

A photograph of a warehouse interior. In the foreground, a red forklift is moving a pallet of cardboard boxes, creating a motion blur effect. In the background, there are several high-bay storage racks with white doors. One door is open, revealing a wooden interior. The overall scene is brightly lit, suggesting a modern, active industrial environment.

# THE RECEIVING REVOLUTION: THE START OF SOMETHING BIG

# RECEIVING: THE START OF YOUR PROCESS, AND THE FOUNDATION OF ITS SUCCESS.

Delays and errors in receiving foul your entire warehouse, slowing things down and lacing your shelves with mislabeled stock that'll cause headaches for months to come.

The good news? It's easy and cost-effective to optimize the receiving process, which yields far-reaching benefits throughout your facility. In fact no other process improvement gains you so much for so little.

# SAME OLD, SAME OLD.

Receiving is one of the few areas of transport and storage that looks much the same as it did decades ago: a truck backs up to the dock, contents are emptied, and pallets and boxes are scanned, relabeled, and moved from dock to stock. Rinse and repeat.

Like many other “this-is-the-way-we’ve-always-done-it” processes, there are inefficiencies baked in. They amount to a few seconds in each operation—drops in a bucket—but because they’re repeated over and over (and over) these drops combine into a flood of lost time and money.

Given that efficiency and accuracy in receiving is proven to be key to warehouse profitability, plugging these “productivity leaks” has tremendous potential for cutting costs, reducing errors, and boosting revenue.



## **PALLET THIS AWAY. PRINTER THAT AWAY.**

If your warehouse is like most, workers spend as much time walking as they do working. It's no wonder your throughput isn't what it could be.

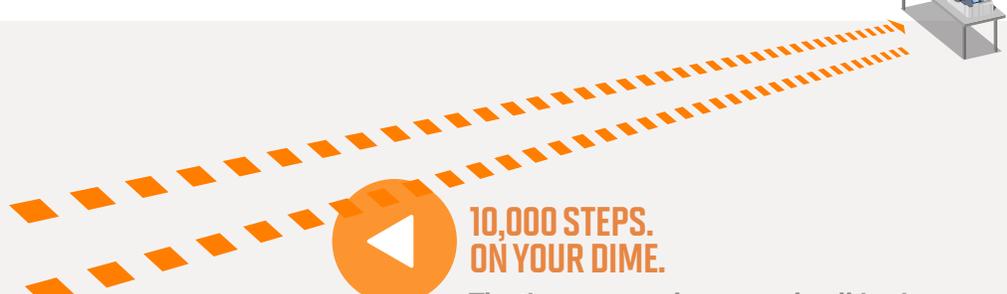
# WALKAIN'T CHEAP.



Walking's a great way to stay healthy. But in your warehouse, time your workers spend walking is time they're not being productive. A detailed analysis of the receiving process reveals—in warehouse after warehouse—that time wasted walking is by far the biggest source of inefficiency. Extra steps equals higher costs. Period.

Most of that wasted walking is related to one activity: accessing the printer. In most facilities, the next step (literally) after scanning incoming freight is the march to the printer for a freight label, and then back to the receiving dock to apply it. These journeys account for thousands of steps per day, and many hours of lost time—per worker—every week.

Add to that the fact that the returning worker often applies the label to the wrong pallet (they do look alike) or that, in their absence, the pallet has been taken prematurely by a fork truck driver and in stock, unlabeled. 92% of mislabeled inbound freight can be attributed to this problem.



**10,000 STEPS.  
ON YOUR DIME.**

The time your workers spend walking is costing you. Hikes to the printer or to enter data add up fast—and is low-hanging fruit for cutting costs and recovering revenue.

# A SIMPLE SOLUTION FOR WAREHOUSE PRODUCTIVITY.

So, we've seen that all the walking back and forth your team does is:

- 1) 100% unproductive, and
- 2) Darn pricey.

What to do? It's not rocket science: Bring the printer to the dock, where your workers are. Problem solved! Woo hoo! Let's go home!

Um, not so fast. Turns out that like many "simple" ideas, getting this right has some pretty big challenges. But thanks to a little invention called "the wheel," there is a way forward.

