

The 9 Biggest Myths about Automated Parts Storage

Special Report



AutomatedMH.com

Myth #1: We have a SPACE PROBLEM...we're out of room.

You've been told you must reduce your footprint by some huge amount (60%!!), or you need more floor space for production vs. parts storage. Or maybe you are expanding your parts storage and you are simply out of floor space. HERE'S THE GOOD NEWS... You don't have a SPACE PROBLEM. You have a **WASTED SPACE PROBLEM**.

You have tons and tons of wasted space... not floor space... AIR-space. Above your rows and rows of shelves, there are thousands of cubic feet of air-space that are not being used. BETWEEN your shelves and BEHIND the items on your shelves is another large amount of wasted space. Automated storage units compress this space and take your storage **UP**, not **OUT**.

We routinely take companies' shelf-space **DOWN** by 60-80% and that doesn't **just** save space. Once we do a free "needs analysis" for your company, you'll be able to read in black and white the precise savings in sq. footage (rent space), labor (typically 60-70% savings), shrinkage (no more missing parts), labor claims (no more ladders, sprained backs, and injuries from endless walking, bending, reaching).

Myth #2: This is going to COST TOO MUCH!

This is an understandably common myth. When automated storage first became available, the cost barrier to entry was very high (systems *started* at \$250,000 and spiraled up from there). But for 25+ years, technology has constantly improved and reduced the cost of automated storage. Turnkey custom designed Vertical Carousel or Vertical Lift storage systems range **on average** \$80,000 each, **installed**. For most companies, break-even on the investment in storage automation is 1 to 2 years. "How do you figure?" you might ask. Well let's look at a small, typical system installation. We put in one \$80,000 system. Right away, savings begin to accrue.

\$80,000 (cost of system)

\$18,000 (yearly rent on freed up space) 6000 sq.ft. x \$3/sq.ft. rent

\$40,000 (yearly wages for 3-4 warehouse workers—total warehouse man-hours reduced by 60-80%)

\$3,000 (reduction in shrinkage from the bins)

\$5,000 (reduction in mis-picks, and increased workflow efficiencies)

\$2,000 (reduction in worker's comp claims)

\$68,000 (Total savings in first year alone)

Break-even on this system occurs in **less than 1.2 years.



Once you reach breakeven, every penny saved from that point on is pure profit to your bottom line! So automated storage doesn't cost too much. Your present situation is **COSTING TOO MUCH NOW!**

Because of their low cost, automated storage systems have spread to applications other than simple warehouse storage (like point-of-use storage, MRO/Maintenance Cribs, and manufacturing process improvement, among others).

Myth #3: The cost of educating myself *BEFORE* committing to the change is too overwhelming.

Not with AMH! Just call and set up a free "Needs Analysis" and you'll get a first-class education, along with a sample plan for the change-over. By the end of this short, take-you-by-the-hand process, you'll know precisely how much floor space you'll gain, how much time the change-over will take for your specific application, and what cash outlay will be required. If you move forward with a system from AMH, we won't leave you until you are up and running, integrated, and clear on how to use your system.

From the moment you order your "Needs Analysis," we can normally have your analysis in your hands within 2 weeks. We do the homework, then show you exactly what you're looking at to get started. It's that simple.

To schedule your **FREE, No Obligation AMH "Needs Analysis,"** simply call: 1-800-838-0473. We'll take care of the rest!

Myth #4: These units are bound to break and shut us down.

We have achieved a 99.5% runtime performance year end and year out, on Vertical Carousels and Vertical Lifts. They provide unsurpassed levels of mean time between failures. With the highest ratings in the industry, automated storage always proves to be among the most reliable equipment in the plant. AMH has more than 850 automated storage systems installed in KY and TN with many systems still in operation after more than 20 years of service, proving the durability of our systems. Power outage? If the power goes out, your automated system will be just like the rest of your power equipment—out of use until the power comes back on. There's nothing to do but take a break and wait for the power to come back on.



