



CUSTOMER RESULTS



“As Barrett has grown with new facilities all around the country, we never could have kept up with the volume without the combination of Crown’s racking solutions and the RM equipment. The two go hand-in-hand. The exceptional performance of the reach trucks makes the racking work.”

Tim Barrett,
Chief Operating Officer
Barrett Distribution Centers
Franklin, Massachusetts

Real customers,
real stories,
REAL RESULTS.

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Barrett Distribution Centers

Efficiently Manage Warehouse Growth with Complete Design, Racking and Lift Truck Solutions

APPLICATION

Barrett Distribution Centers is a Third Party Logistics (3PL) service provider established in Massachusetts in 1941. It has grown to a family-owned network of warehouse facilities spanning the United States. Supporting a variety of regional and national customers, Barrett warehouses encompass more than 3 million square feet and cater to the movement of practically everything from consumer packaged goods and on-demand auto parts to the varied products of on-line retailers.

CHALLENGE

On a rapid growth path, Barrett faces the daily challenge of delivering continuously growing order volumes on time while opening new facilities to handle the increased volume efficiently and economically. A top priority is maximizing existing warehouse space to accommodate more product, while avoiding the pitfalls of over-crowding or conditions that could contribute to reduced productivity. Barrett knows that downtime not only represents lost revenue, it represents disappointed customers.

SOLUTION

Barrett teamed with Crown to redesign its 260,000-square-foot Franklin, MA headquarters facility. The Franklin project was the first in a series of cooperative projects that began with warehouse layout and design services and progressed through rack installations and new lift trucks. Crown’s RM Series Reach Trucks and PE Series Pallet Trucks are credited with translating the designs into action. Crown’s facility design services and exceptional lift truck performance anchor Barrett’s ability to handle increased volume and continued growth.

RESULT

- **The RMD 6000 Series’ Xpress Lower feature provides the productivity gains the company needed** to turn entire truckloads in one hour and fifteen minutes, picking 22 pallets in under 40 minutes
- **With new racking designed by Crown** and the efficient, productive RM Series lift trucks doing the heavy lifting, Barrett Distribution recorded 30 percent growth year-to-year in 2014
- **Barrett Distribution allowed its operators to choose the Crown PE 4500 for its productivity,** durability and comfort

**PICK 22
PALLETs IN
UNDER
40
MINUTES**