# THE CASE FOR CARTS.

To reduce the amount of wasted walking, some small warehouses try a printing station at the dock. Not a bad idea, but the numbers don't lie: still lots of walking and mislabeling going on. A half-measure at best.

Mobile workstations are consistently and measurably the most productive answer for receiving process problems. They significantly increase worker output by keeping workers on task and recovering lost walking time.

And because inbound freight is now scanned and labeled pallet-side, carts eliminate the vast majority of labeling and stocking errors—sparing you an untold number of headaches down the road.

Another benefit: All data is managed in real time with no gaps, so you know exactly what's happening in your facility minute by minute, for better in-process management.

## LABELING ACCURACY



Can it be overstated what a pain in the neck mislabeling is? Or how expensive? Carts would be a no-brainer just for the productivity bump, but eliminating label errors is a perk that comes along for the ride. Sweet.



## DOUBLE WORKER PRODUCTIVITY



This is the Big Kahuna of benefits. Carts can double worker productivity, effectively turning every valuable worker into two. Cut payroll, reduce overtime, increase throughput. Worth noting that workers like carts, too, which helps with retention.

## PAINLESS TO DEPLOY AND FAST PAYBACK



Even the best process improvements can be tough to embrace if they require a huge investment. (Looking at you, robots.) Carts require no infrastructure and no training, and pay for themselves in just a few months.

# CUT COSTS, NOT CORNERS.

Nothing beats carts at cutting costs and increasing productivity. But all carts are not created equal—and choosing well is the difference between a breakthrough productivity initiative and a failed one. Here are some of the features you won't want to do without:

## EXCEPTIONAL ENGINEERING



Carts must be compact for maneuverability, completely stable, easily adjustable, with no injury-causing protrusions or sharp edges.

## COMPLETELY CUSTOMIZABLE



Adjustable configuration and a comprehensive set of accessories will ensure you get the best possible performance for your specific needs.

## ALL-DAY POWER OPTIONS THAT ARE SAFE AND RELIABLE



You should be able to choose the optimal power solution for your unique requirements. How much equipment will you be powering? Shift-long or 24x7 swappable power? Lead-acid or Lithium?

## FLAWLESS ERGONOMICS



It's pretty easy to put a printer on a cart. Much harder to do it in a way that ensures employees of any size or strength can easily push the cart and work comfortably all day—without fatigue or stress injuries.

## PROFESSIONAL FEATURES



The best carts include details like built-in outlets and cord management, lockable oversize casters, intuitive adjustability, and foolproof power-system integration.

## TOUGH ENOUGH



You need a cart built to take the abuse of an industrial environment and protect the valuable equipment they carry. (No plastic carts need apply.)



# CUT COSTS, NOT CORNERS.

Taking on new technology is never an easy choice. Will it perform as promised? Fortunately, there's tons of real world data proving that carts cut costs and boost efficiency. Up to 65% higher throughput velocity and \$5,000 of savings per position per year is common. Here are some documented examples of typical benefits:



California's largest supplier of berries offloads 18 truckloads of produce every day. Carts reduce the processing time for each truck from 45 to 30 minutes, which amounts to a labor savings of 4.5 hours per day, or \$22,000 per year.

One of the world's largest providers of enterprise technology solutions reports that with carts they're "receiving the same of product—but with less people and less overtime. Receiving has gone through the roof since there is no down time." And instead of building more dock space, they're getting more value out of the infrastructure they have.



A Top 100 US retailer increased intake from 16.6 to 27.1 cases per hour, a 63% increase, which also reduced overtime by 75%. ROI required only five months. Plus trucks don't waste time waiting for an open bay, which cuts trucking detention costs (\$200+/hour) as well.

# NEWCASTLE: THE LEADER IN POWERED CARTS AND PORTABLE POWER SOLUTIONS.



It was almost 20 years ago that we invented our first Powered Cart and pioneered an entire industry. In these two decades, a lot has changed — but our leadership in providing the very best productivity solutions has not. Never has, never will.

To learn more, visit us at [www.newcastlesys.com](http://www.newcastlesys.com).

Newcastle Systems  
74 Ward Hill Avenue, Haverhill, MA 01835 USA  
781-935-3450



**NEWCASTLE**  
SYSTEMS

SAVE STEPS.  
INCREASE PRODUCTIVITY.