Hänel Storage Systems, USA

Innovations and Perspectives in Intralogistics and Office Organization

Ideas that move the world...

Hänel ROTOMAT

Hänel Storage Systems
Pittsburgh

The company

The Hänel success story in the United States began back in the 1970s.

Before the founding of Hänel Storage Systems, sales and service for Hänel systems was handled by an authorized sales partner.

In 1985, at a location in the vicinity of Pittsburgh, Pennsylvania, **Hänel Storage Systems** was established.

This step was taken in response to the growing demand for Hänel storage systems in the United States, and to provide sales partners with direct support “close to home.”

For more than 15 years, Brian Cohen, Chief Executive, has been responsible for the successful management of the company. Also providing support is Michael Fanning, who has more than 23 years of experience as the Sales and Marketing Director of Hänel Storage Systems, and a dedicated and hard-working team that continues to successfully expand the presence of Hänel in North America and even tap into new markets in Central America.

Hänel Storage Systems has evolved to become a top-performing and independent enterprise employing some 35 people. The group provides its sales partners and customers throughout the USA, Canada, Mexico, the Caribbean, Central and South America, and Guam with support and expertise for Hänel intralogistics solutions.

Brian Cohen
Chief Executive

Michael Fanning
Director of Sales and Marketing

Hänel Storage Systems
121 Industry Drive
Pittsburgh, PA 15275

A great team – the employees of Hänel Storage Systems in Pittsburgh

Hänel Headquarters in Pennsylvania

Efficiency through competence

At Hänel headquarters in Pittsburgh, sales partners and customers have an opportunity to see Hänel storage systems and control technology in action – live and up close.

All channel partners receive constant, ongoing training and support from Hänel regional managers and experts for applications and system integration.

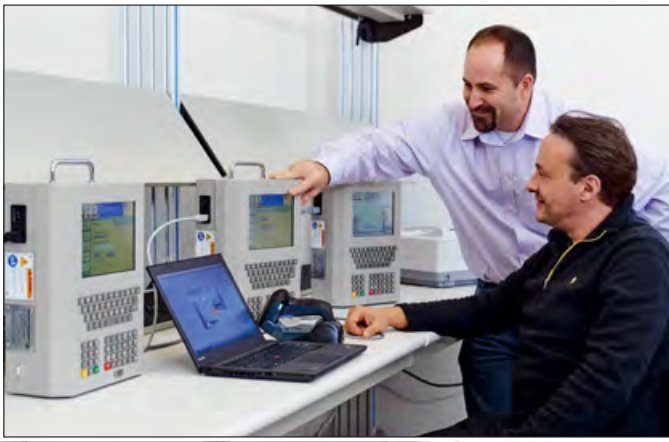
Service engineers who are under contract with Hänel to service and maintain storage systems are trained and certified at the Hänel Training Center.

Hänel also offers comprehensive controller and software training sessions for sales partners and customers as well.

Hänel is always developing efficient software solutions for HänelSoft® warehouse management software and for integrating Hänel storage systems in SAP environments.

We look forward to seeing you in our demonstration center in Pittsburgh!

Ongoing training for Hänel channel partners



Controller and software training courses are conducted by Hänel specialists

The Hänel network in the USA

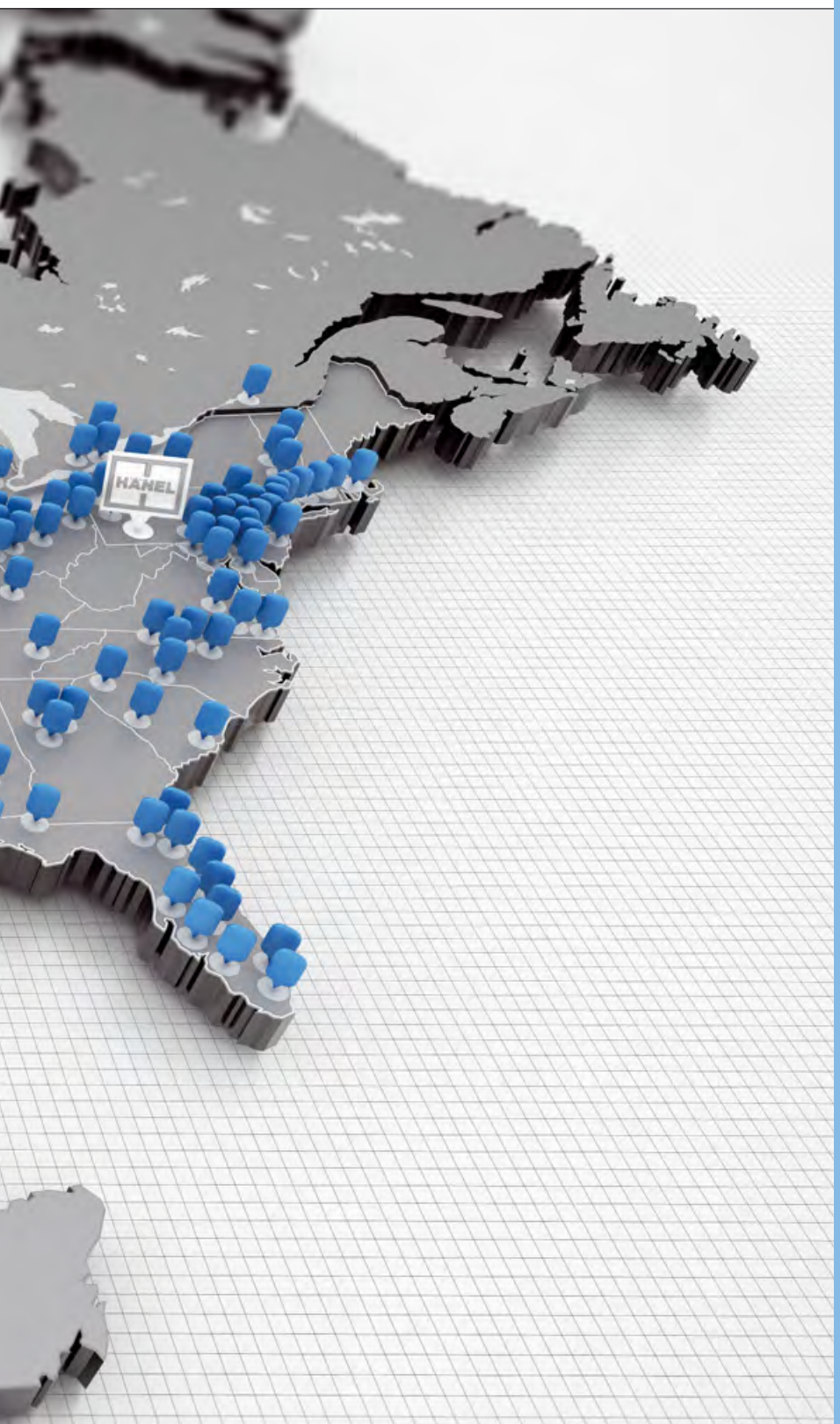
Hänel Storage Systems maintains a broad partner network from coast to coast.

