

# PROJECT PROFILE

## CLIENT DESCRIPTION

Our client is a premier omnichannel retailer operating over 800 locations in 45 states whose history dates back to 1830. Their corporate philosophy recognizes that the customer is paramount to their success and that all actions and strategies must be directed toward serving their needs.

## CLIENT NEED

Receiving and processing new inventory is paramount to their successful operation. Due to age and a poor design the client's loading dock materials were no longer effectively serving this need. The dock seal components were either missing or not performing as originally designed. The client also received inventory in multiple types of transportation vehicles that was causing problems with transitioning from the truck to the dock. The client contacted the S. W. Betz Company for assistance in resolving these issues.

## SOLUTION

Upon several on-site assessments of the client's location it was determined that a number of variables were causing the issues being experienced. Various types of delivery vehicles as well as the grade associated with the location of the loading docks required, a specialized solution. After consultation with our dock specialist resources the S. W. Betz Company designed a customized Edge-of-Dock and Dock Seal solution to accommodate the various needs our client had in receipting and processing inventory deliveries. Our successful end-to-end project management services delivered to the client the best solution for their unique need, acquired the necessary materials to implement the solution and managed the resulting installation, all coordinated with the client's ongoing operations.

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S. W. Betz Company is a material handling distributor located in Baltimore, MD and has been serving companies in the Mid-Atlantic region since its inception since 1933.

As of July 1, 2015, S. W. Betz has merged with Advance Scale, a leader in the scale industry. Located in Lindenwold, New Jersey, Advance Scale specializes in installing and servicing scales of all capacities. Together, S.W. Betz and Advance will continue to identify solutions that meet the unique needs of their customers, deliver exceptional value and provide excellent customer service.



Contact us with your unique needs and let one of our experienced weighing and material handling sales representatives develop a customized solution geared towards your specific needs.

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