

# DISTRIBUTION SOLUTIONS

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News and Information for SDI's Client Community



## Consult with us on Distribution

Over the past 25 years SDI's consulting team has distinguished itself with one innovative distribution solution after another. This tradition of cre-



ative thought has resulted in a string of revolutionary system developments and improved performance metrics. In many cases SDI's systems are one of a kind. Two hundred and forty clients in 12 countries attest to

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# SDI Announces Strategic Partnerships

## Manhattan, Green and Centex Deals Highlight Expansion of Services

SDI has entered into strategic partnerships with several key firms to increase the scope of supply chain solutions offered to its clients. These initiatives include partnerships with Centex Construction Group, a world renowned commercial contractor, Manhattan Associates, a global leader in providing supply chain execution software solutions, and Green & Associates, a supply chain management consulting firm.



### RTI and Manhattan Associates

SDI joint venture Real Time Integration, Inc. (RTI) has inked a deal with warehouse management systems (WMS) provider Manhat-



tan Associates to offer integrated WMS, warehouse control systems and sortation control systems to the consumer goods industry worldwide. This in essence creates a one-stop shop for all distribution information systems (IS) needs.

Under the deal the companies will jointly market, sell and implement each others products.

RTI provides a wide range of software products, consulting

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# SDI Introduces SmartTrak Sortation



**SmartTrak applies RF technology for sortation control.**

SDI has developed an innovative suite of sortation control applications under the name "SmartTrak". SmartTrak replaces conventional pin read or bar code (optical) scanning technologies with more robust radio frequency ("RF") tags and RF readers.

Depending on the system, the RF tags may be either read only, or read/write. Read-only chips permanently contain a single location value. Read/write tags can be dynamically programmed through a write station to contain any location in the system and may be routed point-to-point throughout a facility.

At the switching location, the tag comes in range with the reader. The reader interrogates the RF tag, which responds with the value encoded in the tag. If the value in the tag matches the code for the destination, the switch is opened. SDI implemented this technology

combined with its innovative trolley-less hanging garment systems at the Sears distribution center in Vernon, CA. A lead hanger with a read-only RF tag directs garments through the distribution center and to the final shipping doors.

And because many users are tired of the headaches with the old mechanical pin read systems, SmartTrak replaces pin readers in trolley systems with read or read/write RF tags.

SmartTrak features the following advantages:

- One-tenth the cost of bar code scanning technology.
- No moving mechanical parts in the reader.
- SmartTrak works with a less expensive, lighter duty trolley compared to mechanical pin read systems.
- Distributed switching application does not require encodes and tracking plcs.
- Eliminates the need for a clear line of sight, which is an issue with hanging garments

For more information on the SmartTrak system, contact Patrick Eidemiller of SDI at 818-890-6002, or email at [peidemiller@sdiindustries.com](mailto:peidemiller@sdiindustries.com).

## SDI Expands Reach Of Consulting Team

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the company's experience and the results it has delivered.

Building on this foundation, SDI's new Consulting Group expands the realm of creative distribution. The team provides an environment through which customers can explore the latest distribution concepts and apply digital modeling. Clients can also develop real-world prototypes through SDI's Research and Development department. These capabilities allow SDI to apply a custom solution to each client's specific challenges. SDI's client-tailored approach to problem solving provides supply chain performance that cannot be matched by off-the-shelf consulting services.

Is your present system meeting your company's distribution requirements? Do you wish to explore and test viable solutions? If so, give SDI's Mary Adams a call at 818- 890-6002.

### EDITORIAL INFORMATION

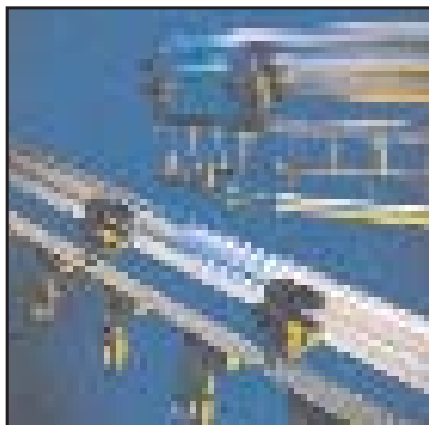
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## Alliance SDI/DURKOPP Launches Uniform Sortation Systems

### Group to Focus on Cleaning and Garment Industries

SDI and a German partner have formed Uniform Sortation Systems (USS) to be the premier supplier of high technology sortation and conveyor systems to the industrial laundry and garment industries.

USS, comprised of SDI and Durkopp Foerdertechnik GmbH of Germany, will combine high quality German-engineered auto-sort systems with U.S.-based consultation, engineering and project management services. The partnership will offer customer-specific solutions that help customers maximize operational efficiency



**USS offers high-quality auto-sort systems and services.**

by streamlining complex sortation and conveyance processes.

USS will offer non-trolley garment transport systems and space saving pressure-free storage cells adapted to achieve the highest

possible unit throughput for customers' available space. Offerings will range from manual to fully automatic solutions employing bar code and radio frequency technology. Systems with sorting capacity ranging from 3000 to 10,000 pieces per hour will be available. Each system will be made-to-order for individual capacity requirements, leaving sufficient space for continuous growth. The range of services offered by USS will include consulting, design, project management, assembly, installation and maintenance services.

For more information on USS, contact Mary Adams of SDI at 818-890-6002, or email her at [madams@sdiindustries.com](mailto:madams@sdiindustries.com).

## SDI Partnerships

**Continued from Page 1** and implementation services to retailers, manufacturers and third-party logistics providers.

Manhattan Associates is a provider of supply chain and WMS software and services.

For more information on the RTI- Manhattan partnership, contact Mike Hahle of RTI at 321-733-1128.

### **Green & Associates**

#### **SDI and Green & Associates**

SDI has also entered a deal with Green & Associates of Wood-

side, CA. The partnership provides clients with comprehensive supply chain consulting services. SDI will focus on consulting and products for optimization of consumer goods distribution centers, while Green & Associates offers a supply chain-wide perspective.

For further information on SDI and Green & Associates, contact Mary Adams of SDI at 818-890-6002, ext. 213.

### **CENTEX**

#### **SDI and Centex**

The SDI/Centex partnership will provide turnkey solutions to companies building new facil-

ities. Partnership capabilities increase project ROI by carefully matching facility design and construction to the present and projected future requirements of the distribution system. The reduction in variances between building capability and system requirements reduce the need for future capital investment and facility modifications.

With these deals, SDI's services now range from site construction through material handling and IS.

For more information on SDI and Centex, contact Dave Puzo of SDI at 818-890-6002 ext. 226, or send him an email at [dpuzo@sdiindustries.com](mailto:dpuzo@sdiindustries.com).

# SDI Consulting:

## Experience the Power of our Distribution Expertise

For 25 years SDI has provided the best in distribution consulting services to consumer goods retailers, manufacturers and service industries. Experience the power of our expertise. Visit us at [www.sdiconsults.com](http://www.sdiconsults.com) today.



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