# DISTRIBUTION TECHNOLOGIES



Software
Solutions
that Improve
Accuracy and
Productivity
in Distribution
Centers



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### **About ProCat Distribution Technologies**

### Modular Warehouse Solutions to Improve Accuracy & Productivity

Over the last two decades, ProCat Distribution
Technologies has helped hundreds of small to midsized warehouses across the United States implement
hands-free barcode scanning software to improve their
operation's accuracy and productivity.

### By The Numbers

- Founded in 2001 and headquartered in Gibbsboro, New Jersey
- Over 150 years of collective experience in the leadership team
- Supporting over 200 warehouses in 40+ states
- Over 3 million picks are made with PickRight every day
- Picking accuracy is close to 99.9%

### The ProCat Difference

- Hands-free barcode scanning solutions
- Interfaces with your current ERP
- Signature to startup in 8 weeks
- Quick one-week installation
- Enhances existing WMS
- Real-time reporting with over 70 management reports and analytics
- Modular solutions address every aspect of the warehouse operation
- No additional charges for software updates or for support from our U.S.-based help desk
- Help desk support, software updates, and enhancements are included with annual software license

### **Industries ProCat Supports**

We work with warehouses from a broad spectrum of industries.

- Foodservice
- Spirits
- Convenience Store
- Electrical
- Beverage
- Hardware



## SINCE INSTALLING PICKRIGHT OVER 10 YEARS AGO, OUR COMPANY HAS NEVER ONCE QUESTIONED

**THAT DECISION.** Our pick rates drastically improved and our accuracy has never been better. ProCat continues to enhance its software to meet changing needs and is a great partner for my business."

Hugh Raetzsch Jr., President and CEO, Lyons Specialty Company, Port Allen, LA



### **Picking Solutions**



### **Hands-Free Picking for Perfect Orders**

PickRight is the leading software solution for picking customer orders.

- Hands-free barcode scanning technology
- Substitution Uses a wrist-worn display and ring scanner
- O Delivers 99.9% order accuracy
- Enables 90% reduction in customer claims
- ✓ Increases picker productivity between 20-40%
- Allows for real-time label printing
- Seamlessly integrates with all ERP systems, no WMS required
- Easy to use and easy to learn
- Seasily differentiate full cases and eaches to eliminate picking wrong levels
- Reduces payroll expenses
- Oustomers report achieving 100% ROI in less than one year
- Allows for real-time package cubing so warehouses can ship up to 25% fewer packages

### Supported Picking Methods:

- Batch
- Zone
- Wave
- Team
- Reverse

#### Foodservice Features:

- 1. Supports Catch Weights
- 2. Expiration Date Testing and/or Capture
- **3.** GS1-128 Barcode Extraction
- 4. Lot Number Capture
- **5.** Temperature Capture
- 6. Product Recall



"

The impact of PickRight on our company has been wonderful.

IT IS BY FAR THE BEST INVESTMENT WE HAVE MADE IN 40 YEARS."

**George Nasif Jr.,** President, Vicksburg Specialty Company, Vicksburg, MS





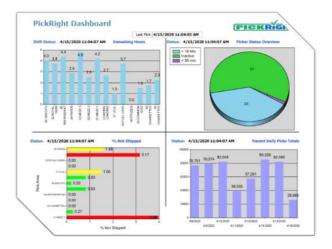
**PICKRIGHT'S** 

### PickRight reports provide powerful insights

- ✓ Included as part of the standard PickRight application, the PickRight real-time reporting suite consists of over 70 reports that provide insights and visibility into operations and enhance management capabilities.
- The increased intelligence and analytics enable warehouses to make more informed decisions.
- The data PickRight gives you lets you reward productivity, create optimal picking zones and delivery routes, manage staffing levels, and more.
- Reports can be accessed from any computer on the company's network and can be run for a single date or a date range.

### Data helps employees too

PickRight's real-time employee productivity feedback displays real-time pick rates for each employee after each order is picked. Employees always know exactly how they are performing against the expected pick rate for their picking area. Expected pick rates are established for each pick area and can be adjusted to maximize picker performance over time. These reports are helpful in rewarding top performers and motivating others to reach their goals.



Customer Inquiry 010139 CHALFONT LUKOIL						4/15/2020 12:00:00 AM					PICKRIL		
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### PICKRIGHT'S REAL-TIME LABEL PRINTING

A mobile printer travels with the picker and prints labels as products are being picked, further improving efficiency and reducing the inherent opportunity for error with hand-written labels. Labels can be printed for packages, packing lists, pallets, and more.