These channel partners ensure that Hänel storage systems are installed, operated and maintained according to precise Hänel guidelines. They serve as the link connecting customers with Hänel.

More than 100 sales organizations in the United States, Canada and Mexico are recognized as authorized Hänel partners.

Hänel Regional Managers

Five Regional Managers and two Market Managers guide and support the sales activities conducted by channel partners and provide them with the latest information about Hänel solutions for intralogistics.



Tim Manuszak
Midwest
Regional Manager

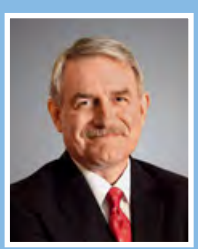
Mark Schuette
Eastern
Regional Manager

Derek Whitbeck
Western
Regional Manager

Mike Arnold
Southcentral
Regional Manager

Russ Cruse
Southeast
Regional Manager

Amy Flynn
OR/CS
Market Manager



Allan Laird
Government/Office
Market Manager

Hänel production plants

Hänel Plant 1
Bad Friedrichshall, Germany

Gerhard Hänel founded Hänel Office and Industrial Storage Systems in 1953. By 1957, Hänel was series-producing filing carousels based on the Ferris wheel principle – the first manufacturer in Europe to do so.

Today, Rotomat® carousels and Hänel Lean-Lifts® are produced in three manufacturing plants – and exported worldwide. Hänel has distribution partners in over 60 countries throughout the world.

Innovation and performance, dynamics and ideas, new technologies and team spirit have made Hänel one the leading providers of storage and organization systems.

Hänel Precision Gears
Bad Friedrichshall, Germany

Hänel Plant 2
Wiesentheid/Bavaria,
Germany

Hänel Plant 3
Altstätten SG,
Switzerland

High-tech production for high-end demands

Highly qualified specialists implement the ideas of the planning engineers using cutting-edge manufacturing techniques

The linchpin of the production facility is the modern storeroom for sheet metal pieces which is situated centrally in the plant. From here, the unworked metal sheets and sub-assemblies are fed automatically to the machining centers and then returned to buffer storage.

The punching and laser work on the sheet metal pieces needed for production is carried out on TruMatic and TruPunch machines from the company TRUMPF. Automatic loading systems are available to feed the machines.

In order to guarantee the consistently high quality of Hänel products, state-of-the-art welding procedures are carried out by fully automated precision robots in a welding center developed specially for Hänel.

To ensure we can produce the high number of containers required, we use high-efficiency bending machines with robot technology.

Responsibility for the environment

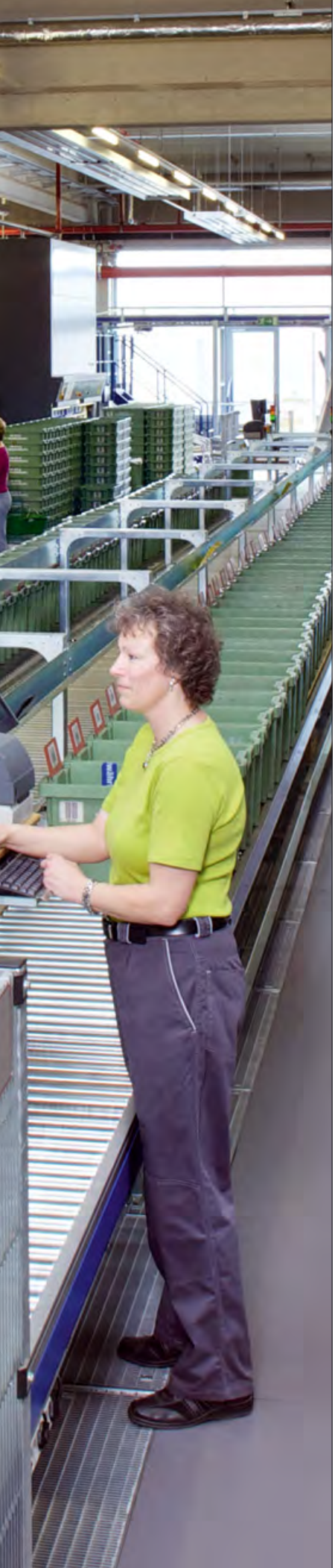
It goes without saying that production at our three plants meets the latest environmental guidelines. Only environmentally friendly, recyclable materials are used.

