example, electrical drive units for quiet running, in addition to traditional noise insulation. This means that the entire system or particularly sensitive areas, such as around high-value work stations, can be designed with noise-minimisation in mind. Existing conveyor technology from SSI Schaefer can also be retrofitted with these options.

# Thinking on your feet

## Noise reduction thanks to new silent conveyor technology



SSI Schaefer won the Image Award from the specialist business magazine “LOGISTIK inside” 2008 in the warehouse and conveyor technology category.

To assess the standing of the most important providers of logistics products and services, the specialist publication commissioned market research

## Image Award 2008 for SSI SCHAEFER



Klaus Tersteegen (left), member of the management board at SSI Schaefer, received the Image Award from Felix Fiege, Managing Director of Fiege Engineering and member of the family owning the Grevener Fiege Group.

organisation TNS Emnid 300 to survey randomly selected German logistics managers in trade and industry.

Customers and non-customers offered favourable opinions of SSI Schaefer as a provider of boxes and containers, shelving systems, order picking and conveyor technology, complete warehouse solutions, office furniture and waste technology. The family company won out with 747 of 1000 possible points over its 101 competitors for the award.

## Marketing award for SSI SCHAEFER, Giebelstadt



The Marketing-Club Mainfranken recognised the intralogistics specialist for the SCP presentation at CeMAT 2008. The prize was awarded as part of an awards ceremony.



Rudolf Keller, CEO International Operations, SSI Schaefer and Harrie Swinkels, Managing Director of SSI Schaefer, Giebelstadt, at the opening of the new technology centre.

## SSI SCHAEFER opens technology centre

The intralogistics specialist has set up a modern technology centre at their Giebelstadt site.

The technology centre, which opened in September, is another milestone in the company's development. Across an area of 4500 m<sup>2</sup>, the Giebelstadt-based intralogistics specialists will conduct research on future-oriented technologies and innovations, as well as new, customer-oriented products.

In the large showroom, both an original system from the new Schaefer Case Picking (SCP) system and a high bay racking system with compact storage and retrieval system (SCC) are on show as live demonstration equipment. Using the SSI Schaefer principle of integrated, "interlinked" work stations, options for optimised assembly and handling processes are demonstrated in the exhibition area. Pick-to-tote work stations as well as numerous warehouse and production equipment complete the presentation.

## Logistics experts received as guests in Graz

The annual international "Logistica" dialogue conference from SSI Schaefer, Graz, Austria took place this year in the company's presentation rooms.

Rainer Buchmann, Managing Director of SSI Schaefer, Graz, welcomed 180 international experts. The visitors from 18

countries used the conference to gain further information on the latest trends in the order picking sector. In addition to specialised seminars, the participants gained an insight into the latest developments at SSI Schaefer. Unique innovations and efficient solutions in the field of logistics and automation were presented. The conference language was English, with simultaneous translations into Spanish, French and Russian. The participants were delighted at the very high quality of the conference sessions.



## Retail Forum08 – expert discussions



130 decision-makers and managers from the logistics, supply chain and IT sectors accepted the invitation to attend Retail Forum08, where the new SSI Schaefer technology centre was opened. Experts met at this event to share and exchange their specialist knowledge. For example, Marco

Atzberger from the EHI Retail Institute demonstrated some options on how to create a product experience using secondary packaging. On behalf of the trading giant, Rewe, Peter Niggemeier entered the ring. His key point was to demonstrate how costs can be avoided via intelligent packaging in warehouse logistics.

The Retail Forum08 in Giebelstadt was a successful event. For this reason, the SSI Schaefer Automation Conference will continue to take place in the new technology centre in future.

## Imprint update

**Publisher and party responsible for the content:** SSI SCHÄFER / FRITZ SCHÄFER GMBH · D-57290 Neunkirchen, Germany  
**Public Relations / Editor:** Julia Windmüller – eMail [julia.windmueller@ssi-schaefer.de](mailto:julia.windmueller@ssi-schaefer.de)

### SSI SCHÄFER

FRITZ SCHÄFER GMBH  
 Fritz-Schäfer-Straße 20  
 D-57290 Neunkirchen/Germany  
 Phone +49 / (0) 27 35 / 70-1  
 Fax +49 / (0) 27 35 / 70-396  
 eMail [info@ssi-schaefer.de](mailto:info@ssi-schaefer.de)  
[www.ssi-schaefer.com](http://www.ssi-schaefer.com)

### SSI SCHÄFER NOELL GMBH

i\_Park Klingholz 18-19  
 D-97232 Giebelstadt/Germany  
 Phone +49 / (0) 93 34 / 9 79-0  
 Fax +49 / (0) 93 34 / 9 79-1 00  
 eMail [info@ssi-schaefer-noell.com](mailto:info@ssi-schaefer-noell.com)  
[www.ssi-schaefer.com](http://www.ssi-schaefer.com)

### SSI SCHÄFER PEEM GMBH

Fischeraustraße 27  
 A-8051 Graz/Austria  
 Phone +43 / (0) 3 16 / 60 96-0  
 Fax +43 / (0) 3 16 / 60 96-4 57  
 eMail [sales@ssi-schaefer-peem.com](mailto:sales@ssi-schaefer-peem.com)  
[www.ssi-schaefer.com](http://www.ssi-schaefer.com)

### SALOMON AUTOMATION GMBH

Friesachstraße 15  
 A-8114 Friesach/Austria  
 Phone +43 / (0) 31 27 / 2 00-0  
 Fax +43 / (0) 31 27 / 2 00-22  
 eMail [office@salomon.at](mailto:office@salomon.at)  
[www.salomon.at](http://www.salomon.at)