



## Pine State Spirits Picks Right.

**MAINE LIQUOR DISTRIBUTOR ACHIEVES PERFECTION WITH PROCAT'S PICKRIGHT.**

### The Challenge

Pine State Spirits is the exclusive wholesale spirits distribution agent for the State of Maine. In 2014, the company maintained a 99.94% accuracy rate with a voice picking solution at its 200,000 square-foot distribution center in Augusta, Maine. With 30,000 bottles being picked every weekday, even that “near perfect” rate allowed about 100 claims of incorrect shipments per month. Nick Alberding, CEO and Owner of Pine State Spirits decided to seek a “pitch perfect” solution to close that gap in the family-owned business’s profitability.

## The Hands-Free Solution

Alberding is a satisfied ProCat customer. He contacted ProCat CEO Steve Stomel to help determine how to achieve picking perfection.

ProCat's PickRight software is an ideal solution for any operation that selects products from storage locations for shipping or delivery and expects both high accuracy and high productivity from its selectors. Pine State Spirits' requirements for single bottle and case picking were easily handled by PickRight. The ProCat solution supports zone picking, team picking, batch picking, and wave picking, as well as multiple languages. A broad assortment of real-time label printing options is another major advantage. PickRight also provides over 60 management reports, including labor scheduling, picker productivity, restocking activity and product recall reporting.

The total solution includes hardware components from data collection leader Zebra Technologies. ProCat chose the Zebra WT41N0 wearable terminal, RS419 ring scanner, and QLn420 mobile printer to complement their PickRight software.

1. The WT41N0 wearable terminal directs the employee to the pick location and provides a visual description on the display screen.
2. The picker points the ring scanner to read the barcode. An audible tone confirms the accuracy or alerts of an error.
3. Using the QLn420 mobile printer, the picker prints container labels and/or packing lists on demand, rather than carrying pre-printed labels, which require additional time and coordination to ensure accuracy.





Equipped with this technology, Pine State Spirits' team switched from voice to scan picking in October of 2014. In less than a week, all 15 pickers were using the hands-free, scan-pick technology. The user-friendly system was easy to implement. Employees did not have to memorize the commands required of voice picking systems, so they adapted readily.

Alberding says his initial concern was the system's ergonomics. The pickers went from wearing a headset to wearing a scanner on their finger and a computer on their wrist.

"I was worried that it might impede their speed and increase the fatigue factor," explains Alberding, "but I've seen none of that.

They took right to it. They clearly prefer being able to read instead of needing to listen. They also get a quality bonus, so they strive for accuracy and PickRight is helping them with that."

Since PickRight was implemented, Pine State Spirits' accuracy rate has increased to over 99.99%. Picker productivity has also improved with the new system.

"PickRight makes it very easy to pick perfect orders. We have accomplished our goals of being 'pitch perfect' with PickRight," says Alberding.







## About ProCat Distribution Technologies

ProCat specializes in developing and deploying low-cost, turnkey technology for distribution centers. The company blends feature-rich software with non-proprietary hardware, supported by professional installation, training, and service for long-term results. To improve accuracy and productivity in your facility, contact ProCat to discuss your challenges and discover opportunities to increase operational efficiency.



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