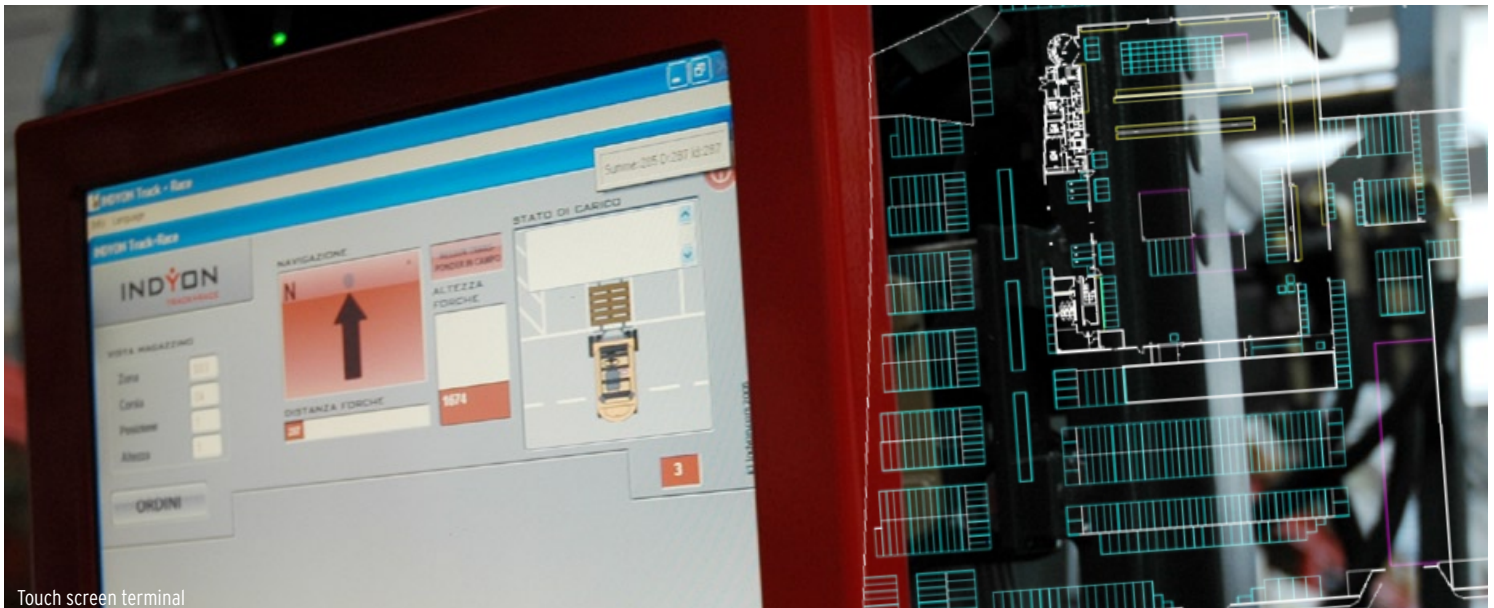


## Track+Race by INDYON: Finding needles in a haystack



Touch screen terminal



**Italian wholesaler of customized cable products relies on an innovative RFID system from Munich to boost operational efficiency**

**SADA CAVI S.p.A.** is an Italian wholesaler of customized cable products with an annual turnover of more than 40 million euros. The company's complex warehouse processes - handling a vast range of cable products - are executed nearly as fast as the legendary Ferrari cars lap around the test track in close by Maranello. The reason for this speed is **INDYON's** successful implementation of **Track+Race**. This system allows to swiftly identify the exact position of any cable roll in the vast block storage warehouse. But there is more to it than that: **Track+Race** also enables the complete identification and tracing of inventory. Using WLAN, real time actionable information is displayed on office PCs as well as on mobile fork lift terminals.

### **The problem: restricted productivity, high costs**

**SADA CAVI** confronted **INDYON** with pre-conditions that were particularly challenging. Single cable rolls often feature the same cable but nearly every roll in the warehouse is unique in (residual) length - a typical issue in this sector. Searching and finding the appropriate cable roll is therefore a crucial factor that until now had cost **SADA CAVI** too much time. A further challenge were different formats of cable rolls, different storage configurations in blocks of up to four and rows of up to ten rolls on

the company's premises as well as different fork lift transport modes in vertical/ horizontal position, palletized or not.

