



## NEWSLETTER

### THE FACTORS GROUP SECOND GO-LIVE WITH DATASCOPE WMS

The Factors Group went live on DATASCOPE WMS in a second warehouse in Kelowna, BC on February 24th. The Kelowna plant handles production activities for both gel and liquid/cream nutritional products including the Webber Nationals brand name. The project included managing the processes around receiving raw materials on consignment and taking on ownership as the product gets consumed into production. All of this is achieved with the warehouse staff not requiring any awareness of whether they are moving consigned or owned inventory. In addition, the plant uses a 300-pallet-position automated warehouse which was successfully integrated into the DATASCOPE physical count and processes.

Some of the DATASCOPE features that Factors is

benefitting from immediately include: 1) consignment tracking and reporting; 2) ability to move stock while it clears inspection; 3) enhanced real-time visibility on job processes and cost accumulation; and 4) highly integrated inter-company processes driven by inter-warehouse transfers.

The team responsible for the project success included internal project management, local team that invested heavily in functional specification feedback, testing, training and significant amount of further internal testing and of course inventory counting diligence, assistance from initial Factors WMS site (Monroe, WA) site staff during count and go-live stage, and coordination and guidance by our DATASCOPE Solution Provider, LOGI-SOLUTIONS.



*Factors team at Go Live*

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[www.datascopewms.com](http://www.datascopewms.com)



## ACME UNITED SELECTS DATASCOPE WMS

ACME UNITED Inc, a listed company has selected DATASCOPE WMS for implementation in their 300,000 square foot distribution center based in Rocky Mount NC, USA.



The ACME Corporation is a supplier of cutting, measuring and safety products for the school, home, office, hardware and industrial markets. The company was organized as a partnership in 1867 and incorporated in 1873 under the laws of the State of Connecticut. It is publicly traded on the NYSE Mkt with symbol ACU.

The design phase of the project has been completed and implementation has started with a view to a go-live in September 2020. We at DATASCOPE are excited to work with ACME UNITED as they prepare their business for growth in the coming years.

## JONSSON WORKWEAR EXPANDS THEIR JOHANNESBURG DC

Jonsson Workwear, a loyal client of DATASCOPE WMS for the past 6 years has expanded their distribution center in Johannesburg, South Africa.

During the original warehouse design, we included the ability to duplicate and ultimately triplicate the number of available pick face bins by adding a mezzanine floor above the picking area. From the start of the Jonsson Workwear project we allowed for and implemented over 27,000 pick face bins in this DC.

Last year Jonsson expanded their pick face area to include a second level mezzanine. This increased their available pick face locations to over 50,000 bins. Also included in this project was the expansion of their automated conveyor system through the second level.

On this new picking level, we developed automated processes to manage the picking of work orders to a new embroidery department where a client's logo is applied. This inventory is then tracked in the DATASCOPE WMS software to a specific customers'

order. The result is that online orders for client specific branded apparel are automatically integrated into the DC where the systems ensure the correct base products are picked, embroidered or screen printed and delivered to the correct customer.

Just another way that we at DATASCOPE work with our clients to grow and build their businesses.



## ONLINE BUSINESSES WEATHER COVID-19

*Written by Anton Jurgens CPIM, President of DATASCOPE North America.*

At the time of writing this article the world is in lockdown and COVID-19 is running loose. It is in this situation that we get to see some very interesting business dynamics at play. From our USA office in Charlotte, North Carolina we are seeing firsthand which businesses are being most effected by COVID-19 and which businesses are weathering the storm fairly well.

It is clear to all of us in the midst on COVID-19 that those businesses that are able to operate remotely are in a far stronger position. As an example, our own business has been largely run remotely for the past 5 years. Our clients and our teams are spread over five continents. Due to this business model, our business has hardly felt the effects of the current virus. As I write this article it is business as usual for

# LEADING SYSPRO COMPANIES RUN DATASCOPE® WMS. DO YOU?

us. Software developers in South Africa talk to their colleges in New Zealand or the UK. Support staff in South Africa support customers in the USA, Canada and Australia and so on.

