

# Reduce the Total Lifecycle Cost of Your Extendable Conveyors

This white paper brought to you by:

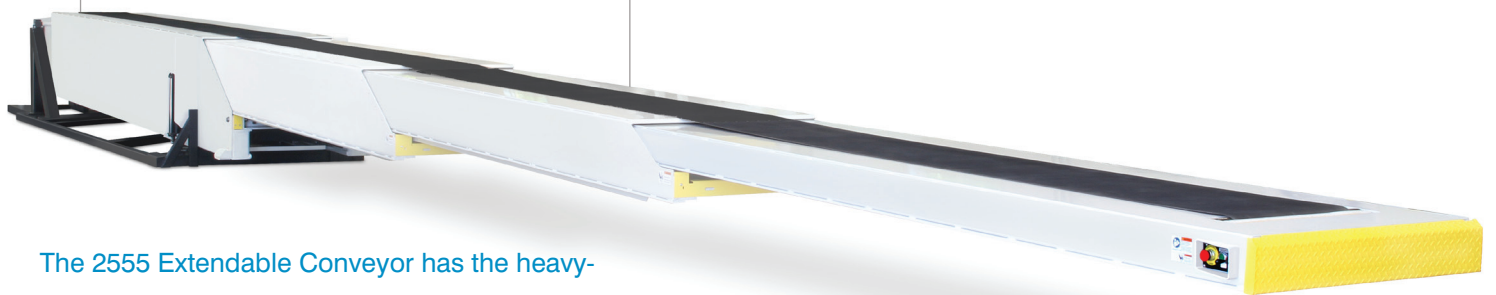


Sponsored by:



## How to Improve Total Conveyor Performance

Industry-leading clients, such as the U.S. Military, and UPS repeatedly select WASP for conveyors and other distribution center and logistics equipment. WASP delivers lower costs by designing and manufacturing equipment that operates dependably at high performance levels and that is easy to maintain. Moreover, WASP conveyors have long lifetimes. By lowering total costs and spreading it over a longer lifetime, WASP also delivers a superior ROI for equipment investments.



The 2555 Extendable Conveyor has the heavy-duty and simplified design features that improve reliability and longevity while reducing maintenance and lifelong total costs. It streamlines unloading and loading packages into trailers ranging to 53 feet long. Distribution center associates can easily vary the belt speed and drop height to match the constantly changing needs of their unloading/loading tasks.

Sometimes obtaining the lowest cost conveyance system means paying a little more up front for a system that has the consistent performance, durability, easy maintenance, and long lifespan that reduces total lifelong costs.

## FOUR FACETS OF SUCCESS

WASP has discovered numerous ways to lower total lifetime costs for conveyance systems. WASP's approach involves four facets that together enable lower total lifecycle costs while maintaining industry-leading lead times for installation:

1. Listening to you
2. Flexibility in conveyance system design and manufacture
3. Domestic production (rather than out-sourced) with pride in outstanding quality
4. Fast and easy integration.

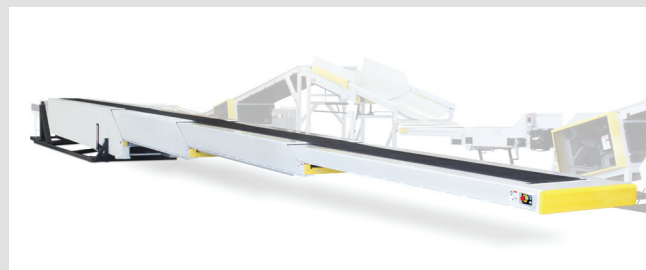
**First, WASP listens to you** to adjust product design so it meets your specific needs at the lowest lifetime cost. WASP never tries to hammer your well-rounded needs into the square hole of a standard equipment offering.

## Customized Products Lower Total Costs for Large Parcel Delivery Firm

After years of experience with WASP's product durability, availability, and performance, another one of the world's largest logistics and parcel delivery companies asked WASP to improve its ground support conveyance systems.

WASP listened to the client company's staff and applied WASP's engineering and manufacturing experience to design and produce conveyors and a range of other ground support equipment. The result met the parcel industry leader's expectations for performance, longevity, streamlined maintenance, and lowered lifecycle costs. WASP reduced life cycle costs on a variety of ground support equipment.

One key to this success is WASP's ability to design and manufacture a similar product with many variations that met the parcel company's varied needs at different locations and improved overall performance. Another key is WASP's best practices that include test parameters and test facilities, which verify that the designs and manufactured equipment will meet customer expectations before shipment.



Along with the new 2555 Extendable Conveyor, WASP offers a complete range of parcel handling equipment that are all designed to match system designs and flow rates and built for lower cost of ownership with heavy gauge steel components and heavy duty bearings, motors and pulleys.



## Leading Package Delivery Customer Gains from the Four-Faceted Approach

At one of the world's largest logistics and package delivery corporations, extendable conveyors for unloading and loading trailers had met a long series of failures. Many different conveyor manufacturers had sold "superior" extendable conveyors, but the results proved unsatisfactory.

When the global company needed to expand their building and conveyor system, it considered its years of experience with WASP's other products that had delivered consistent performance, durability, and lower total costs. The company asked WASP to create a new, more dependable and longer-lasting extendable conveyor system.

WASP listened to the company's stated needs, concerns, and past experiences. WASP then designed a highly creative mix of products customized to the company's needs and flexibly manufactured them, meeting a tight schedule.

