

Queisser Pharma: **NEW** LOGISTICS CENTRE FOR GLOBAL FULFILMENT

© Queisser Pharma GmbH & Co. KG



*State-of-the-art:
The new building of the
logistics center of Queisser Pharma
in Handewitt near Flensburg/
Northern Germany.*

Queisser Pharma from Flensburg has been successfully developing, producing and marketing medicinal products, medical devices and dietary supplements for over 30 years. Central distribution for products from well-known German brands Doppelherz and Protefix for both the national and international market, takes place in northern Schleswig-Holstein. The company's steady growth now requires additional capacity, which will be created by the construction of a state-of-the-art logistics centre. Planning and implementation of the logi-



stics system has been carried out by Pierau Unternehmensberatung GmbH, Hamburg. The new headquarters for worldwide fulfilment will be implemented in three construction phases with the final expansion phase consisting of a fully automated high-bay pallet warehouse (HRL) with up to 70,000 pallet locations.

The new building was required because the Flensburg headquarters no longer offered sufficient expansion land for the volume growth of Queisser Pharma. The choice of location was a 40,000 m² plot of land in an industrial estate in the neighbouring municipality of Handewitt, some 5 kilometres away.



Dear Readers,
Summer is nearly over, and we have noticed that the general pace of life and work is beginning to pick up again – have you felt it too? All the more reason to make the most of the time we have and what better way to do this than by reading our current issue of BATCHPOINT?

The cover story is about our long-standing customer, Queisser Pharma, who continues to grow their business and in order to create additional capacity has invested in a state-of-the-art logistics centre that will be completed in three stages. Growth has also posed challenges for another customer JOSERA, and to prepare themselves for their expanding e-commerce business, they have been seeking a new contract logistics provider. You can read in more detail on page 4.

Whether you are looking for new trends in logistics or are merely enthusiastic about innovative technology, we recommend you visit our new showroom in Bad Waldsee (close to Munich), so why not also visit us at the inter airport Europe Show? We would be delighted to meet you and hope you enjoy reading this issue of BATCHPOINT!

Best regards,

CONTENTS

- 1 Editorial
- 1 Queisser Pharma:
New Logistics Centre for global Fulfilment
- 3 Logistics to reach out and touch:
Pierau Planung unveils their new Showroom

- 4 Contract logistics tendering
for foodforplanet
- 6 Pierau Planung exhibits at
IMHX 2019 and inter airport Europe
- 7 KLINGEL Group: circular conveyor
made its final journey
- 8 Franz Stöger: Managing Partner
of Pierau Planung

PROJECTS

Centralised, High-Performance Processing

In the future, Queisser Pharma will consolidate the entire logistics, including warehousing, order picking and dispatch for both the national and international market, into a new three storey building. "This will free up space for production at our headquarters in Flensburg leaving us well prepared for further growth" explains Sven Müller, Logistics Manager at Queisser Pharma. "The consultants at Pierau Planung, led by Project Manager Andreas Beermann, have already worked out our requirements by carrying

(reaching double-digit millions) is the 26 m high, fully automated high bay pallet warehouse in silo design. In the first expansion phase, it will provide space for 30,000 pallets on 12 levels and, if required, up to 70,000 pallet spaces can be achieved. The high bay pallet warehouse serves as a replenishment warehouse for production and shipping as well as a picking warehouse for export goods. One stacker crane for each of the five aisles provides for the automatic storage and retrieval of articles.

export shipments and replenishment. Twelve picking stations are planned on the upper floor for small-scale picking. "In order to make the processes more efficient, a two-stage picking system is being expanded," says Andreas Beermann. "In future, replenishment will be provided on roll containers and pallets will be stored in a flow rack. From here, the corresponding articles are picked directly into shipping cartons specified by the warehouse management system using pick-by-light technology." Following automatic lidding and labelling, conveyor technology transports



Legal form: GmbH & Co. KG
Founding: 1897
Site: Flensburg, Schleswig-Holstein since 1987
Management: Axel Kaempfe, Jan Kuskowski
Employees: approx. 500
Industry: Pharmaceutical companies
Website: www.queisser.de



Looking back: Even then, the construction site demonstrated the impressive dimensions of the logistics project.

out future planning and they are now ready and waiting at our side to implement all of the necessary measures."

The new logistics centre offers expansion options in terms of construction and functionality to reflect the company's projected growth. "The basis of our planning was long-term, both in the development of the building structure and in the logistics planning" says Andreas Beermann. "With targeted automation, we have achieved the prerequisites for optimum storage and highly efficient intralogistics processes from incoming to outgoing goods."