TRUMPF TruPunch 5000 – one of the most modern punching machines in the world

Fully automated welding center designed specially for Hänel

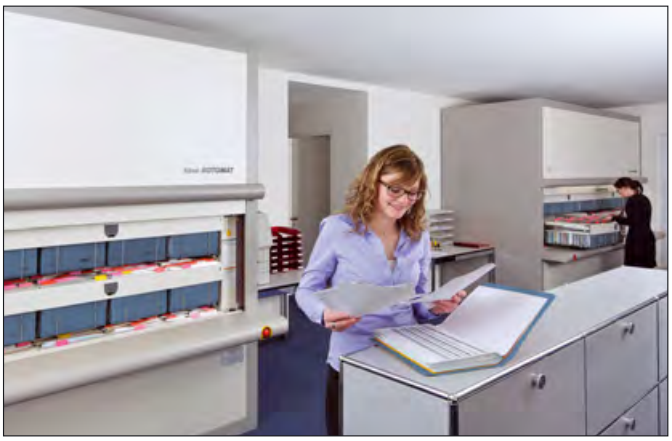
High-efficiency bending machines with robot technology

P19



The Hänel Rotomat® principle ‘Vertical carousel technology’ – simply ingenious

The principle is simple.
Its applications are brilliant



Hänel Rotomat® office carousel – the right file is found among thousands of hanging folders in seconds

Hänel intralogistics solutions offer small and medium-size enterprises an affordable entry to efficient storage management. Here we have a Hänel Lockomat® and a Hänel Lean-Lift® for tool storage

The compact design of the Hänel Rotomat® enables **up to 60% more storage area** to be created on a minimal footprint by making use of the available room height.

The structural design

Self-supporting steel plate casing, comparable to the cellular structure used in the aircraft industry. Lockable, smooth-running sliding doors. Environmentally friendly powder coating, as well as impact-resistant and shock-proof stove enamel finishes. There are five attractive colors to choose from. Customized finishes are possible.

The operating principle

The Hänel Rotomat® creates an enormous amount of storage volume on a small footprint. It works on the Ferris wheel principle, i. e. the goods come to the operator, not the operator to the goods.

Hänel Rotomat® office carousels
The optimal filing systems for office and administration

Hänel Rotomat® storage carousels
Top order-picking performance due to short travel paths

Hänel Lockomat®
Safe and secure retrieval

Vertical technology – simply brilliant
The Hänel Lean-Lift® and the Hänel Multi-Space®

The Hänel Lean-Lift® with height-optimized storage lets the air out of your store!

The automated 'high-bay warehouse in a cabinet'

The Hänel Lean-Lift® is both storage rationalization and goods protection in one: At the center of this closed system is a computer-controlled positioning lift – the 'extractor.' In front of it and behind it are the storage shelves. The goods are then delivered to the retrieval area at the correct ergonomic height.

A highlight of the Hänel Lean-Lift® is the height-optimized storage concept. When the container is drawn in, the highly accurate light barriers measure the articles, and the Hänel microprocessor control system finds the optimum storage location in the Hänel Lean-Lift®.

With its height sensors, the Hänel profile wall and space-saving slot design, the Hänel Lean-Lift® utilizes the available storage volume extremely efficiently.

This ingenious principle finds applications in a wide variety of industries. Used in the medical technology sector and electrical engineering (for which ESD versions are possible) and also in the automotive, aircraft and pharmaceutical industries as well as in mechanical engineering, the mail-order and wholesale trades – the Lean-Lift® is the ideal buffer, dispatch, production or tool store, to name but a few areas that demonstrate its versatility.

Hänel also offers small and medium-size enterprises an affordable entry to efficient storage management with its intralogistics solutions.

Our specialists would be happy to show you references from your line of business – just send us an inquiry!

In this injection molding facility, a vast amount of floor space was freed up by storing tools in a Hänel Lean-Lift®

Intralogistics in a new dimension – Hänel Multi-Space®

The innovative 3-axis storage system from Hänel with the many advantages of time-proven Hänel Lean-Lift® technology. Whether it operates as a stand-alone solution, in a network with other Multi-Space® units or in combination with Lean-Lifts® and Rotomats®, the Hänel Multi-Space® offers another innovative solution for your intralogistics! The Hänel Multi-Space® can even be varied in width and height once installed – an innovation from Hänel!

The new definition of vertical lift technology from Hänel!

Two Hänel Multi-Space® units, each almost 393.10″ wide, constitute the central store for the production hall

Our strength lies in our know-how
Hänel Control and Software Technology

Hänel's microprocessor control units and inventory management software enable efficient, rationalized workflow

Hänel sets the standard for control systems

Object-related, practice-oriented microprocessor control units can offer you a complete storage management system. The modern design and intuitive handling are exemplary. A complete range of storage management features is already integrated in the controllers.

Efficient and transparent storage is possible without an additional PC. And of course the Hänel storage units can be integrated into the customer's IT system.

Connection to enterprise resource planning systems is no problem. Hänel also offers software solutions for individual requirements.

Hänel microprocessor controller MP 12 N with touchscreen technology – 4 storage strategies in one control system

Hänel software systems rationalize storage operations and provide optimal transparency in the storeroom!

Inventory management programs are intelligent software suites that manage storage locations, articles, tools, stocks and orders on Hänel storage systems. Hänel offers special software solutions for every application:

HänelSoft®

The powerful software package that can be tailored to each customer's needs thanks to useful configuration options and a range of standard modules.

