

SilMan provides multiple line modifications for leading e-Commerce company.



CLIENT

Leading Fulfillment Company

INDUSTRY

e-Commerce

PROJECT SCOPE

Project management, electrical and mechanical installation

LOCATIONS

7 Locations in 6 States



Parcel and fulfillment carriers worldwide understand that their performance as a material handler is at the heart of customer service. As part of our ongoing commitment to clients, the SilMan material

handling team spends a lot of time and energy staying current on new automation equipment and technologies.

More importantly, our attention is focused on a more critical matter: how to incrementally move a client's system forward into an Industry 4.0 workplace in a cost-effective manner.

This was precisely the situation for SilMan and our clients in the e-commerce space when the Opex Sure Sort system was [unveiled at the 2017 ProMat conference](#).

SilMan Industries is pleased to have been contracted by a leading e-commerce provider to install multiple Sure Sort systems across the country during 2018 and 2019.

The Sure Sort System

[The Sure Sort system](#) is a flexible, scalable sortation resource, perfect for the cutting-edge results for which our client is renowned. The Opex solution efficiently manages the sortation of a wide variety of item sizes, which is the norm within every facility in this rapidly changing e-commerce and fulfillment environment.

[Here is an Opex video demonstrating the equipment.](#)

New Jersey-based Opex originally gained prominence in the early 1970s by developing a mailroom system for the then-booming mail order business of Columbia records. [Learn more about the history of Opex.](#)

The Key to Success

Above and beyond the ability and experience of the SilMan Material Handling team, the crucial element to the success of this series of installations is SilMan's infrastructure and process.

In this case, SilMan could collaborate with the client's design and implementation team across seven projects in six states, and deploy key players to each location.

This capacity provides efficiencies for customers and integrators alike. Specifically, inter-team communications, streamlined implementation timelines, and the ability to cost-effectively adapt the core design as required by individual facilities on a national basis.



OPEX SURE SORT NATIONAL INSTALLATION PROGRAM

The Project

The scope of work at each location incorporated a variety of internal resources: engineering, mechanical and electrical installation, installation of “home-run” power and data networking drops, project management, and demo of existing equipment in order to install the OPEX Sure Sort units.

Moreover, since this is new equipment, SilMan’s development team worked extensively with the client’s operations and IT teams to ensure seamless integration with existing physical and digital infrastructure.

These efforts were led by David Rebata and Keith Hiyama, who lead SilMan’s account management and engineering teams, respectively.

Kevin Jackson managed each installation, working closely with Hiyama to direct SilMan’s Tupelo, Mississippi-based engineering team. Jackson also played a key role in building and maintaining the client relationship.

Installations were provided in seven plants in California, Illinois, Indiana, New Jersey, North Carolina, and Texas.

About SilMan

SilMan Industries (previously SilMan Construction) is based in San Leandro, California. Founded in 2008, the firm operates nationwide in three divisions – Construction, Material Handling and Site Services – and partners with “best in class” companies in the Industrial, Manufacturing, Distribution and Public Works sectors. For more information, please visit www.silmanindustries.com/about.