At the core of the most significant investment in the company's history

Efficient Picking

Delivery for order picking from the high bay pallet warehouse is carried out on pallets. Stacker cranes transport the pallets to the retrieval lines. From there they are picked up by forklifts, driven to the pallet rack and prepared accordingly.

Picking of national and international export shipments is carried out directly and order-related on both full and mixed pallets. Replenishment for bulk order picking and a reserve warehouse for small order picking are planned for the ground floor of the new logistics centre. Two picking stations will be available here to process full carton picking for

the finished cartons to the ground floor. There they are either made available for onward transport to their respective destination at goods out doors, or they are brought together at floor storage locations at goods out with partial quantities buffered there to form a ready-to-ship pallet consignment.

"Our new building is tailor-made for our needs" says Sven Müller. "With the increase in space and the fully automated high bay pallet warehouse, which can achieve a maximum output of 200 pallets or 1,000 cartons per hour, we are well positioned to ensure maximum efficiency in terms of warehousing, production and shipping both now and in the long term." <<

Logistics you can reach out and touch:

PIERAU PLANUNG UNVEILS THEIR NEW SHOWROOM

Wouldn't it be ideal if all current and future Pierau Planung customers could see for themselves how selected logistics systems and processes work before integrating them into their own logistics? Fortunately this has been made possible by an exclusive presentation and test area recently launched by Pierau Planung in Bad Waldsee, close to Munich. Senior consultant Andreas Spitzki, who has worked for well-known customers such as KLINGEL, myToys, QVC and Versandhaus Walz for many years, is taking over the immediate support of the showroom, which will open in October this year.

The focus is on system solutions developed by Pierau Planung in cooperation with their customers and suppliers based on various components of storage, picking, sorting and packing. All the systems on show, for example from the field of high-performance batch picking, are modern solutions that meet the challenges of 21st-century logistics and Pierau Planung's engineers have already successfully introduced them to a large number of their existing customers.

Presentation with real-time function

To present their features in the new showroom under conditions that are as realistic as possible, independent

manufacturers have provided a wide variety of technical components that run in real-time and demonstrate their full potential through an optimum combination of automated and manual functionalities.

"The purpose is to make working combinations of components from individual suppliers using our systems – such as batch picking with sorting shelves or sorting multi-item shipments for further processing by a paper bag packaging machine – that can be seen in close quarters," explains Lothar Hättich, Managing Director of Pierau Planung. "This gives customers the opportunity to test the installations in question for

Systems and Components exhibited in the Showroom

- Pallet Racking and Shelving Technology
- Transport Trolley
- Sorting Point in V arrangement with PickbyLight Displays and (possibly) Radar System.
- Carton Packaging System with Conveyor Belt and 4 Infeed Belts for Empty Carton, Packing Station with all Ergonomic Details
- Newly developed Paper Bag Packaging Machine with Address Printing System (Serial Number 1, delivered to KLINGEL in June 2019).
- Return System



Carton Packaging System



*Paper Bag
Packaging Machine*

for research and development also considered. Complementary to the system solutions and exhibits presented, further new developments that are manufacturer-independent can be planned, introduced and implemented as working models (like robotic cells).

"With the support of all participants, customers, partners and suppliers, we can demonstrate scalable systems in addition to possible large-scale solutions, such as shuttle systems or bag sorters, which represent real alternatives in terms of economy, modular expandability and performance," concludes Andreas Spitzki. "We are looking forward to the first events to take place in the Pierau Planung showroom!"

If you also want to test the functions of the systems presented in Bad Waldsee, please contact us by e-mail:

info@pierau-planung.de »



Return System

PIERAU PLANUNG TAKES OVER CONTRACT LOGISTICS TENDERING FOR FOODFORPLANET

Conquering international markets means, a successful ecom business needs a logistics service provider behind it with enough capacity to sustain growth – but what happens when this back-up is missing? Foodforplanet GmbH & Co. KG, part of the family-run business ERBACHER the food family, specialising in premium food for farm animals and pets as well as high-quality food, have brought in Pierau Planung to answer this question. The Hamburg logistics experts drew up the tender documents and coordinated the commissioning of a service provider who is responsible for dispatch processing, including supply inventories and returns processing, for new European target markets and is also gradually

taking over responsibility for existing markets.

For more than 75 years, ERBACHER the food family has been a byword for experience and innovation. With the entry of its brand JOSERA petfood into the e-commerce business, own brands and selected accessories for dogs, cats and horses have been selling very successfully online through foodforplanet; the sales company for new business models and internal marketing service provider founded in 2012.