Control software

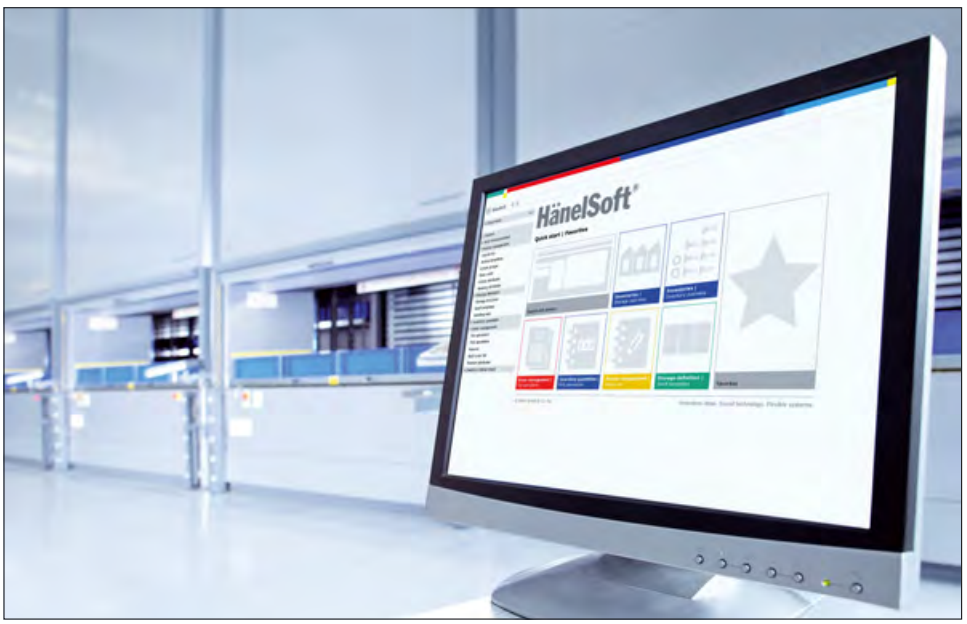
For Hänel storage systems networked with HOST-supported ERP systems.

Tool management

Storage management

With Hänel storage systems – from incoming goods to dispatch.

Talk to our specialists – we would be happy to advise you!



HänelSoft® enables cost-efficient and forward-thinking work methods

Actual real-life applications
Hänel storage systems in action

Many businesses in the United States and around the world rely on innovative intralogistics solutions from Hänel

Hänel storage systems are ideal for all kinds of intralogistics applications in various industries, thanks to their extreme flexibility and adaptability.

That's why so many business enterprises in North America have chosen Hänel storage solutions.

This brochure provides you with a select overview of actual Hänel storage solutions now in operation in various branches of industry throughout the country.

Hänel has the right solution for every business – from small and medium-sized enterprises to large corporations!

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Stiles Machinery Inc. Location: Grand Rapids, MI Business: Mechanical engineering Items stored: Spare parts for premium woodworking machinery	18 19
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KLS Martin Location: Jacksonville, FL Business: Medical technology Items stored: Medical devices and prostheses	22 23
M & M International Location: Broussard, LA Business: Oil and gas industry Items stored: Components for valves used in oil and gas extraction	24 25

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High pick rates thanks to parallel operations using several Hänel Lean-Lift® high-speed systems

Productivity Inc.
Minneapolis

When it comes to tools, the experts at Productivity Inc. can provide customized solutions for the metalworking industry. In addition to consulting, customer care, service and maintenance, Productivity Inc. delivers tools and tool holders to customers throughout North America.

Fast shipping from the company's site in Minneapolis is supported by three Hänel Lean-Lifts® that are used to store more than 10,000 items.

The Hänel vertical lifts are equipped with multifunction containers, making them ideal for automated small parts storage. Job orders are displayed directly on the HänelSoft® terminal and can be processed there.

The Hänel Lean-Lift® as a high-speed shipping system

The high-speed version of the Hänel Lean-Lift® quickly brings stored items to the retrieval area on request.

If the items needed for a particular order are located in various lift systems, picking performance can be boosted even more through parallel system operation.

Thanks to digital compartment and sub-level indicators, even storage positions in very small configuration layout patterns can be identified easily. The combination of all these features ensures that orders are filled and shipped in record time – without errors.

Orders are filled directly opposite the system access points, where they are also packed for shipping. Order confirmation is entered in the systems using barcode scanners. Another Hänel Lean-Lift® located in a different area of the warehouse is also integrated in the storage solution.

Productivity Inc. quickly recognized the high quality of Hänel technology through the reliable performance delivered by the storage systems.

In fact, this company was so satisfied that it became a very successful Hänel channel partner itself!

One more Hänel Lean-Lift® has been added to the storage solutions in operation at Productivity Inc.

HänelSoft® – intuitive user interface and modern design

Stiles Machinery Inc.
Michigan

Stiles Machinery Inc. is the distributor in North America for the HOMAG Group. The company provides spare parts for CNC systems used to process wood, plastic, non-ferrous metals and composites. This year Stiles Machinery Inc. is celebrating its 50th anniversary.

From its site in Michigan, Stiles Machinery Inc. supplies spare parts for premium woodworking machinery to business enterprises throughout North America.

With a volume of more than 50,000 orders per year and a stock inventory valued at $40 million or more, the company places high demands on its warehousing and order picking operations.

Maximum storage capacity with height-optimized storage

These demands are easily fulfilled by the company's new Hänel Lean-Lifts®, which store 75 percent of all the spare parts required. When a customer calls in, only ten minutes are needed to assign a tracking number to the order. Thanks to HänelSoft® storage management software and simultaneous data synchronization with the ERP system, more than 300 orders can be processed for delivery every day.

The compact and height-optimized storage of spare parts in the Hänel Lean-Lifts® prevents bottlenecks from occurring when orders are at their peak.

Optimal overviews and accurate inventory control with HänelSoft® warehouse management software

What's more, there are no storage redundancies thanks to the synchronization of storage data between HänelSoft® and the ERP system

Barcode scanners transmit order lists to the order picking area quickly – and without errors

Extremely efficient spare parts storage is ensured with a cluster configuration of seven Hänel Lean-Lifts®

TAM International
Texas

TAM International provides inflatable and swellable packers, as well as associated downhole products and services to the oil and gas industry.

These packers are used to safely and reliably seal oil wells, which is especially important in deep-sea drilling environments.

