

Case Study

Tuesday Morning

Location: Dallas, Texas

Industry: Retail

Application: Retail Store Order Replenishment

Lightning Pick Solution: LP Pack



Company Profile

Tuesday Morning is a dynamic retail chain of over 790 stores across the United States, specializing in selling deeply discounted, closeout upscale home accessories and gifts. Since inception in 1974, it has become a successful and nationally recognized company, with headquarters in Dallas, TX.

Challenge

Tuesday Morning compares its customers to treasure seekers. That's because each time you enter one of their stores, you find completely different merchandise than during a previous visit. In fact, products vary greatly from one store to another. The company sells closeout and overstock department store quality merchandise at 50-80% off retail prices. Items include cookware, linens, lamps, furniture, luggage and other household goods. Its closeout business model means that it has limited quantities of most SKUs, but must turn them very quickly.

"The products we handle range from A-Z," says Dennis Billings, VP of Distribution for Tuesday Morning. "And several hundred SKUs that we handle each day we will never see again."

"Lightning Pick's Pack to Light solution has allowed us to turn SKUs at a much higher rate than we could before and increased processing accuracy to over 99%.

Our growth was putting a strain on our capacity. The LP Pack system has allowed us to meet our requirements without adding more labor, and will allow us to expand easily for future growth and still stay in this facility for several more years".

Dennis Billings
VP of Distribution
Tuesday Morning



LIGHTNING PICK

Fast Facts

Industry:

Hardware

Platform:

I-Series

Headquarters:

Cincinnati, OH

Size of Warehouse:

Forest Park Facility- 340,000 sq ft

Volume Throughput:

120,477 Units, 8,715 Cartons &

2,492 Orders

Manhattan Products:

Warehouse Management

Slot Optimization

Pick-to-Light Equipment:

Lightning Pick

Hand Held Scanners:

Symbol, HHP

MHE Equipment:

HY Systems, Diamond Phoenix

Facility Consultant:

Keogh

The Challenge (Continued From Page 1)

Besides processing so many SKUs, managers at its DC near Dallas were also challenged with annual growth that added 10-15% more stores annually. For most retailers, this is not a major problem; you simply order more of an item. But for a closeout retailer dealing with limited quantities, it means adding exponentially more SKUs. The DC actually processed 30% more SKUs last year than the previous year to accommodate a 15% growth. Such increases were putting a strain on the DC's capacities that required a new material handling design.

The Solution

Tuesday Morning selected a new material handling design from Worldsource who also provided system integration and a new WCS.

Tuesday Morning also selected the LP Pack solution from Lightning Pick. LP Pack is the most sophisticated Put-to-Light or Pack-to-Light application available to the retail industry. Sometimes also referred to as a Put-to-Store solution, LP Pack is ideal for retail store replenishment order distribution and optimizes any break pack flow-through approach.

The Lightning Pick solution addresses the entire unit handling process, from price marking through store sortation. First, all items allocated to stores are taken to a ticketing area on the DC's lower level. Each operator in ticketing receives bar-coded sheets of price tickets. As items are ticketed, they are placed into bar-coded totes. A scan of the tote ensures the system knows the contents. This information is relayed by the Lightning Pick system to the Worldsource PTMS+ conveyor control system.

Upon arrival on the mezzanine, each tote is scanned and automatically sorted to a pack zone where shipping cartons assigned to specific stores are staged. A worker next scans the tote, causing lights and quantity displays to illuminate adjacent to cartons that need that SKU. The correct items are placed into the carton and a button is hit to confirm the action. Full cartons are pushed off onto a takeaway conveyor for transport to sealing stations and shipping.



The Lightning Pick Advantage

At peak, the facility processes 500,000 units each day, with the Lightning Pick pack-to-light system handling over 85% of them. The system is also extremely flexible. Zones in the pack-to-light can be expanded or reduced depending on workload. Locations can also be dynamically assigned to match the volume requirements of each store. The system can eventually handle 1,000 stores.

The pack-to-light minimizes the number of touches performed on each SKU and has increased processing accuracies to over 99%. It has easily accommodated increased volumes and growth without adding labor.

"Worldsource and Lightning Pick Technologies partnered to provide a solution that met our unique situation," says Dennis Billings. "There were a lot of engineering challenges, but it now allows us to expand and stay in this facility for several more years."



For more than 30 years and across 500 installations worldwide, Lightning Pick has delivered advanced light-directed technologies on time, on budget, every time. Our best-in-class pick-to-light, put-to-light, pack-to-light, pick carts and other solutions optimize material handling processes — from manufacturing through order fulfillment. Today, we're the number one provider of light-directed solutions in North America, providing our customers increased productivity, higher quality and improved process efficiency.



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