As with everything ProCat introduces, flexibility is built in:

- Wide variety of label options full case labels, items tags, repack container labels and more
- Formats easily modified
- Olor labels available

ProCat can meet all your label stock needs, contact us for details.



### "

# WE LOVE THE PICKRIGHT PACKAGE LABEL PRINTING FEATURES!

Our pickers love not having to hand write customer information on the boxes, and the drivers can easily see where to deliver the packages. PickRight has been great!"

*Mike Cavaliero*, Warehouse Manager, L.J. Zucca, Inc., Vineland, NJ



### **Picking Solutions**



PowerTools provide additional functionality for PickRight to enhance your productivity and help lower operation costs. There is no new interface required and it is easy to implement.

### Maximize the value of your PickRight solution with a wide range of functions.

- Assign specific customers to specific pickers, both one time and permanently
- Oisplay trucks in dispatch sequence on pickers' wrist computers
- Reduce steps by up to 25% with Continuous Pick, starting the next unit of work where the picker ended their last unit of work
- Track non-picking activities by employee such as time spent sweeping or making boxes
- Allocate available inventory among customer orders
- Remotely shadow picker and stamper activity
- Create a pick area for cigarette stamping and display data in PickRight reports and IncentRight
- Export data and create supplemental package data similar to Advanced Ship Notification
- Remotely authorize manual scans and out-of-stocks for restricted employees
- Batch full case orders for picking pallets



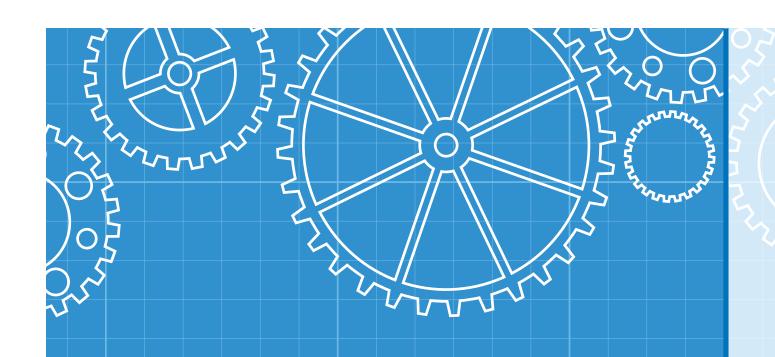
### **Build Logical Pallets**

PalletRight helps build logical pallets and combine customer orders into efficient pallets. By allowing a user to choose a delivery date and pick area to be processed, the solution creates logical pallets for the selected route and area based on pre-determined parameters such as maximum stops and cube per pallet. Workers can preview the pallet created and accept or reject it and modify parameters.

- Maximize picker productivity by batching customer orders into pallets
- Use default parameters, then adjust with on-screen drag-and-drop or reprocess with new parameters
- Maximize driver productivity with partial stop pick options
- Process multiple pick areas independently
- Supports single and double pallets
- ✓ Uses color coded pallet capacity display

"PalletRight has taken the guesswork away from our grocery pickers. After we implemented PalletRight, we can easily plan the cases that will be going on each pallet and be confident that it will fit on the truck."

Mike Snow, Operations Manager, Douglas Companies, Conway, AR



### **Inventory Management Solutions**



### **Ensure Accuracy of Inbound Freight**

The ReceiveRight module enables vendor purchase orders to be confirmed on the receiving dock. The receiver wears the same device that is used in PickRight and either scans a barcode on the purchase order, or selects the purchase order from a list box on the wearable. Cases are then scanned as they are checked in. ReceiveRight alerts the receiver of any wrong cases or any missing cases, just like PickRight alerts to a wrong pick. If a product has an overage, the receiver can either accept the overage or reject it. If a wrong item is shipped in, the receiver is alerted.

Onfirm accuracy of in-bound freight

✓ Increases productivity of receivers

Purchase order summary printing

Real-time label printing for easy and efficient put away

Functionality with receiving DOT Foods orders

"ReceiveRight has brought the same level of accuracy to our inbound freight that PickRight brought to our order picking. Our inventory is more accurate and our customer fill rates are increasing."

Frank D'Amico, President, BTC Wholesale Distributors, Alabaster, AL



### Fast, Accurate & Efficient Inventory & Cycle Counting

The CountRight module uses integrated scanning technology to improve accuracy for both item cycle counting and full inventory counting. Using the same hardware as PickRight, a wrist-worn touch screen computer directs employees to item locations and prompts them to count products. Managers approve final counts before updating ERP.