Products from TAM International are used worldwide. The company operates five Hänel Lean-Lifts® at its headquarters in Houston, Texas.

Four of these lift systems are used in conjunction with suspended cranes for the storage and retrieval of various premium-quality components. These heavy-duty systems can carry payloads of up to 1,000 kg/2,204 lbs per container.

The suspended cranes, along with fold-down support rails, make the handling of even extremely heavy loads easier and safer.

Access control for the Lean-Lift®

All inventory and storage position data is kept in the central software system. This makes for fast order identification and processing. Only authorized employees can access the Lean-Lift® systems with their access control ID. This ensures that all put and pick operations can be tracked based on the operator's personal data.

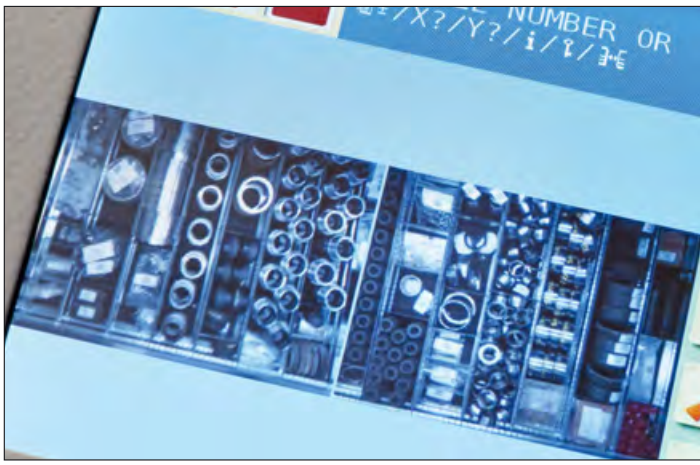
The Hänel PictureControl feature uses two cameras integrated in the access point to provide a clear picture of all items stored on each container. These container overviews can be called up and displayed directly on the Hänel control unit.

With these various Hänel systems, TAM International boosted the accuracy of its inventory reporting to a level of 100 percent.

Lean-Lift® as central tool depot

Another Lean-Lift® serves as a central tool depot. The lift has a specific container storing tools for each of the company's production machines. The tools are effectively protected from damage. Due to access control, only authorized machine operators are allowed to retrieve and return tools. All storage transactions are logged and can be traced at all times.

Integrated Hänel PictureControl camera …



… provides a complete view of Lean-Lift® containers

Compact storage of diverse items thanks to variable container compartments

Maximum safety and protection when handling heavy loads

KLS Martin
Florida

KLS Martin is a leading provider of medical solutions for a wide range of surgical procedures.

These high-tech products are sold in North America through the company's main offices in Jacksonville, Florida.

Storage from floor to ceiling

Unlike conventional shelf and rack solutions, automated vertical storage systems utilize the full height capacity of the warehouse building. In addition to providing enormous space savings, the systems also ensure that medical instruments, prostheses and supplies are protected from dust and contamination.

Flexible software interface

The KLS Martin warehouse and distribution center is fully integrated in SAP thanks to HänelSoft®. Shelf storage still used in the warehouse is also managed via HänelSoft®.

Orders can be filled with items from the Hänel systems and the nearby shelves at the same time by using the MobileClient. Thus the inventory data for all articles stored on shelves and in the automated lift systems is always complete and accurate.

Error-free picking

The large number of diverse items kept in the compact storage systems, along with high pick numbers, must be managed effectively to prevent pick errors – this is an absolute must in the medical sector.

Therefore, the item designation, quantity and storage position are shown on the controller display, and the digital compartment and sub-level indicator at the access point also lights up to show the storage position.

Roller conveyors move completed orders directly to the shipping area, and order data is sent to the FedEX® shipping system at the same time.

Inclusion of shelf storage in warehouse management using the HänelSoft® MobileClient

Fast and error-free access thanks to the digital Hänel compartment and sub-level-indicator

Maximum capacity density with height-optimized storage

M & M International
Louisiana

This family-owned business with headquarters in Broussard, Louisiana, is an original equipment manufacturer (OEM) of valves. M & M International specializes in safety and high-pressure valves for the oil and gas industry.

For example, special M & M valves are installed above the blowout preventer at oil drilling sites. For many decades the company has continued to grow due to its many unique and innovative designs. The manufacturing site was expanded just a few years ago. In addition to larger production facilities, a new materials warehouse was also built.

Clear overview of parts

M & M International relies on dependable Hänel storage technology for its inventory of valve components. Two heavy-duty Hänel Lean-Lifts® and one Hänel Rotomat® storage system are in operation.

An order for specific items is generated whenever the production area needs valve assemblies. This order is recorded using a barcode scanner at a computer terminal near the lift systems. The company's own software includes data about the stored components, such as quantity and specific storage locations in the systems.

Once the container or shelf number is entered, the required item is transported to the access point where retrieval is confirmed on the Hänel system terminal.

Heavy valve components made of stainless steel are kept in both vertical lift systems. All seals, gaskets and ball bearings are stored in the Rotomat® system. Valves are preassembled at the Hänel access and retrieval areas before being sent to the production area.

Benefits of component storage

The multifunction containers in the Lean-Lift® can be configured in response to various storage requirements. This ensures compact and well-balanced vertical storage of heavy loads – from floor to ceiling – within an extremely small footprint. What's more, the UV-sensitive rubber seals stored in the Rotomat® are shielded from light and thus remain elastic. Parallel picking with the three Lean-Lift® storage systems speeds up the entire process of delivering preassembled valves to the production area.

Hänel systems are also known for their benefits in terms of ergonomics. The Lean-Lift® containers can be pulled right out of the access point so that they rest on the support rails. And the Hänel transport cart can even carry a fully loaded container.

