

# GROWING TOGETHER

**RAYMOND**

## RAYMOND HELPS LONG-ESTABLISHED AND RAPIDLY GROWING COMPANY MEET UNRELENTING DEMAND

“WE HAVE THE CONFIDENCE THAT RAYMOND TRUCKS WILL NOT ONLY HOLD UP FOR US BUT WILL ALSO CONTRIBUTE TO OUR SUCCESS.”

- **BILL SZALKOWSKI, FACILITIES MANAGER AT BONIDE**

### OVERVIEW

Bonide — a third-generation, family-owned and -operated business — manufactures products for home, lawn and garden, and pest control. Today, business is better than ever. With thousands of Bonide dealers across the country, sales have increased by double digits over the past decade. To meet the demands of its rapidly growing business, Bonide evaluated its product epicenter: the warehouse, where efficiency is a must.

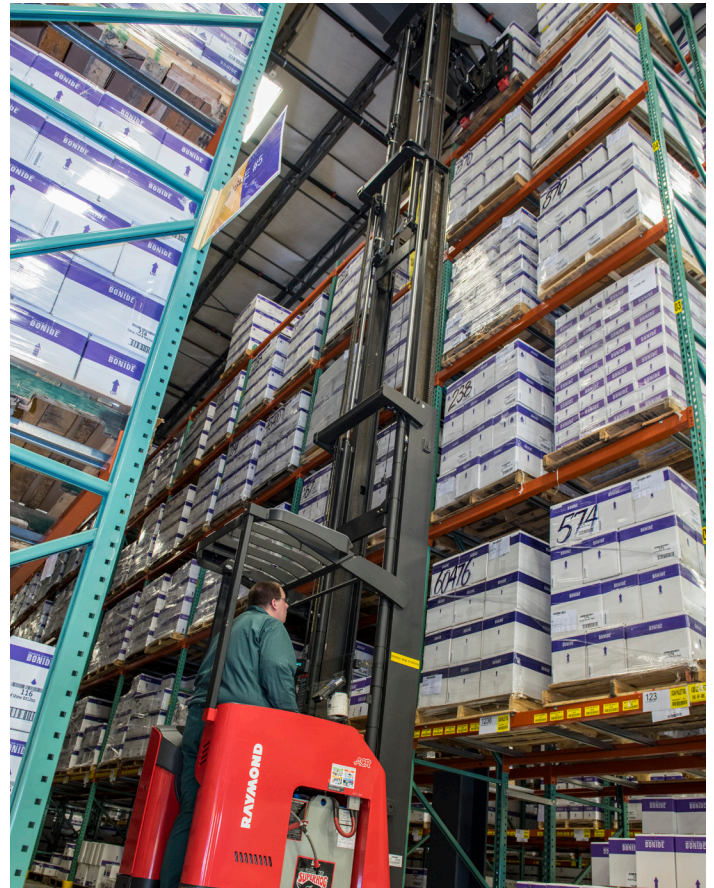
### CHALLENGE: INEFFICIENT OPERATIONS AND SPACE

To keep up with increased sales and its 48-hour-to-ship commitment, Bonide needed to improve its operations and expand its warehouse. The lifeline to the warehouse is its lift trucks as they touch nearly every step of the process. The trucks Bonide had at the time proved to be burdensome and inefficient with issues causing significant downtime, slow processes and missed deadlines.

With business exponentially growing, the warehouse also needed more space to move product. The current flow was laborious, and the facility had limited space for additional product.

### SOLUTION: INVEST IN QUALITY BRANDS

Bonide knew it needed improved forklift quality, additional space and more efficient response times to succeed. In collaboration with Pengate Handling Systems, an authorized Raymond Sales and Service Center, Phase 1 included implementing new trucks. Known to achieve the



ultimate balance between energy-efficient engineering and significant productivity increases, Raymond® electric lift trucks proved to be a game-changer for the company.

The versatility and features on the trucks — including the Fork-Tip Laser Guide, height indicator and digital display — made it easier, faster and more efficient to get work done. Raymond also supplied them with counterbalanced trucks with a truckers mast to accommodate their application.

The durability of the Raymond forklifts was also a win. To Bonide’s surprise — but not Pengate’s — the Raymond trucks were outlasting the four-year expectation. Today, Bonide is so confident in the longevity of the Raymond trucks it has shifted to a lease-to-buy program.

“We have the confidence that Raymond trucks will not only hold up for us but will also contribute to our success,” said Bill Szalkowski, facilities manager at Bonide.

PENGATE HANDLING SYSTEMS

## SOLUTION: SPACE UTILIZATION

Phase 2 focused on the ability to store more product and mobilize it quickly, resulting in a warehouse redesign. Pengate was instrumental in devising efficiencies that leveraged Bonide's current square footage and equipment. The redesign increased rack heights by 8 feet to store more product and created a narrow aisle racking system of 9 feet and 6 inches to provide a more efficient work flow.

## RESULTS: WORKING SMARTER AND FASTER

Bonide's investment in warehouse operational efficiency paid off with incredible success — so much so that company margins have improved tremendously. Because of the success, Bonide now solely runs Raymond trucks and its fleet has full capabilities to reach and move materials supporting the new 28-foot and 20-foot rack heights. The trucks are also engineered to maneuver the narrow aisles with fluidity and ease, resulting in shaving off nearly a quarter of a mile when moving product.

Combining the above with the company's inventory control system, Bonide increased its batch-making abilities from four to 14 per day. The Raymond forklifts also reduced the number of touches for its 8,000-plus skid spaces by approximately two, on average, per skid. "With this reduction, it gives us a longer battery life, keeping the trucks in operation and helping operators be more efficient throughout the day — resulting in huge cost savings," said Szalkowski.

This two-phased approach was a huge culture change for Bonide and an enormous project to embark on. Without Pengate and Raymond's help, Bonide could have never foreseen these solutions and accomplished them so successfully.

"We have no hesitation in continuing to work closely with Pengate on future projects and to find Raymond solutions to improve our business even more," Szalkowski said.

---

PO Box 130  
Greene, New York 13778-0130

Toll free 1-800-235-7200  
Fax 1-607-656-9005

[www.raymondcorp.com](http://www.raymondcorp.com)

Due to continuous product improvements, specifications are subject to change without notice. Raymond is a U.S. trademark of The Raymond Corporation.

©2018 The Raymond Corporation



**RAYMOND**