Increase counting efficiency

Perform blind counts or expected quantities

Ocunt methods include open counting or prompting

Record item counts by case, box, or each

Print real-time count labels to track progress

 Extensive inventory, variance and recount reporting capability

"Since we started using CountRight, our inventory control team has a consistent process to follow. Cases and eaches no longer get confused and mis-counted. Our inventory is much more accurate and our buyers have more confidence in our on-hand quantities."

Debbie Durant, Operations Manager, Douglas Companies, Conway, AR





### **Easily Track Warehouse Inventory**

StockRight greatly simplifies the restocking process and eliminates the need for a full warehouse management system (WMS).

- Put Away Captures product storage locations and ensures proper inventory rotation
- Let Down Automatically create let down staff assignments
- Replenishment Staff takes let down assignments and replenishes pick bins, based on expiration or received dates
- Barcode Labels Print labels for easy identification and future movement

Both planned restocking and pick shift (immediate) restocking are supported, providing first-in, first-out replenishment so products are properly rotated. Integrating with data from ReceiveRight, StockRight knows what products are being received and captures the put away locations.



"

BEFORE IMPLEMENTING STOCKRIGHT, WE HAD A CHALLENGE MANAGING OUR INVENTORY. We had too many out of code products and inventory we couldn't find. Replenishment was slow and inefficient. Since we started using StockRight, inventory is properly rotated and replenishment is completed in half the time it used to take. StockRight has been a huge win for our company."

Hugh Raetzsch Jr., President and CEO, Lyons Specialty Company, Port Allen, LA

### **Outbound Scanning Solutions**



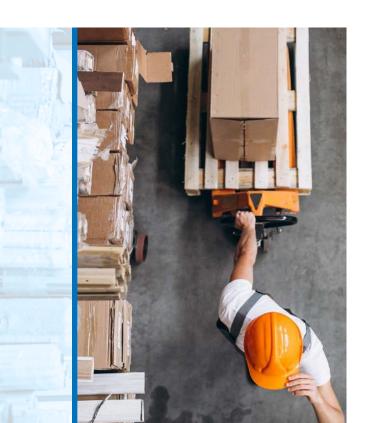
#### **Increase Accuracy at Loading**

LoadRight integrates with package information from PickRight to create truck loading files. As employees are loading packages onto the truck, they scan the PickRight package label barcode to confirm that the right packages – and all the packages – are loaded onto the correct truck before leaving the warehouse.

- Load correct packages on the right truck with barcode scanning technology, either by package or pallet barcodes
- Increases driver efficiency as trucks can be loaded by stop, by pick ticket, or by stop and area
- ✓ Loaders notified of wrong or missing packages
- ✓ Uses same equipment as PickRight

"LoadRight gives us confidence that every package has been loaded onto the correct truck before trucks start leaving the building. We have eliminated calls from drivers claiming packages are not on the truck."

Nick Limle, Operations Manager, Saint Joe Distributing, St. Joseph, MO





### **Package Delivery Verification with Electronic Signature Capture**

ShipRight standardizes driver delivery processes and helps ensure perfect deliveries. Drivers receive a route list of the customers for that day and at each stop, the driver scans the

PickRight barcode on each package, creating a continuous scan record. The receivables instructions, totes pick-up and electronic signature capture system make ShipRight a tool that will immediately improve the way drivers do their jobs.



- Solution Electronic signature capture for delivery documentation
- Real-time delivery receipts
- Product temperature capture at time of delivery
- Displays route & customers
- Onfirms packages for each delivery
- Provides receivables and totes instructions
- Many extras such as arrival time alerts, mileage tracking and store door scan and camera



### SHIPRIGHT HAS BEEN A GAME CHANGER FOR OUR COMPANY.

ShipRight standardized the way our drivers do their jobs. We love, the electronic signature capture.

**Sherwin Herring,** President, SouthCo Distributing Company, Goldsboro, NC

### **Performance Solutions**



#### **Pay for Performance Incentive Solution**

IncentRight helps employers gain an edge in the war for talent while also tying pay and promotions to performance data and achieving additional productivity. Benchmarks and milestones are driven by your organization, allowing incentive pay per area of the warehouse. Just plug in your targeted pick rate and your incentive amount for achieving targets. Completely customizable, IncentRight can be configured to meet your goals and make tracking easy.