Transport carts for easier retrieval of stored items

Even heavy items are stored neatly in the system

Ergonomic working conditions with folding rails that support containers

Matsuura
Känel LEAN-LIFT
Matsuura
Matsuura

Känel LEAN-LIFT

Känel LEAN-LIFT

Matsuura Machinery USA Inc.
Minnesota

25 percent of all parts stored in the Hänel Lean-Lift® within a minimum of floor space

Matsuura Machinery Corporation was founded in Japan in 1935. Today the family business is managed by the third generation. The Matsuura name stands for fast and precise machining of various kinds of work pieces.

The parts and service center for North America is located in Minnesota. This facility ships the parts needed for the maintenance and repair of Matsuura machines in operation throughout the USA.

Matsuura Machinery relies on Hänel Lean-Lift® systems for the compact storage of small parts. Some 1,398 various parts are stored in just one Hänel lift system – that's almost 25 percent of the company's parts inventory!

Hänel multifunction containers for perfect organization

The parts are compactly stored on the well-organized Hänel multifunction containers.

Thanks to the "goods to man" principle, there is no need for employees to stoop and lift heavy items, nor is there any ladder climbing when retrieving parts. The items requested are picked from the storage system and placed on carts where they are packed for shipping.

Right now Matsuura employees are only using the basic functions of the Hänel MP 12 N multifunction controller. However, Matsuura Machinery plans to connect the lift system with its IT system software in the near future in order to boost picking time.

Photos from left to right:
Order picking using a cart to support fast shipping

Requesting the container using the Hänel controller MP 12 N with touch screen

Compact and well-organized storage of diverse small parts

Florida Hospital

Florida Hospital in Altamonte, Florida, has 2,300 employees and the very latest medical equipment, including innovative screening technologies, to provide comprehensive medical care in central Florida. The hospital also relies on several Hänel Rotomat® systems.

Fast provisioning of operating room material on demand is guaranteed because one Rotomat® storage system is located just a few steps away from the OR area.

To ensure that this system would provide maximum storage volume, it was installed in a shaft having a depth of 20 ft / 6 m. Since the system has a total height of 26 ft / 8 m, an enormous amount of storage capacity is available within a minimum footprint.

Storage of sterile instruments

The Hänel Rotomat® is used to store surgical instruments in sterile containers to protect them from all kinds of contamination. The retrieval of these containers takes place at the optimum ergonomic height.

Barcode-supported access control with HänelSoft®

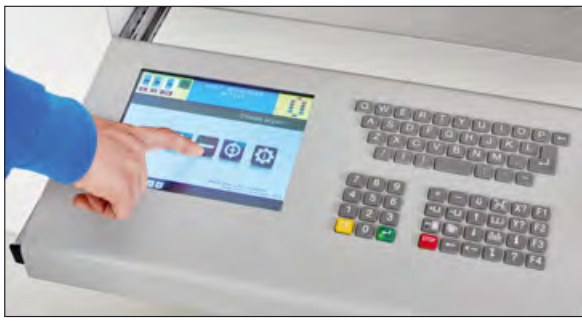
The storage system is operated with HänelSoft® storage management software. Access control is supported through barcode scanning of employee IDs and contributes to the transparency and security of all storage transactions.

Once logged in, employees enter the item designation using the system terminal to retrieve the article they need. The overview displayed can then be used to select the correct storage position. The sterile containers are transported to the access point quickly, and items can be retrieved for the OR without any chance of errors.

Four other Rotomat® systems are in operation at the hospital's central supply depot. These automated systems are used to store various medical products and utensils needed to provide nursing care. The storage capacity has been increased considerably because movable shelf racks are no longer needed.

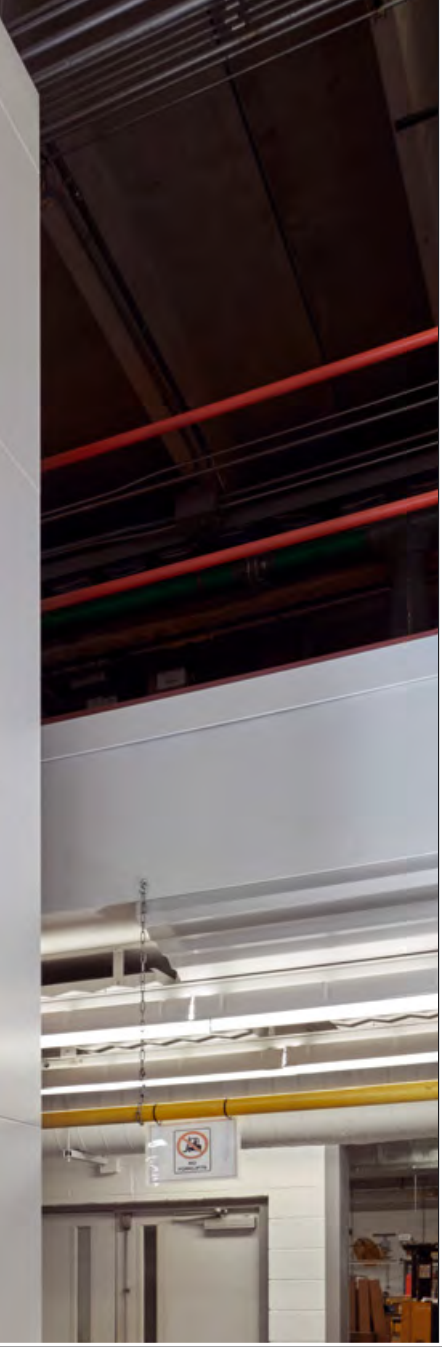
All of the lift systems are controlled via HänelSoft® which makes put and pick operations, as well as inventory management, much easier. The storage positions and items on inventory are identified with HänelSoft® and then displayed on the lift control terminal.

Well-organized storage of various medical items in four Hänel Rotomat® systems in the central supply depot



HänelSoft® is an ideal choice as warehouse management software in hospital environments

One Rotomat® is installed near the operating rooms in a shaft that is 20 ft/6 m deep. The total height of the system is 26 ft/8 m.