Myth #5: If the system breaks down, I can't get my parts out.

TRUE! This myth is actually the truth. This is why AMH has factory service technicians at the ready to service your equipment at a moment's notice. Our service technicians are *strategically located* throughout Kentucky and Tennessee to reduce travel and downtime to a minimum. Their service trucks are stocked with replacement parts that insure we get your equipment up and running immediately and without delay.

We also offer a 24/7 Emergency hotline to assist your plant personnel in troubleshooting in case you decide to service the equipment yourself. You can rely on the AMH promise of prompt emergency service whenever you need us.

Myth #6: It will take many months of planning and downtime to install and commission a system.

From the moment you place your order, your new system can be up and running in less than 6 weeks. AMH has automated storage equipment in stock and available on quick ship in as little as 4 weeks. We can install an automated system in as few as 5 days from delivery of equipment. Our systems are turnkey from the factory and run on standard 480v/240v, 3 phase- 60 Hz circuits. Systems can be controlled out-of-box from keypads and/or interfaced with inventory management software, provided inventory control and ERP systems interface. Once installed, stocking your new system (and emptying all those shelves) will take 4-5 days of intense, do-it-once work.

Myth #7: The software will be expensive and *WHO KNOWS* if it will work with our present plant ERP/MRP software?

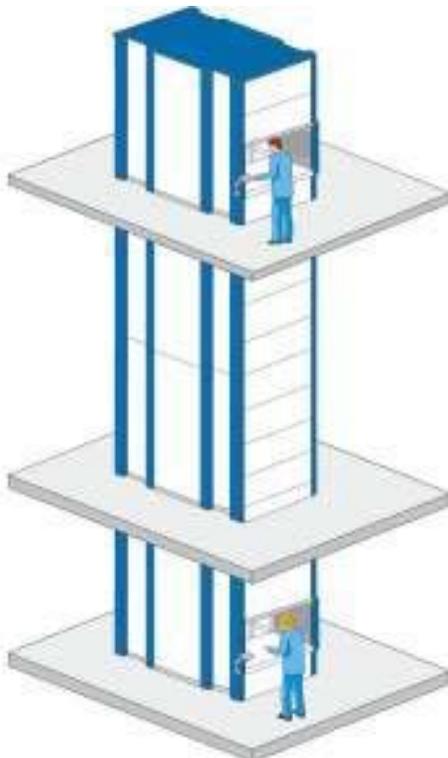
WE know. And so will you after a free AMH "needs analysis."

Automated systems can be controlled out-of-box from keypads/operating panels mounted to the storage systems (no outside software needed). These controls are push button interfaces where users can request parts via part number or description and retrieve them directly at the access window. In addition, our systems can be interfaced with powerful inventory management software that provides inventory control and communicates with most plant ERP/MRP software systems.



Myth #8: Low cost automated storage won't handle the large weight capacities we need for specialty tools or heavy parts.

Our systems offer a weight capacity of 2200 lbs *per shelf* with shelf sizes of up to 14' wide and 5' deep. Large, heavy, and bulky items are our specialty. Full Pallet handling, automated tray extraction, and crane and lift integration enhance the handling of bulky heavy items.



Myth #9: Vertical storage systems are inflexible and hard to reconfigure if my needs ever change or if the system needs to be moved to another location.

Our systems are incredibly flexible and reconfigure quite easily. Units can be modified in the field to meet your needs, and system heights can be reduced or increased depending on future needs. Variable capacity shelves allow for increasing the capacity of each shelf, in case heavier/bulkier storage is ever required. Our Cubestar technology will automatically store each shelf based on the height of items stored on that shelf. You can change up easily by adjusting the shelf height to accommodate the new taller items. And your future is insured with the ability to easily tear down and reinstall systems in new locations as your needs change in the future.

Receive your free AMH "Needs Analysis" today by calling: 1-800-838-0473