



OUR INNOVATION YOUR SOLUTION

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WHO WE ARE

Delivering Unparalleled Solutions in Warehouse Automation

Today's warehouses deal with an increasingly complex mix of demands to meet customer orders and delivery schedules. For over 35 years, Westfalia has been helping companies optimize all the processes within both conventional and automated warehouses, to be more efficient and generate cost savings. We have experience in designing and installing automated warehouse solutions throughout the world covering multiple industries:

- Food
- Beverage
- Chemical & Industrial
- Frozen Food
- Paper & Publishing
- Self Storage Systems
- Third Party Logistics
- Automated Parking Systems

Critical to a successful implementation is a thorough understanding of your economic, technical and organizational needs. Our project management team, consisting of mechanical, electrical and software engineers, partners with you to develop a customized and flexible plan. With full in-house manufacturing and software development we control the project from beginning to end, ensuring quality results. Our dedication to our customers' satisfaction doesn't end with installation. We offer everything from training, and maintenance to service plans and a 24/7 emergency call line.

Partnering with Westfalia ensures:

- Significantly reduced labor and shipping costs
- More efficient use of warehouse space and equipment
- Electrical and other operating cost reductions
- Improved throughput and raised customer service levels
- Operate in a smaller footprint using little land resources

Our Mission:

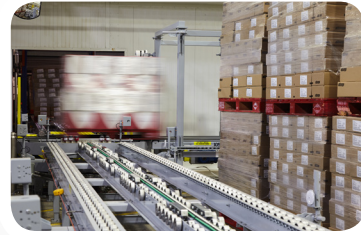
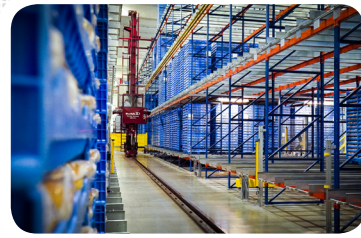
To deliver unparalleled warehousing solutions by earning the trust of our customers, understanding their business needs and honoring the commitments we make.



AUTOMATED STORAGE AND RETRIEVAL SYSTEMS (AS/RS)

- **15% less errors in shipping**
- **20-30% reduction in costs**
- **Triple storage capacity**
- **Increase safety and quality control**
- **100% inventory accuracy**
- **200% increase in throughput**

Today's modern warehousing systems are required to process increasingly complex tasks and provide reliability and flexibility for future needs. Automated Storage and Retrieval Systems (AS/RS) present a unique opportunity to significantly cut labor, electrical and other operating costs, and raise customer service levels.



AS/RS

WHO WE ARE / AUTOMATED STORAGE AND RETRIEVAL SYSTEMS (AS/RS)

Westfalia is your complete resource for planning, designing, manufacturing and installing material handling systems for new and existing facilities. Our flexible AS/RS ensures you the ability to adapt to changing market conditions. We offer profound market knowledge amassed over many years of firsthand experience implementing warehouse solutions within a variety of industries. We supply automation to manufacturers, processors and distributors for all types of loads (unit, layer or extra-large) and temperature ranges, and offer the following varieties of storage systems:

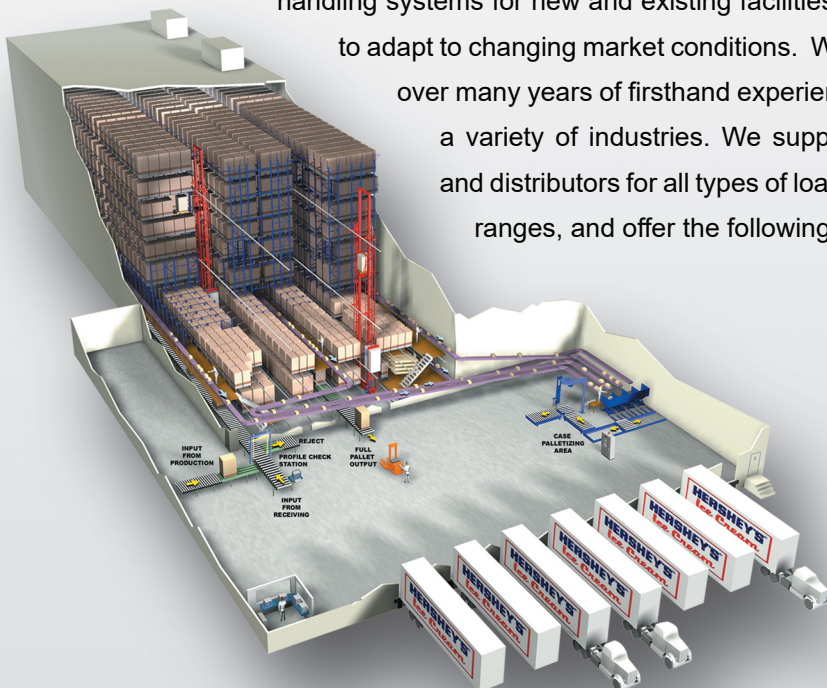
- High density storage systems
- Double-deep storage systems
- Single-deep storage systems

Westfalia engineers break through the barriers of standard designs, opening many new opportunities for higher productivity, better space utilization and greater economic justification.