In addition to B2C sales items, general cargo such as POS and promotional items are also stored at the company headquarters in Kleinheubach/Bavaria. Currently, the storage area consists of pallet storage bays with boxed items stored in shelving racks. Both picking and processing are carried out manually at the packing stations.



< High-quality products for dogs, cats and horses – foodforplanet also sells the company's own brand JOSERA Petfood successfully via the online shop.



Individual solutions for distribution logistics and fulfillment – the service provider LOEWE Logistics & Care offers its customers around 30,000 m² of storage space in Herford.



© JOSERA petfood GmbH & Co. KG

For almost 40 years, the JOSERA company complex in the industrial area of Kleinheubach/Bavaria has steadily grown to its present size.

New vigour for B2C business

In the medium term, an annual growth of 20 to 30 per cent is forecasted for outbound shipments. To prepare, foodforplanet took the appropriate steps at an early stage by appointing a new external service provider to handle the B2C business. The latter not only had to provide capacities to implement the volume on an international level but also to take over the existing markets step-by-step. "As a lot depended on the appropriate choice of contract logistics provider, especially from a financial point of view, we quickly realised that Pierau Planung was the right partner to guide us because of their extensive experience in this field," says Benjamin Arnold, CEO foodforplanet.

Progressive international expansion

with consistently high quality and customer orientation are goals that foodforplanet can only achieve if the external service provider follows suit. For the Hamburg consulting team headed by senior consultant Dirk Wohlgemuth, this initially meant drawing up a project-related questionnaire containing the basis for a contract logistics service provider tender. "After development data for the tender had been collected, the As-Is logistics process was captured and, in agreement with our customer, the Target analysis was carried out to determine the requirements," explains Dirk Wohlgemuth. "After we had submitted our proposals on this basis together with subsequent requests for quotations and a final recommendation from potential suppliers, we made a clear choice in

Josera

- 1941 Founding of the feed lime production company JOSERA
- 1963 New factory building in Kleinheubach
- 1980 New building of the company complex in Kleinheubach
- 1988 Entry into the pet food market
- 1999 Internationalisation with the founding of JOSERA Polska
- 2003 Construction and commissioning of a state-of-the-art petfood plant
- 2008 Expansion to Poland (Nowy Tomysl) and Ukraine
- 2011 Commissioning of a new logistics center
- 2012 Founding of foodforplanet, distribution company for new business models

favour of LOEWE Logistics & Care." The service provider from Herford/North Rhine-Westphalia put a new section of the warehouse into operation, giving foodforplanet more than sufficient storage space for the current business and trouble-free processing for the future. "The transition between the remaining term of the existing service provider and the go-live of the new service provider contract went without a hitch," concludes Benjamin Arnold. "Together with LOEWE Logistics & Care and Pierau Planung, we have successfully created the conditions for further growth." »

PIERAU PLANUNG EXHIBITS AT IMHX 2019



MEET US AT IMHXTM 2019

The UK's largest intralogistics event
24 - 27 September | NEC • Birmingham

Ric Nuttall,
Björn Brunkow,
Philip Greatrix –
our team will be on hand for you!

You can find us on stand LT26.

INTER AIRPORT EUROPE 2019: PIERAU PLANUNG COOPERATES WITH BNP ASSOCIATES



Premiere: Pierau Planung exhibits together with BNP Associates at inter airport Europe 2019 in Munich from October 8 to 11, 2019:

Hall B5, Stand 1012.

The idea:

combining state-of-the-art logistics and fulfillment solutions with trend-setting cargo, baggage and apron systems from the US American provider of specialized consulting services.

The goal:

using synergy effects and combining the best of both sectors with bundled competencies in order to achieve optimal results for the customers.

Please contact Björn Brunkow to arrange an appointment
by phone **+49 (0)172 814 71 51** or email: **b.brunkow@pierau-planung.de**.



KLINGEL

© KLINGEL Group

The commissioning of the circular conveyor at KLINGEL was in 1979.

KLINGEL BIDS FAREWELL TO A FAITHFUL FRIEND WITH THE DECOMMISSIONING OF THEIR CIRCULAR CONVEYOR

On 13 May 2019 after 40 years of loyal service for the KLINGEL Group, the circular conveyor made its final lap of the logistics centre in K Mail Order GmbH – Altgefäll/Baden-Württemberg. Probably the most robust system in the mail-order business, it has performed reliably over many years and has thus contributed significantly to the success of the KLINGEL Group.