- ✓ Increase productivity 20%
- Incent pickers by picks or line items
- Employees see how they are tracking versus targeted goals in real time on their wrist-worn device
- Employee reports distributed with paychecks
- Summary-level reports for management
- Modeling tools for forecast results
- O Data derived from PickRight platform

"With our old incentive plan, employees did not understand what they were being incented for and how the system worked, so they were not motivated by it. After we implemented IncentRight, the pickers knew exactly what they needed to do to earn incentive dollars."

Jodi Buckner, CFO, Lyons Specialty Company, Port Allen, LA



### **Real-time Pick Shift Analytics and Dashboards**

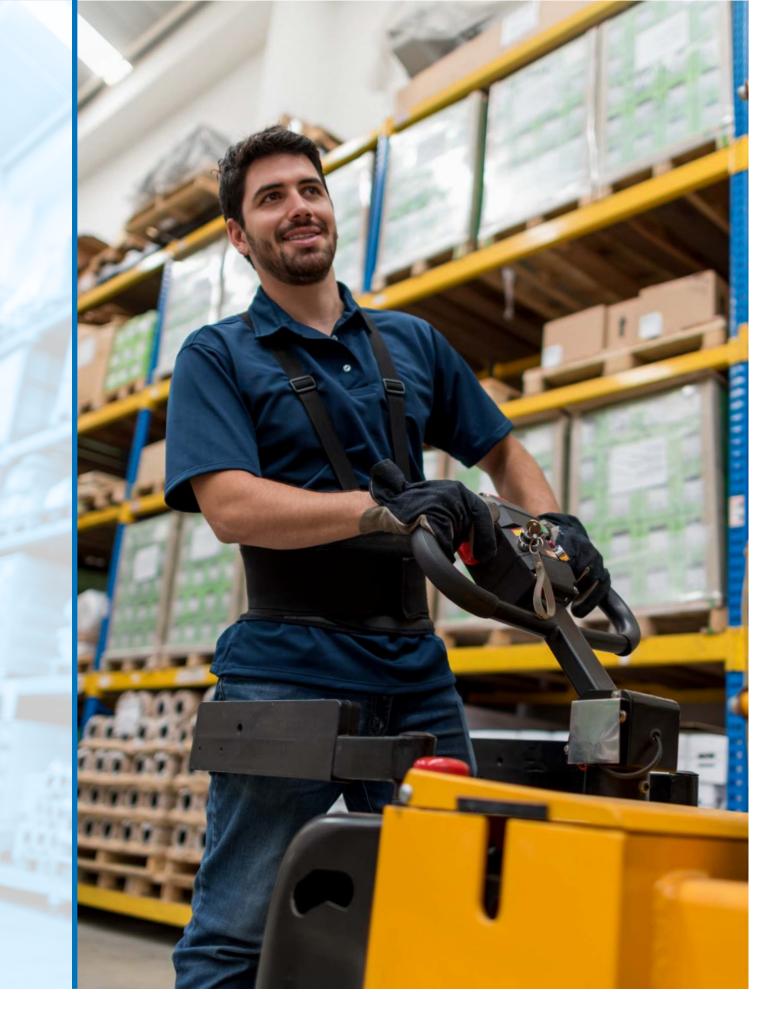
ManageRight keeps you informed with robust business intelligence powered by PickRight data so you can review and adjust management strategy and improve operations. Custom dashboards display relevant information for the full shift and individual pick lines, and help you encourage maximum performance from picking staff.

- Oashboards customized by pick area
- Supervisors alerted about employees, shift status, and critical out of stock items
- Suggested staffing adjustments proactively sent to supervisors
- Employee alerts based on predetermined criteria
- Proactively identify situations impacting picker productivity

"From day one, we saw improvement with ManageRight. The large display screens engaged employees and helped motivate our staff to break productivity records."

Hugh Raetzsch Jr., Owner/CEO, Lyons Specialty Company, Port Allen, LA







### **Quick & Efficient Return Processing**

ReturnRight is a complete returns work station that enables wholesalers to easily process all types of product returns. ReturnRight combines a networked touchscreen PC with a hand scanner and printer for vendor box labels and paper reports.

- Maintain perpetual returns inventory by vendor
- Scan returns to confirm accurate credits
- Track cigarette tax stamp credits
- ✓ Track sources of returns
- Reporting suite gives full visibility into returns and



### RETURNRIGHT HAS **ALLOWED US TO SOLVE OUR RETURNS ROOM NIGHTMARE.**

We now know exactly what we are owed from each vendor."