AS/RS Components:

- Storage and Retrieval Machine (S/RM)
- Satellite® or Telescopic Fork load extraction devices
- Savanna.NET® Warehouse Execution System (WES)
- Triple rail support AS/RS rack structure
- Integration with other warehousing and logistical systems
- Customized pallet/gravity flow systems
- Automated picking by layer or case

Our systems are not limited by depth, height or width.



WAREHOUSE EXECUTION SYSTEM (WES)

WES

Westfalia's Savanna.NET® Warehouse Execution System (WES) is a unique warehousing solution comprised of tightly integrated Warehouse Management System (WMS) and Warehouse Control System (WCS) software that conforms to your business processes.

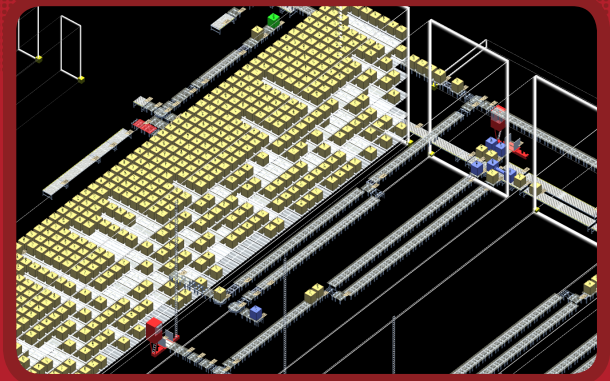
With its flexible modular structure supporting both conventional and automated warehouses, Savanna.NET® is configured to meet each client's business processes.

Based on Microsoft C# and .NET technologies, Savanna.NET® directs, controls and optimizes internal material flow and order picking as a system-wide software solution. Savanna.NET® offers a broad spectrum of interfaces to various ERP systems, web interfaces and PLC systems.

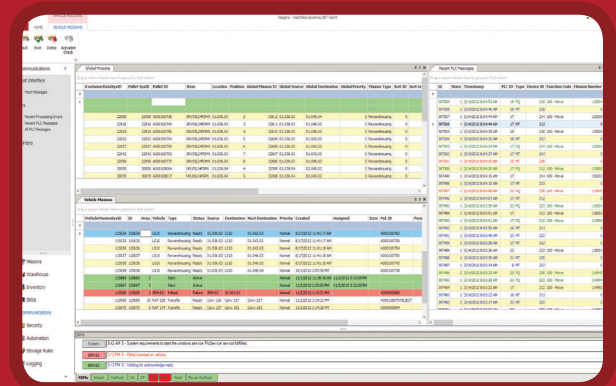
The Savanna.NET® solution optimizes, manages and controls your storage facility, saving time and money, while also providing the flexibility to select the functions needed to meet your specific business needs.

Cost savings and better customer service accrue from the efficiencies of Savanna.NET® including:

- More efficient use of warehouse space and equipment
- Increased order accuracy resulting in improved customer service
- Reduced losses from stolen, damaged or misrouted products
- Increased labor productivity and throughput
- Lower costs per unit shipped



Above: Savanna.NET® FireFly Fault Recovery and Visualization Tool



Above: Savanna.NET® Warehouse Control System interface to automation



- **Multi-facility support**
- **Direction of automated material handling equipment**
- **Manual and directed order picking**
- **Interface to ERP systems**

www.savanna.NET

CONVEYOR SYSTEMS

- **Dependable conveying system which will reduce down time & costs**
- **In-house design & manufacturing**
- **High level of flexibility**
- **Maintenance friendly construction**

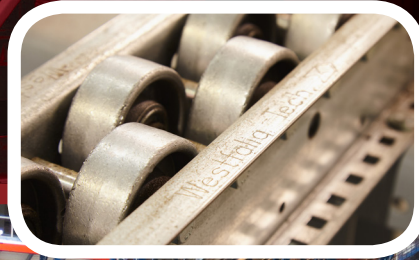
Cranes and racks alone don't make an AS/RS. You need a well engineered, comprehensive delivery and put-away system. It's easy to buy conveyors off the shelf today, but at Westfalia we design and manufacture all of our conveyors in-house because we understand that our clients have unique needs and some of your products require unique handling.