With the growing success of the company, their logistics also face growth challenges. With almost 70 web-shops and daily shipment figures in the five to six-digit range, the KLINGEL Group places high demands on its shipping operations in terms of productivity, quality and flexibility. Continuous expansion and optimisation measures have ensured that the company's own logistics centre is one of the most modern in Europe. However, after 40 years of tried and tested operation, it is precisely these measures that are now putting the circular conveyor into retirement. The KLINGEL workforce turned out to bid farewell to its former centrepiece of logistics in an atmosphere that can only be described as festive.

Younger logisticians, in particular might ask, wait a minute, what exactly is

a circular conveyor? Well, in the 1970s, circular conveyors were at the pinnacle of cutting edge technology and could be found everywhere in the mail order

» Over
40 years
the circular conveyor
has transported
a total of
500 million parcels
with more than
1 billion
stock keeping units. «

sector. The KLINGEL system was put into operation in 1979, with the support of none other than Pierau Planung even back then! Simply put, the system is similar to a ski lift, but instead of gondolas, tote bins in a circulating rail profile travel through the logistics halls in a curve on an endless chain. In an assembly line system, goods are sorted in two stages into the circular conveyor's bins with picking and putting being carried out one after the other. The articles

are first picked according to the total order and then distributed to the individual customer orders.

Since its implementation 40 years ago, the circular conveyor has transported a total of 500 million parcels with over 1 billion individual article items for KLINGEL, which is an astonishing result.

The fact that a farewell is always a new beginning was demonstrated in the KLINGEL logistics centre not least by the presentation of the new systems. The fully automatic storage and order picking system with state-of-the-art bag store has been up and running successfully since 2018. The new returns area, which was introduced for the first time during the farewell festivities, marks an evolutionary step in terms of throughput time, productivity and quality. Similarly, the substitution of plastic bags by paper bags has also been successful and lends weight to the environmental issue of plastic reduction.

With the new systems in place, the mail-order company KLINGEL is paving the way for the future and once again illustrating why it has rightly been regarded as a pioneer in the development and use of modern logistics technology for decades. «

A boost to internationalisation:

FRANZ STÖGER TEAMS UP WITH PIERAU PLANUNG

Franz Stöger joins forces with Pierau Unternehmensberatung GmbH as a new Managing partner. Hailing from Austria, he has decades of experience in building global markets and teams, and going forwards, he will be sharing this know-how with the Hamburg logistics experts at operational level in the internationalisation of our business activities.



Franz Stöger

Franz Stöger has been active in the field of logistics and supply chain automation for 30 years. Indeed, many in the industry will be familiar with him through his twelve years at SSI-Schäfer and his more than 13 years at Dematic/Siemens.

“Through the planning and implementation of a large number of projects, I have been able to improve the long-lasting competitiveness of many well-known companies,” says Franz Stöger. “This cooperation has enabled

real success stories.” The aim is to continue on this path with the current alliance. Franz Stöger complements the Hamburg logistics consultancy team as an expert partner for Austria and Switzerland as well as Southern and Eastern Europe.

“We are delighted with this promising collaboration and are certain that we can achieve a lot together,” both the management of Pierau Planung and Franz Stöger agree.

NEWS IN BRIEF

» Peter Jensen plans to introduce a new warehouse management system at the Salzwedel location. Our many years of experience is applied in project management and accompaniment up to go-live.

» Erwin Müller Versandhaus GmbH plans to expand its logistics capacities to meet the growing demands of online commerce. We support the development of alternative concepts for an automatic carton warehouse.

» To further optimise the logistics processes, EMP Merchandising has commissioned us to design the ideal packaging and shipping organisation.

» The MYTOYS GROUP has introduced a new shuttle storage system at its Gernsheim site as part of its logistics expansion. We took over the logistical support until go-live.



ANNIVERSARIES

Some of our colleagues have celebrated anniversary this year – congratulations. We hope for many more years of good cooperation!



Lothar Hättich



Christian Berndt



Dirk Wohlgemuth

This customer magazine is published by:
Pierau Unternehmensberatung GmbH
Grotenbleken 33 · 22399 Hamburg · Germany
Tel.: +49 40 606899-0
Email: info@pierau-planung.de
www.pierau-planung.de

Layout: www.zwart-design.de · Katinka ter Heide
Reproduction, in whole or in part, only with permission.

IMPRINT

Orders · Cancellation · PDF-Version:

To receive a regular copy of BATCHPOINT, either in paper or pdf format or to cancel it, please contact Nicole Morganti and Herdis Seibt at marketing@pierau-planung.de.