We have seen a very similar trend in the United States and Canada with distribution intensive businesses. Those that have a strong online presence or supply into an online distributor have not suffered like those supplying on a B2B basis or into retail stores. Online businesses such as Amazon, continue to operate and deliver in vast volumes. In fact, due to the “stay at home” order we have seen an increase in online demand for goods and services. Note the Amazon share price below. Although there was an initial drop in the share around mid-February 2020 the share has reversed course as traders have seen a dramatic increase in Amazon’s turnover.

Compare this to the two retail-store intensive busi-



nesses. One is for Khols, a large clothing retailer in the USA. The other is for GAP, another large retailer with many stores and brands. Both businesses have been badly affected by the virus, and we are only weeks into the pandemic.

In a recent project in South Africa we totally automated the processing of online orders from the client’s online store into their ERP software, through the reservation of inventory in their distribution center, and right through to the automatic release of these orders to the conveyor systems on the floor. Here, no manpower is needed to talk to the customer, to load the customer’s orders, or to release the orders into the distribution center. All is automated. Orders placed online are shipped within a matter of hours. It is businesses like these that will succeed and grow in the new world.

This shift to supplying into an online market necessitates some fundamental changes to a distribution business. The warehouses supplying this market must be able to pick, pack and ship high volumes of small orders. To do this, the design of the warehouse must change to include efficient picking zones with some level of automation (conveyors, automated carton building machines, automated labeling machines, integration to 3rd party software etc). Businesses that fail to recognize the need to fundamentally redesign their warehouse layout and to implement optimization software to support such a shift in operations will fail to deliver on customers’ expectations in the long run.

The clothing industry is an interesting market to look at. Traditional retail stores are increasingly failing while at the same time online clothing companies are growing exponentially. In many instances the item you purchase is being shipped from halfway across the world. This trend is moving into many other markets and will continue to do so.

COVID-19 is fundamentally changing the way we do business. Remote interacting teams will become commonplace and businesses will find ways to supply directly to their end customer with fast and efficient distribution centers running effective floor level automation software systems. We are in a new world. Your market is not limited to the country you live in. Your market could be anywhere across the globe. You want to be thinking this way for the future. If you do not, someone is going to move your cheese.

## DATASCOPE FOR ANDROID UPDATE

The current shift in the bar-code scanning industry from predominantly Windows Mobile applications to Android applications is unstoppable. This shift in technology is changing many of the hardware norms in the field today. Traditionally, WMS systems have been supported by relatively expensive mobile devices in the supply chain. This is changing....

As modern Android products continue to flood the market we are seeing an unstoppable shift in WMS hardware offerings. The younger generation is far more comfortable working with a tablet or cell phone than with a traditional mobile device. Concerns around robustness of devices is also loosing its force as a range of ruggedized accessories are now available. Also, the modern generation understands how to



look after these devices and therefore they are more likely to treat them with respect in the workplace.

This is not to say that some traditional IP64 rated mobile devices are not needed in your warehouse or distribution channel but we are seeing far more companies selecting to implement a mix of these

platforms into their operation. In areas of a warehouse that require high volume use in a demanding environment we see traditional devices being implemented, but in many areas such as picking, checkout, cycle counting etc we are seeing a move to tablets and cell phones linked to blue tooth scanners.

DATASCOPE WMS offers a full Android suite of applications while still supporting the traditional Windows Mobile applications.

## DATASCOPE WMS NOW INCLUDES A TMS MODULE

DATASCOPE WMS now includes a module that fully integrates to a range of best of breed freight/shipping software solutions. These freight management systems generally focus on the optimization of LTL (less than truck load) and small parcel freight integration.

Due to the high volumes being managed in some our client distribution centers we have built a fully integrated solution that seamlessly integrates into most freight solutions. This module integrates into our checkout module and shipping module to automatically rate shop orders; to process the required shipments within the various carriers' systems, and to generate and print carrier-based tracking labels, bill of lading documentation and skid pro tracking number labels.

The design of this module includes several "plug-ins" which allow a DSP or software developer to easily

integrate the software with almost all shipping software solutions.

The result allows for a high level of automation on the warehouse floor.