We offer the following conveyor types:

- Pallet handling conveyors
- Vertical lift pallet handling conveyors
- Specialty conveyors
- Robust empty pallet handling systems
- Bag handling conveyors

Regardless of the conveyor type you need, our line of heavy duty conveying systems is built to last yet flexible and easy to integrate. Our durable, powder coated conveyors are available in both mild steel and stainless steel. They are also capable of handling almost any size pallet, including plastic and others. Plus, squaring and profile check stations are integrated into the system in order to guarantee a reliable flow of material.

By partnering with Westfalia, you can count on a system that is rugged, durable and custom designed to satisfy your needs based on our engineered modular design. With our in-house engineering group and manufacturing facility, we will ensure your conveyor system is designed to handle "your" loads.



CONVEYOR SYSTEMS

WAREHOUSE EXECUTION SYSTEMS (WES) / CONVEYOR SYSTEMS

AUTOMATED PARKING SYSTEMS

One of the most pressing problems in the current urban environment is parking. Not only do traditional parking lots and garages take up valuable real estate that could be used for other purposes, but they also present public safety and environmental concerns. Fortunately for civic planners and property developers, automated robotic car parking systems offer solutions that can eliminate these issues. Automated parking systems provide you with the ability to differentiate yourself and your projects against competitors while increasing return on capital.



SAFE, SECURE AND EASY-TO-USE

Automated parking systems from Westfalia offer a much more appealing alternative to the traditional parking paradigms for property owners and drivers. With our secure, easy-to-use and efficient parking systems, parking no longer has to be a liability for property owners in the urban environment.



Experience the benefits of Automated Parking with Westfalia:

- **Preserve building aesthetics with underground and compact designs**
- **Reduce emissions by 20% to 30% when compared to a conventional garage**
- **Single and multiple-deep systems increase available spaces while using less square footage**
- **Vehicles are stored out of sight, away from the possibility of damage or theft**

Westfalia's palletless automated parking systems use advanced Satellite® technology and robotics systems to park cars as easily as driving through a car wash.

In an automated parking system, drivers enter the parking facility's transfer area and park their vehicle. After exiting the vehicle and grabbing all necessary belongings, they swipe their fob or get a ticket from a nearby user kiosk. The automated system then checks the transfer area and the vehicle to ensure no people are present and transports the vehicle to an available space in the garage. Once the driver is ready to leave, he or she simply swipes their fob or ticket again and the automated system retrieves the car and delivers it back to the transfer area, forward facing, ready for the driver to drive away.

CREATING PARTNERSHIPS

Quality, reliability, flexibility, that is what defines Westfalia.

We're committed to your success and are an active partner in every stage of your project: planning, design, manufacturing, installation, testing, training, commissioning and maintenance/service.

Working together and focusing on developing solutions for your success results in long term relationships based on trust and integrity. With extensive experience, we bring a full team of specialists consisting of project managers, mechanical, electrical and software engineers, to ensure smooth project implementation:

- Coordinate the integration of automated systems technologies
- Synchronize with all suppliers for smooth project integration
- Ensure quality control procedures are implemented and maintained
- Ensure budget and contracts are adhered to
- Communicate every step of the way to ensure client satisfaction

In addition, we offer full service programs which include a 24/7 hotline, preventative maintenance, inspection packages, individual spare part management and numerous options for scheduling plant maintenance.

Some of our automation partners:

- Aurora Organic Dairy
- Breakthru Beverage Illinois
- Beef Products, Inc
- Blue Bell Creameries
- Buffalo Trace Distillery
- Danone
- Fage USA
- Firmenich, Inc
- Forsman Farms
- Hershey Creamery
- Heaven Hill Distillery
- Ken's Foods
- Martin's Famous Pastry Shoppe
- McKee Foods
- Niagara Bottling
- Organic Valley
- Pepsi Bottling Group
- Premium Waters, Inc
- Quad Graphics, Inc
- Sargento Foods
- Sigma Alimentos
- Southern Glaziers Wine & Spirits
- United States Cold Storage

“We were attracted to Westfalia due to their ability to offer us a fully automated solution... they gave us the capability to ship 400% faster than our manual operations”

*~Cindy Mouser, Director of Supply Chain & Bottling
Operations, Heaven Hill Distillery*





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