

What IF?

...productivity could be increased by 80%?

...retrofits could be executed with no downtime?

...cost per unit handled was cut in half?

It can Happen.

Our customers have achieved amazing results with our intelligent solutions. **You can too.**

Retrotech is an engineering firm specializing in the design, installation, modernization, and support of automated material handling systems. We hold ourselves accountable for our recommendations and systems performance and follow a rigorous process to define cross-functional systems requirements, information architecture, and success metrics at the front end of any project we undertake.

For over two decades we've delivered methods, technical expertise, and project management skills that create compelling customer value. We've executed over 300 ASRS projects and commissioned over 20 new greenfield systems—some of which are the largest in North America. Our project experience spans every industry that uses ASRS as a part of their distribution strategy.

OUR PROCESS

Our consultative approach delivers unbiased decision support data and recommendations. The data helps make the case for, or against going forward with a project. And it's in our best interest to get to the news, good or bad, as soon as possible.

Before any equipment solutions are discussed, we focus on understanding your underlying needs. We use a proven design process to gather system requirements, define software

architecture and quantify success.

We've consistently delivered value to our customers when following this process.

OUR PEOPLE

We are mechanical, electrical, and software development engineers with an average industry experience exceeding 20 years. We are driven to develop more intelligent ways to modernize, integrate, service and support order fulfillment systems. All our project leaders have earned Professional Project Manager certification.

OUR EXPERTISE

Modernization

We can repair, upgrade, or improve any existing ASRS to meet changing and escalating customer preferences and operational demands. Our "Live Retrofits" enable order fulfillment operations to keep going while systems are repaired or modernized.

Systems Design

We gather and structure cross-functional system requirements to design, develop, install and support full-scale greenfield automated order fulfillment systems. Our approach has consistently delivered compelling value by helping customers manage project risk and make fact-based decisions to achieve desired outcomes.

Software Design

Retrotech specializes in customized non-proprietary Warehouse Control Systems (WCS) software to orchestrate various automated material handling equipment technologies in your operation. Retrotech software solutions offer incomparable control over your distribution center and your future—because we provide non-expiring, full source codes.

Consultation

We offer complimentary Rough Order of Magnitude (ROM) estimates for firms considering automation projects or upgrades to existing ASRS systems. We also provide fee-based consultative studies and assessments to provide high-quality decision support information to executive managers.

ACTIV System

Among the solutions we offer and support is the ACTIV system, a unique, dynamic storage technology that can buffer, sort, and stage palletized unit loads in exact loading sequence. The system is expandable to support future business goals and it integrates seamlessly with other material handling systems.

Retrotech, Inc. is a Preferred Supplier to Procter & Gamble.



FOR MORE INFORMATION

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ACTIV is a registered trademark of Retrotech, Inc. Retrotech, Inc. is the sole North American licensee for the ACTIV System. ACTIV is protected under US patent #4.732.524 and Euro patent #179830.

RETROTECH TIMELINE:

- 2009:** Cargill orders second automated case handling system for Schuyler, NE.
- 2008:** Recognized as Preferred Supplier by P&G, Launch of Crane Hoist Services in NY state.
- 2007:** Completed the largest ACTIV system in the United States.
- 2004:** Expanded customer support management across all client equipment types and ASRS.
- 2003:** Launched Customer Support Program.
- 2002:** Acquired Woodson Company to service and support deep lane storage systems.
- 2001:** Added predictive maintenance recommendations for 24/7 clients.
- 1999:** Installed non-Retrotech SR machines and AGVS in military depot.
- 1998:** Constructed first refrigerated ACTIV pure distribution facility for food services. System operates in -40 degrees F.
- 1997:** Constructed world's largest ACTIV system for leading cereal manufacturer.
- 1996:** Developed high-flexibility order fulfillment software for traceability in food and beverage industry.
- 1994:** Delivered ASRS and WMS using relational database engines and stable UNIX operating systems.
- 1992:** Delivered (4) ACTIV Systems to leading consumer good manufacturer P&G in the USA and Canada.
- 1991:** Negotiated exclusive license to ACTIV Systems for North America.
- 1990:** Retrofit of every domestic ASRS manufacturer in North America.
- 1988:** Completed largest ASRS retrofit project in the United States.
- 1987:** Developed custom SR machines for replacing obsolete units.
- 1986:** Exceeded all booking estimates for ASRS retrofits services.

CLIENT BASE

Our client base spans every industry that uses ASRS as a part of their distribution strategy some of which are:

- Avon
- Eastman Kodak
- Mead Westvaco
- Becton Dickinson
- Federal Mogul
- Merck Pharmaceuticals
- Diagnostics
- Frito Lay
- Procter & Gamble
- Burlington Industries
- Hallmark Cards
- Rubbermaid
- Cargill Meats
- LiDestri Foods
- Wegmans Food Markets

CUSTOMER EXPERIENCE

"It runs like a Swiss watch. It's so fully automated that basically we are just maintaining it. It's running itself. We are doing PM & AM work and it's just running better and better as we go and I think that's what's amazing—there's ten of us on shift maintaining 1.2 million square feet of equipment. It's awesome."

- James Richardson, Procter & Gamble

"Retrotech has been very good to us through the years. Recently they redesigned and installed a new equipment controller for our High-Rise. The installation and startup went flawlessly and we have not had any problems since. They are highly recommended."

- John Waechter, Avon

"We can do about 100 loads in 18 hours and we are using only five loading docks, with about an average of 10 people a day."

- Lee Biscardi, Director, Warehousing and Logistics, LiDestri Foods

"We just wanted to send out a short note to thank all Retrotech employees that contributed to the excellent start-up of the Buffer Facility in Battle Creek... The successful start-up is truly a credit to the hard work and dedication of all the individuals involved. Thanks again for a job well done!"

- Tom Ingram and Tom Heinzl, Post Division of Kraft Foods, Inc.

"The switchover occurred over the weekend with no loss of production and not one shipment was adversely affected. Absolutely amazing!"

- John Collins, Burlington Industries

"There's no problem because your system is running very well for us. We've had no failures and do not expect any. The operator's are thrilled with its performance and I'm sleeping through most nights now. Keep in touch..."

- Dave Banks, Rubbermaid