Blum Inc.
North Carolina

Blum Inc., with more than 6,000 employees worldwide and subsidiaries located in a number of countries, is a global leader when it comes to hinges, runners, drawer systems and similar hardware components for furniture and wooden cabinets.

Blum products are found in homes around the world, especially in the kitchen. These components make for smooth and convenient opening and closing of drawers and cupboards.

Founded in 1977 in Lowesville, North Carolina, Blum Inc. currently has 400 employees who produce hardware fittings for the North American market.

Parts supplied directly in the production area

Located centrally in the company's production area, one Hänel Lean-Lift® stores all of the spare parts needed to keep manufacturing equipment and machines up and running. The Lean-Lift® utilizes the height of the building – from floor to ceiling – to save valuable production space and provide maximum storage capacity at the same time. In fact, a section of the roof structure was removed and the foundation was reinforced to accommodate the storage solution. The Lean-Lift® is finished in the company's corporate color scheme so that it blends in with the entire manufacturing environment.

Having the Hänel system located centrally in the production area has boosted the capacity of Blum's small parts storage. At the same time, jobs are processed much faster and with greater efficiency.

When a part is needed, the request is initiated directly in the warehouse management system. The request is then transmitted to the storage system controller. Once employees have verified their identities using a barcode scanner, the extractor in the Hänel Lean-Lift® brings the container with the requested item directly to the access point for retrieval.

Precise identification of storage positions

The MP 12 N-StandAlone controller displays storage positions according to a precisely coded grid. To improve access and picking accuracy even more, Blum Inc. plans to equip the storage system with Hänel Pick-o-Light® next year – the Blum parent company also uses this innovative feature. This will make sure that even the smallest grid compartment on the container can be identified quickly and confirmed.

The Hänel Lean-Lift® is easily integrated into processes and supports fast and reliable provisioning of spare parts.

Neat, space-saving storage of spare parts

The Hänel Lean-Lift® was seamlessly integrated in the supply and production chain

Cochran Automotive Robinson Township

Hänel is a trusted partner for small parts storage and inventory control

Cochran Automotive is the leading automotive retailer in Western Pennsylvania, and one of the top private dealer groups in the U.S. What began as a single Pontiac dealership in 1965 has grown to three locations with 10 showrooms and 13 new vehicle franchises.

In 2011–12, Cochran undertook a major renovation of their Robinson Township, PA Buick/GMC dealership. The goal was to improve customer convenience, dealership efficiency and appearance. The project included construction of a new showroom, major renovations to their service center and expansion of their lot space and landscaping.

The existing building housed the showroom, parts department and service area. With the new showroom, the parts department could be expanded and additional service bays and services added. To help make room for the new additions within the existing building space, Cochran turned to Hänel for a vertical storage solution.

The Hänel Lean-Lift® was chosen to free up valuable floor space and make parts retrieval faster and more accurate for employees. The Lean-Lift® installation was designed as part of the building renovations, allowing it to be incorporated directly into the physical structure of the facility.

The result is a parts department that is bright, inviting place to work. Separate counters are provided to support the retail customer operation and the service department alike.

Do not enter Danger to life
ACDelco

Cochran Automotive Monroeville, PA

Hänel is a reliable partner when it comes to optimizing storage processes

Cochran Automotive is the leading automotive retailer in Western Pennsylvania, and one of the top private dealer groups in the U.S. What began as a single Pontiac dealership in 1965 has grown to three locations with 10 showrooms and 13 new vehicle franchises.

Cochran's Monroeville Buick/GMC dealership, the service department is one of the largest in the city of Pittsburgh, with an equally large parts department to support it. Despite the size of the service area, Cochran needed even more service bays to support customer demand, and wanted to add premium customer services such as an automated car wash.

To make room without the cost of new construction, Cochran installed a Hänel Lean-Lift® VLM and a Rotomat® Vertical Carousel. The machines were placed in an unused corner of the service area, with convenient access from all service bays.

The Hänel machines allowed them to consolidate a large storage room full of shelves into just two storage units. Room to add additional services was freed in the existing building for a huge cost savings compared to new construction.

The Rotomat® and Lean-Lift® provide faster and more convenient access to parts because items are brought to the user. This eliminates walking rows of shelving, searching for parts. Security is enhanced with enclosed, locking storage and password-restricted access.

Both machines were connected to Cochran's existing DMS system. The seamless integration offered by Hänel's advanced controllers helped to improve inventory accuracy and boost productivity.

Hänel systems offer maximum storage volume with a minimum footprint!

PENNSYLVANIA
BOWSER

Ideas that move the world…
Cutting-edge technology ‘Made by Hänel’