Joe Noorda. Executive Vice President. Gem State Distributors, Pocatello, ID



### **Achieve More Accurate Invoicing for Varying Weights**

WeighRight is an easy to use scale system that produces GS1 barcode labels for catch weight products such as meats and cheeses. It integrates a scale with a table-top touchscreen computer, label printer, and hand scanner. The operator places the item to be labeled on the scale which displays the weight on the computer screen. With a simple press of a button, a GS1 label prints. Designed for flexible implementation, WeighRight can be used as part of the receiving process, the picking process, or as a stand-alone operation.

- Print labels with catch weight and expiration date information by item
- Data capture options such as lot number, customer number, country of origin labeling (COOL) code, and embed this information in the printed barcode label.
- Make pickers more productive with pre-labeled catch weight items
- Eliminate errors associated with catch weight products
- Never ship out-of-date products to customers, improving relationships

"We love to use WeighRight on our incoming meats and cheeses. Many suppliers don't provide a barcode. WeighRight gives us all the data we need in the GS1 barcodes."

Chris Smythers, President, Merchants Grocery, Culpeper, VA



### **Ancillary Solutions, Continued**



### **Be Recall Ready**

TrackRight maintains aggregated data from ReceiveRight, PickRight, and ShipRight for two years to maintain long term data for traceability, reporting, and recalls. TrackRight reporting helps satisfy regulatory requirements for the FSMA (Food Safety Modernization Act).

- Oaily capture of information needed for recalls
- TrackRight reports can be used to show receiving, picking, and delivery information, including any temperatures recorded
- O Lot information is also stored to support recall efforts and track lot numbers by customer
- TrackRight stores data longer than PickRight, which holds 30-60 days of information

"TrackRight helps us to stay compliant with FSMA record keeping requirements. We have two years of inbound and outbound product data immediately available to us."

Frank D'Amico III, President, BTC Wholesale Distributors Alabaster, AL





### **Efficiently Merge Pick Areas on Loading Docks**

StageRight helps workers logically stage packages on the loading dock, using bays of flow racks to allow customer orders to be accumulated. As orders are completed from the various pick areas, the packages are transported to the loading dock and scanned by StageRight. The StageRight software tells the operator where to locate each package in the flow rack. As customer orders are completed and all the packages for an order have been scanned by StageRight, the software alerts the truck loader that the stop is ready to be loaded onto the truck.

- Save valuable loading space until orders are complete
- Appropriate for companies with multiple repack areas and limited dock space



# THE STAGERIGHT SOLUTION HAS SOLVED A BIG PROBLEM FOR OUR COMPANY.

It manages all the totes as they are arriving at the Loading Dock from the different parts of the building. Our Loaders are alerted when all the totes for a stop are ready for loading. It keeps the loading dock flowing."

**Patrick McDaniel,** Director of Operations, Lyons Specialty Company, Port Allen, LA



### **Customer Case Studies**

### Lyons Specialty Company — Port Allen, LA

• **Industry:** Convenience

• Number of Pickers: 20

• Revenue: \$200 Million

• Number of Truck Routes: 20

**Problems:** With a paper picking system and manually tracking errors, this wholesale distribution center suffered from inaccurate picking and receiving, plus inventory management challenges with too many out of code products and inventory they couldn't find. Replenishment was slow and inefficient. In addition, they suffered from high employee turnover and low morale. Employees didn't understand their incentive program and were unmotivated. They had researched other automated picking programs, but none offered as simple a solution that ensured accuracy at the point of picking like PickRight.

#### Solutions:

PickRight, ReceiveRight, StockRight, IncentRight, ManageRight, StageRight

**Results:** The management team was

their jobs right the first time.

pleasantly surprised how quickly their employees embraced PickRight. They had initially planned a gradual integration, but once they saw its success they accelerated the schedule. Once implemented, picking rates increased by 20 percent, accuracy is almost perfect, and they have experienced a huge decrease in customer claims from picking and delivery errors. Morale has skyrocketed as employees eagerly accepted the technology and the short 20-minute learning curve that made it easy for them to do

ReceiveRight brought the same level of accuracy to their inbound freight that PickRight brought to order picking. Their inventory is more accurate and customer fill rates are increasing. Now, inventory is properly rotated and replenishment is completed in half the time it used to take. Their staging area is also much more efficient and the loading dock is flowing better.

