



**CONGER** ×



## PARTNERSHIP SOLUTIONS

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# RACKING UP SAVINGS: HOW CONGER INDUSTRIES BOOSTED WINONA FOODS STORAGE CAPACITY WITH PALLET SHUTTLE

Founded on a rich cheese-making heritage, Winona Foods began its journey official opening in 1995. Since then, Winona Foods has expanded into food service, industrial ingredients, retail, and co-packing industries, establishing itself as a leading manufacturer in the industry.

The Green Bay, WI facility, featured on The History Channel's "Modern Marvels," is at the forefront of innovation, where skilled R&D teams and culinary experts craft custom recipes and national brand formulations including natural cheese, processed cheese products, sauces, and spreads.

## CASE STUDY HIGHLIGHTS



**Cost Savings**



**Storage Capacity**



**Improved Efficiency**

# CHALLENGES

## A Storage Dilemma

Winona Foods faced a significant challenge as they expanded their production lines at their Green Bay, WI facility. The surge in new business created an urgent need to optimize storage space without compromising its accessibility.

The addition of these new production lines demanded a more efficient storage solution, one that would accommodate the increased production while making the best use of available space.

Despite their efforts, Winona Foods struggled to find a viable solution, prompting them to reach out to Conger Industries for expert advice.



# **SOLUTIONS**

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## **Proper Planning**

Conger Industries began by assessing the existing storage areas and identifying areas for improvement. A key breakthrough occurred when Conger identified a solution to a storage area that had long been a source of frustration for Winona Foods.

During their initial conversation Winona Foods expressed interest in a flow racking system for this area, as it had worked well in the past. However, with access to more advanced racking technology, Conger proposed a more cost-effective and high-capacity option: the Pallet Shuttle system. This dense racking system would maximize storage capacity and optimize the space more efficiently.

Despite its appealing attributes, adopting a new racking solution can be challenging. However, after a discussion with their Conger Industries account manager, who shared his expertise and provided a video demonstration of the Pallet Shuttle system in action, Winona Foods gained confidence as they saw the potential of this proposed solution.

## **Pallet Shuttle**

The Pallet Shuttle system is a high-density storage solution that employs an electric shuttle to store pallets on rails. This system reduces operating times by eliminating the need for forklift space within the racking and allows SKUs to be grouped by channels, improving overall efficiency.



Controlled via a Wi-Fi-connected tablet, the pallet system places the load in the first available spot. This allows for easy picking and reduces the risk of damage and injury by not having the forklift drive into the racking.



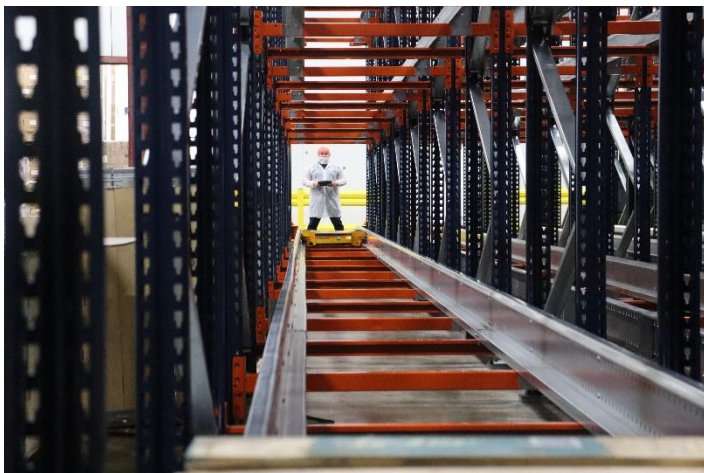
In addition to installing a pallet shuttle, Conger proposed to repurpose the existing racking to another area and reconfigure an additional racking section. The solution was immediately embraced by Winona Foods, as it provided the much-needed storage enhancement without requiring a complete overhaul of its existing setup or building structure.

# IMPLEMENTATION

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## A Timely Installation

Installing a new storage solution is never easy, and timing was a particularly tricky factor for this project. Every hour spent on installation meant another hour when a racking area was out of service for Winona Foods.



Despite encountering a design issue that required the racks to be relevelled, the project was completed. Thanks to Conger Industries' extensive knowledge and expertise and a diligent installation team, the problem was resolved, and the project was completed in a timely manner.



## Training

After the racking system installation, the next step was training Winona Foods' operators on the new Pallet Shuttle system.



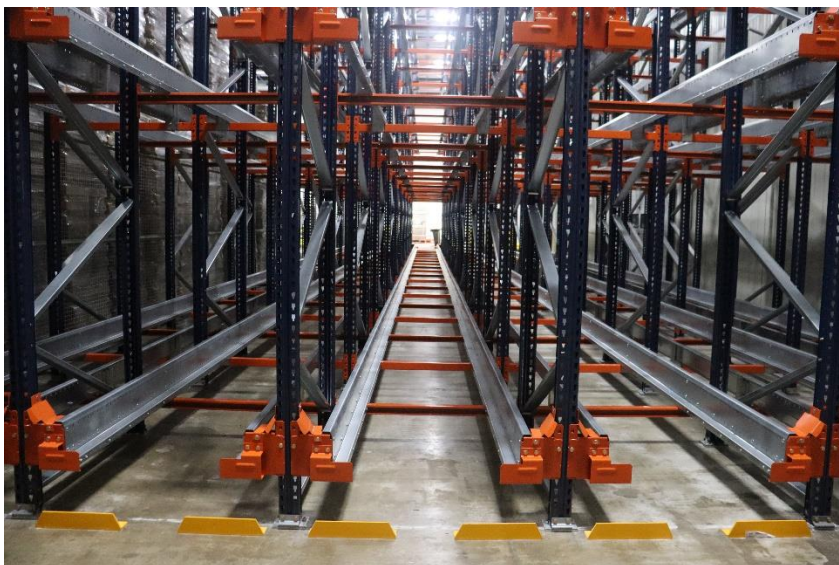
Training sessions were conducted to cover all aspects of the system, from setting the shuttle on the rail system to controlling the Wi-Fi tablet and picking the next available pallet. A key focus was on safely moving the shuttles between the rails. After a few demonstrations and test runs, the operators were fully prepared to use the new equipment confidently.

# RESULTS

## Partnership

With precise planning and execution, the project successfully provided Winona Foods with a storage solution that not only met but exceeded their expectations.

The success of this project significantly strengthened the partnership between Winona Foods and Conger Industries. By delivering a solution that perfectly met their needs, Conger earned Winona Foods' trust and confidence.



The new racking system costs about half as much as the originally proposed flow rack system, resulting in substantial cost savings and improved efficiency. The Pallet Shuttle system, recognized as the densest storage option available, transformed a previously disorganized area into a well-structured, efficient storage space, contributing to Winona Foods' ongoing success and growth.



This project highlights the impact a tailored solution can have on a company's operations. For Winona Foods, the collaboration with Conger Industries provided not just a solution to their current problem but a partnership that will continue to support their evolving needs.