



COMPANY OVERVIEW

Material Handling Systems Integrator

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Established in 1964, W&H Systems is one of America's most experienced integrators of automated material handling systems. Headquartered in Carlstadt, New Jersey, we currently employ over 100 experienced professionals, including one of the strongest and most qualified engineering and support staffs in the material handling industry. Our team is dedicated to helping clients optimize the flow of merchandise through their warehouses while minimizing labor costs and maximizing space utilization.

We have the capability to offer our clients the **"Total Solution"** which includes: needs assessment, design, software, equipment, implementation, commissioning and post commissioning support.

EQUIPMENT

Our wide range of equipment features high-speed carton and unit sortation, GOH Systems, paperless picking/packing, commodity equipment (such as conveyor) as well as specially designed equipment that provide unique features which complement system designs.

MARKETS SEGMENTS

W&H has vast experience serving manufacturers, wholesalers, retailers and logistic providers for the consumer goods industries. Specializing in material handling systems for the following market segments:

- Apparel & Accessories
- E-Commerce/Catalog
- Entertainment Products: Books, DVD's, etc.
- Footwear
- Department Stores
- 3PL/Third Party Logistics
- Pharmaceuticals
- Sporting Goods
- Wine & Spirits



Our material handling experience and company structure enables us to handle projects of all types and sizes. We have an extensive track record of creative and innovative ideas that provide bottom-line savings to our clients.

CLIENT BENEFITS

- Cost effective solutions, our designs are base on your Return On Investment
- Minimize your operational costs
- Maximize your productivity, order accuracy and space utilization
- Make your existing systems more productive and reliable

W&H SYSTEMS QUALIFICATIONS

- Industry knowledge and experience
- Our proven track record of innovative solutions and delivering what we promise
- We have the strongest & most experienced Engineering & Support Staffs in the industry
- We utilize Experienced Project Managers and Field Supervisors
- We have the capability for Total System Life Cycle Support
- We have In-House Controls & Software





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SYSTEMS INTEGRATION

Our integrated material handling systems are based on working closely with our clients and applying our skills and expertise to their individual material handling requirements. As a result, every one of our system designs is unique – designed to meet a client’s specific objectives in the most efficient, cost effective and economical way. Our expertise also enables us to deliver an operational system in a short time frame for those customers that require “speed to market”.

Unlike component manufacturers or distributors, W&H Systems provides our clients with the “**Total System Solution**”. In order to provide these solutions, W&H Systems utilizes the following in-house capabilities:

- **System Analysis** – We analyze our clients existing operations and provide feasibility studies for future requirements. Drawing on our vast experience to generate realistic conceptual solutions and reliable information, we also furnish our clients with detailed cost breakdowns for budgetary purposes.
- **System Design** – Our intelligent system designs reflect the individual needs of our diverse client base. This includes development of material handling systems for both new facilities and for modifying or expanding existing facilities. Our design philosophy incorporates utilization of the best equipment available in the market for the specific function within the system. When appropriate, we include our own specially designed proprietary products as well as commodity products such as conveyor. The end result is the best possible system design at the lowest cost possible.
- **Simulation** – Computer simulation techniques are used when necessary to model all or part of a conceptual system design. Specific information about system throughput, as well as other data about the behavior of the system can be analyzed before a system is physically installed.
- **Engineering** – Our Mechanical and Electrical Engineering groups provide detailed layouts of the entire systems and its components including specially developed proprietary products that complement commodity components produced by other conveyor manufacturers.
- **Controls and Software** – We are a recognized leader for providing the most advanced control and software solutions in the material handling industry. We utilize the standard proven software modules that are developed by our internal Software Development Group, but also provide new or customized software when necessary.
- **Installation** – W&H Systems assigns a full-time project manager to every project to ensure that the client’s needs are constantly met. In conjunction with a dedicated Field Installation Group and experienced Field Supervisors, this team ensures the delivery of a quality on-time installation.
- **Commissioning** – Experienced mechanical, electrical, controls and software engineers, in conjunction with our Field Installation Group, provide on-site training and start-up services for all projects. Acceptance tests are conducted to verify that the system performs as required.
- **Post Sales Support** – W&H Systems is dedicated to total customer service and support. Our Customer Service Department provides fast and efficient service and is always prepared to help our clients. We work closely with our clients not only throughout the project, but also for years to come. That is a part of the W&H Systems commitment to total customer satisfaction and the reason over 60% of our business annually is from repeat clients.