Adding the IncentRight module boosted morale even further. Pickers now know exactly what they need to do to earn incentive dollars and are more motivated. ManageRight added to the motivation to break productivity records with large display screens in the warehouse.

### Soto Foodservice — City of Industry, CA

• Industry: Food Service

• Number of Pickers: 18

• Revenue: \$95 Million

• Number of Truck Routes: 25

**Problems:** Soto's paper picking method was holding them back, causing too many errors, taking too long, and resulting in too many customer claims. Driver training was taking too long, and pallet building was inefficient. They wanted to upgrade their system to decrease errors, increase picks per hour, and speed up delivery times.

### Solutions: PickRight, ShipRight, PalletRight

**Results:** Picking accuracy and productivity have greatly improved, and management uses

PickRight reports to better manage shifts.

The company now accomplishes more without increasing their workforce or labor costs. They especially appreciate PickRight's catch weight capture feature and GS1 barcode data extraction to capture lot codes at picking and again at delivery for real verification and tracing.

Once implemented,
PICKING RATES
INCREASED BY 20%

& accuracy is almost perfect

Soto added the ShipRight module, which was instrumental in helping them achieve the data compliance their national chain clients required while streamlining their delivery process for greater efficiency. It also slashed driver training time in half and improved driver morale because their jobs are now faster and easier.

PalletRight helped further increase operational efficiencies by speeding up picking and simplifying truck loading. The owners report all three ProCat solutions have helped them grow their business, and they are looking into additional modules.



### **Customer Case Studies**

### S&L Food Sales — Chico, CA

- Industry: Broadline Number of Pickers: 5
- Number of Truck Routes: 12 • Revenue: \$30 Million

**Problems:** S&L Food Sales had an old-school paper-based picking system that led to a high error rate and a warehouse management system that wasn't robust enough. Picking accuracy dipped as low as 97%, with staff working overtime, which impacted morale. In addition, customer credits were totaling 1% of sales - far too expensive and burdening administrative staff.

#### Solutions: PickRight

Results: S&L's picking accuracy is now 99.7%, with customer credits reduced to just a quarter of a percent, further reducing administrative workload. Picking shifts no longer drag on 14-16 hours, improving morale which has funneled down to the rest of the company and to customers, who are excited about better service. Management appreciates PickRight's reporting that gives them real-time productivity numbers which help them monitor overnight crew. In addition, they especially liked that PickRight did not require a full system overhaul and they could keep their existing software. Despite having to implement virtually due to the pandemic, PickRight's ease of use and ProCat's remote support had them up and running in just two weeks. They are enjoying the system's modularity and are looking into further improving operations with ReceiveRight. The improved accuracy, productivity and morale has given them a big competitive advantage and improved their bottom line, and they are excited to concentrate on growing the business rather than just maintaining it.

### **PICKRIGHT IMPROVED**



**ACCURACY** 



**PRODUCTIVITY** 



**PROFITS** 



**MORALE** 

### Wilkens Foodservice — University Park, IL

• **Industry:** Produce

• Number of Pickers: 5

• Revenue: \$30 Million

• Number of Truck Routes: 10

**Problems:** Wilkens Foodservice's paper picking system was bogged down with inefficiencies and errors, requiring long, exhausting overtime hours and owners stepping in to pick up the slack. They were averaging 20 picking mistakes per day and had to employ two checkers, but still only half the mispicks were caught. Plus, pickers had a long learning curve with many different products which had similar boxes. They were also experiencing issues with counting and missing items from vendors.

### Solutions: PickRight, ReceiveRight

**Results:** The transition was quick and seamless and PickRight integrated perfectly with their ERP program. Mispicks decreased by an incredible 95%; instead of contending with 20/day, there is at most one a day. Productivity increased 30-50% and pick rates doubled, enabling Wilkens to reduce picking staff by three employees even though order volumes increased. Training has been simplified, reduced from a month to a few hours since pickers no longer need to learn every single product. Management appreciates PickRight's reporting that lets them identify high-achieving staff, and workers like it because the process is much easier and they can see their progress. Now that they are confident their orders are accurate, Wilkens has implemented an incentive program to motivate faster picking.

Adding the ReceiveRight module helped Wilkens Foodservice to identify mis-ships from vendors, and helped with special orders that were misplaced in the past. ReceiveRight's put away labels made their process much more organized for items without bar codes, and catches issues along the way. Both modules helped them provide more work/life balance, one of their main goals in upgrading.