With up to 2,000 cable roll movements a day resources at **SADA CAVI** were being stretched. Before **Track+Race** implementation the consignment of 40 cable rolls had required 6 hours on average owing to search and transfer times. It was obvious that improving the productivity metrics would impact the bottom line favourably.

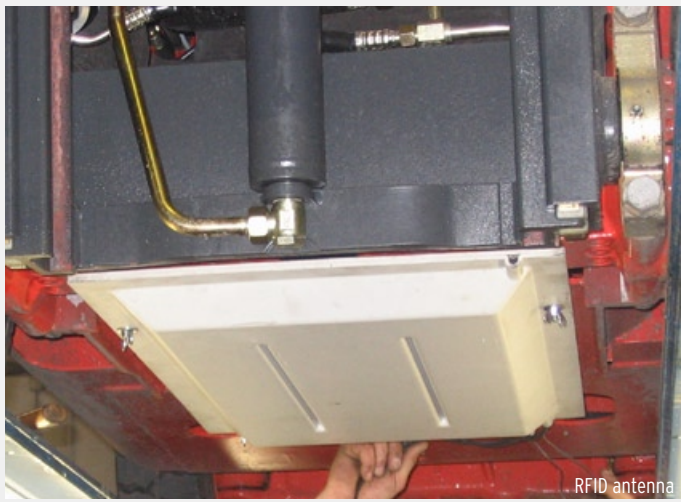
Given the situation the management asked for a better solution that would once and for all regulate and accelerate the workflow. Barcode systems were ruled out due to technical, productivity and safety problems. Only two other options were left: either an expensive automated high bay warehouse or a completely new system that would work in a more flexible way while keeping costs low.

### **The solution: a sophisticated logistics system „made by INDYON“**

In cooperation with **SADA CAVI INDYON** and their partner WeFlex from Maranello have developed and implemented a solution tailored to the customer's requirements: **Track+Race**.

With **Track+Race INDYON** implemented a complete and comprehensive warehouse solution. At **SADA CAVI INDYON** deployed the high-performance position management component **Track+Race BinLocationManager (BLM)** that helps to completely identify and trace cable products as well as navigating the fork lift throughout its mission. What is more the application visualizes the warehouse head the position of each fork lift via real time display.

The core of the solution at **SADA CAVI** is the RFID based location system **Track+Race LocatingSystem (LS)**. LS consists of few but highly effective components: about 2,000 passive RFID transponders of the size of a match were installed 4 cm deep into the ground at significant coordinates such as stockyard, junctions, gates, pick up and transfer points etc. They serve to signal the exact position data to the well-protected RFID antenna mounted underneath the fork lifts. The fork lifts are additionally equipped with special height and loading sensors as well as with the control unit **Track+Race RedBox**. Every movement and the exact position of the payload is being recorded in three dimensions and reported wirelessly in real time display to the BLM. Manual recordings of palette numbers or storage positions have become unnecessary. Mobile touch screen terminals configured to **SADA CAVI's** specific



needs were installed in the fork lift cab. The most interesting point: through these „mobile PCs“ the drivers not only receive mission orders via WLAN but can also be navigated the swiftest way to a storage space, pick up point etc. A further advantage: the navigation of the fork lift affords new employees easy orientation within the warehouse.

As mechanical components were largely excluded **Track+Race** works almost free from wear and requires little maintenance. At **SADA CAVI** any cable roll in the length required can from now on be found in an instant. Since completion of the testing stage **Track+Race** has worked without any flaws in normal operation since February 2007.



The conclusion: once it might have seemed like searching for a needle in a haystack to find the right cable roll at **SADA CAVI**. Now the customized logistics solution **Track+Race** leaves nothing more to chance. **SADA CAVI** profits from substantial cost savings and an enormous rise in productivity. „Thanks to **Track+Race** we succeeded in accelerating our search and transfer times by a factor of six,“ says Mr. Leonardi, owner and CEO of **SADA CAVI S.p.A**. In figures: **Track+Race** reduces the consignment period of 40 cable rolls from 6 hours on average to just 1 hour.



**INDYON**