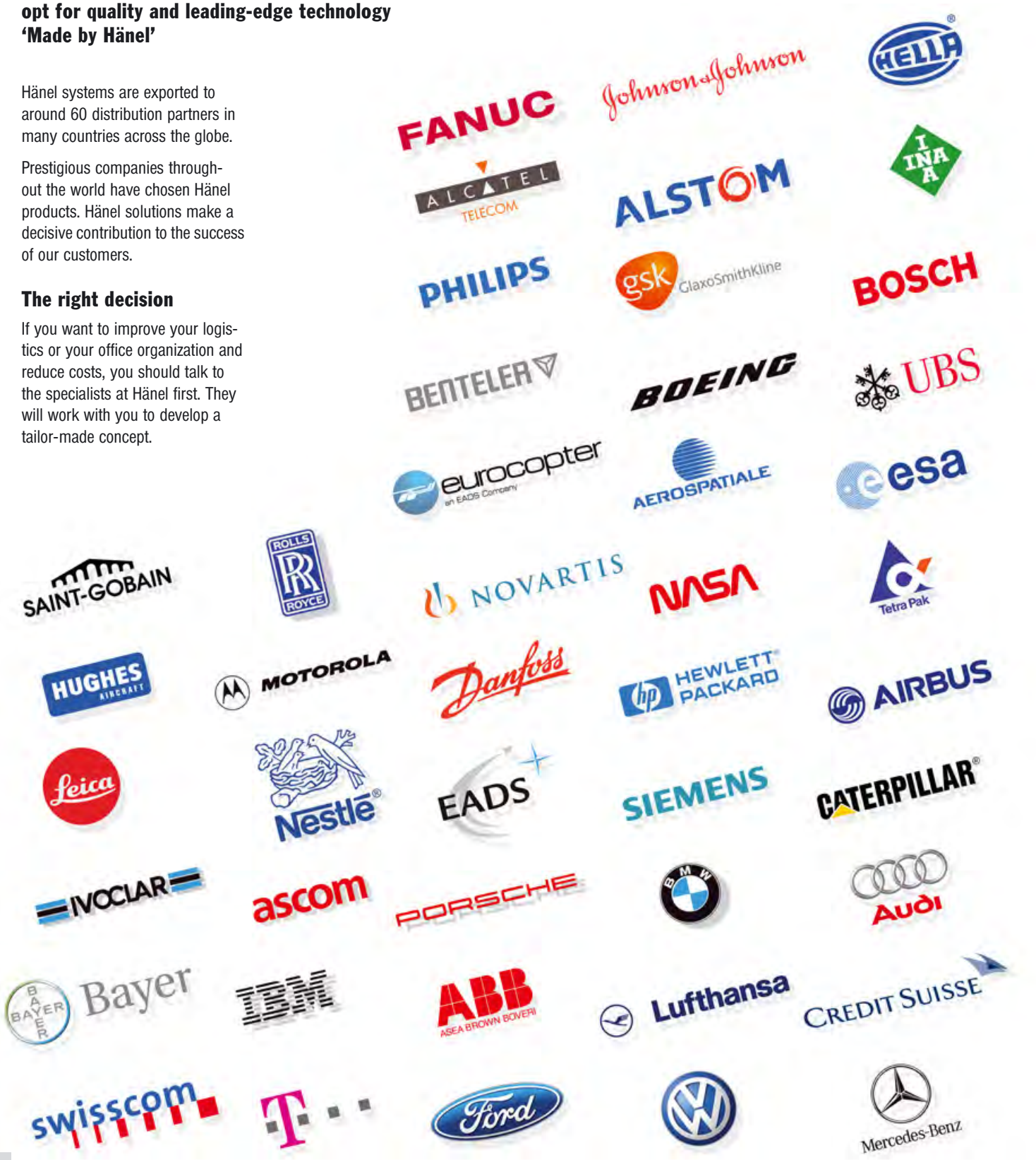
Throughout the world, successful companies opt for quality and leading-edge technology ‘Made by Hänel’

Hänel systems are exported to around 60 distribution partners in many countries across the globe.

Prestigious companies throughout the world have chosen Hänel products. Hänel solutions make a decisive contribution to the success of our customers.

The right decision

If you want to improve your logistics or your office organization and reduce costs, you should talk to the specialists at Hänel first. They will work with you to develop a tailor-made concept.



The Hänel product portfolio – the right solution for every need!

Hänel Rotomat® office carousel

The Hänel Rotomat® is the optimal filing system for office and administration.

Folders, index cards or files – the Hänel Rotomat® keeps them all in order. It finds the right file from among thousands of hanging folders and retrieves it in seconds. The powerful Hänel microprocessor control systems enable the Rotomat® to be networked directly with a PC. All Rotomat® office carousels are also available in a version suitable for disabled operators.

Hänel Rotomat® storage carousel

Each Hänel Rotomat® is designed according to the tried-and-tested Ferris wheel model (vertical carousel principle) which means: goods to man and not man to goods.

The compact construction enables up to 60 % more storage capacity to be created on a minimal footprint by making use of the available room height. No two Hänel Rotomats® are the same, because each task demands a precisely defined solution.

Hänel Lockomat®

The Hänel Lockomat® is the ideal storage system for safe and secure provisioning of small parts, tools, electronic components, medicines, etc.

User authentication is provided by ID card, PIN code or optionally by transponder. The Hänel Lockomat® can be used in a wide range of sectors – the chemical industry, banking, pharmacies, etc. – wherever items that look the same on the outside but are entirely different on the inside need to be stored and retrieved quickly and without error.

Hänel Lean-Lift®

The Hänel Lean-Lift® is both storage rationalization and goods protection in one: At the center of the 'cabinet' is a computer-controlled positioning lift – called the 'extractor'. In front of it and behind it are the storage shelves. This is where the articles are kept in containers.

The storage locations are accessed automatically under electronic control by means of the extractor, which stores or retrieves the requested container. The goods are then delivered to the retrieval area at the correct ergonomic height.

Hänel Multi-Space®

Hänel has optimized the principle of 3-axis storage systems with the Hänel Multi-Space®. In addition to the many advantages of the Hänel Lean-Lift® technology, the Hänel Multi-Space® offers maximum flexibility, speed and use of space.

With its advanced technology, Hänel is able to offer a 3-axis storage system over 30 ft/9 m in width. The Hänel Multi-Space® can even be varied in width and height once installed – an innovation from Hänel!

Even the number of retrieval points is variable and can be changed at any time.

The Intelligent Hänel Control and Software Technology

Our strength lies in our know-how. Because only object-related, practice-oriented microprocessor control units can offer you a complete storage management system. Hänel storage systems can also be controlled via a computer interface, of course. Interface with enterprise resource planning systems is no problem.

Hänel also offers software solutions for individual requirements. HänelSoft® for example is a powerful software package that can be tailored to any customer's individual needs.

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Innovative ideas. Sound technology. Flexible systems