- The multi-stage extendable conveyors had:
- Heavy-duty structures to handle heavy package loads
  - Heavy-duty chains and oversize sprockets for more reliable drives
  - An articulating snoot with extraordinary structural strength to handle the impacts of packages during trailer unloading
  - Wiring for controls protected and moved to safer locations on the conveyors while providing easy access for high-productivity maintenance
  - A creatively designed conveyor that quickly adjusts to accommodate all of the delivery company's widely varying drop heights on different types of trailers
  - Additional design refinements to simplify the conveyors, enabling fast and easy maintenance and simplifying integration with customer's systems.

The company has deployed hundreds of WASP conveyors at hubs across its vast operations. After more than a decade of these extendable conveyors' solid reliability, durability, and performance, the company continues to order more extendable conveyors from WASP as the company's business continues to expand.

This combination of exceptional reliability (minimized downtime), high performance, and reduced maintenance costs have lowered the total lifecycle costs for the conveyors and other WASP equipment. Lowered costs spread over a longer lifespan continue to deliver a superior ROI on the investment in WASP conveyors.

**Second, WASP has exceptional flexibility** in both design and manufacturing, which enables WASP to adjust designs and manufacture customized products with both efficiency and speed. This flexibility also enables responsiveness to tight schedules. Designed for full flexibility, WASP's four domestic plants have layouts that efficiently accommodate small production runs, and they have production machinery capable of quick and easy changes to accommodate custom designs and fast customer support.

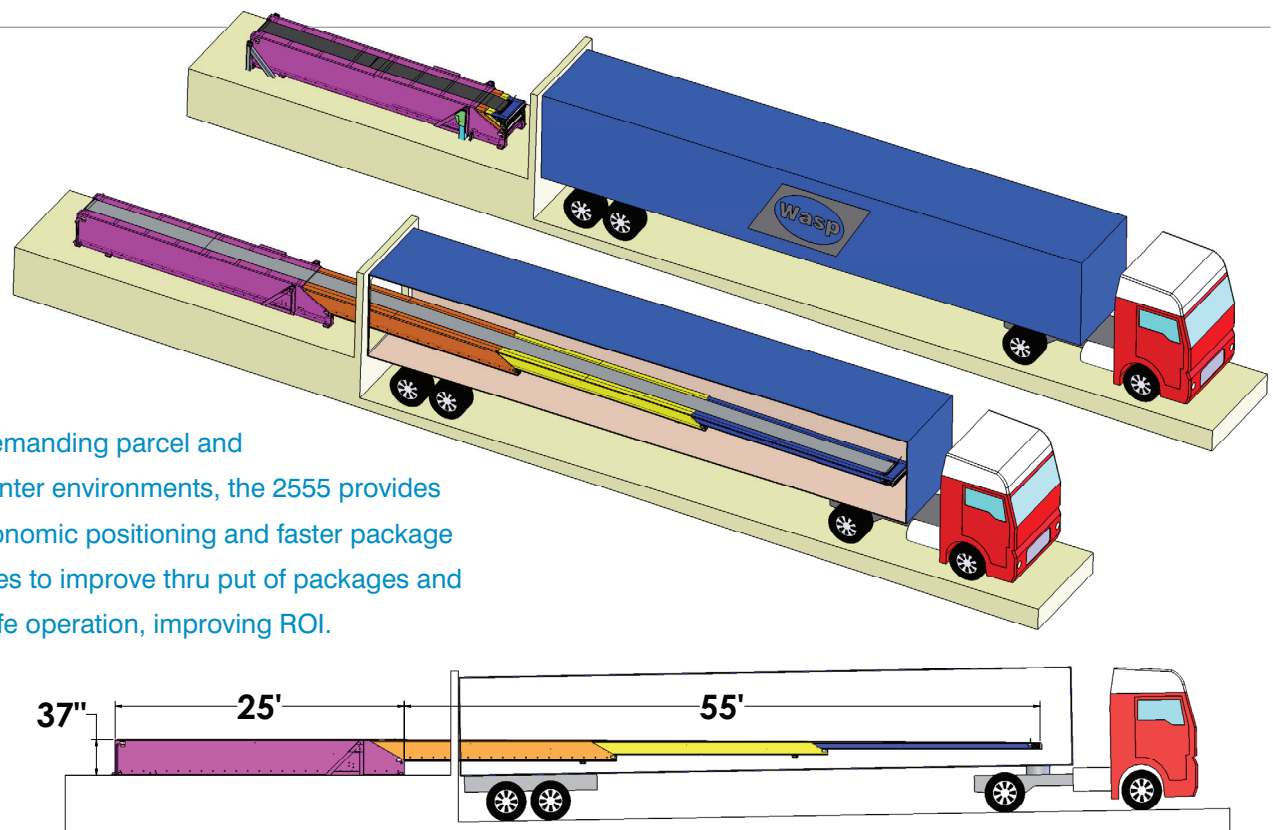
**Third, WASP operates domestically** to avoid the delays, inflexibility, and reduction of control that is inescapable if manufacturing is outsourced. In part because of WASP's in-sourcing, WASP employees have adopted a culture of pride in quality, flexibility, and speed. This culture of pride is further fos-

tered by the fact that WASP is 100% owned by its employees, who take pride in ownership, and serving the customers who make their ownership possible.

**Lastly, WASP has adapted equipment designs to enable fast and easy integration,** as well as fast and easy maintenance. These unusual extra steps taken by WASP eliminate the major source of schedule-breaking, long installations. It also streamlines the work of integrators.

## **Longer Life, Lower Total Costs: The 2555 Extendable Conveyor**

The 2555 Extendable Conveyor is an example of WASP's four-faceted approach to providing conveyors and logistics equipment with lower lifetime costs and rapid installations.



Built for the demanding parcel and distribution center environments, the 2555 provides improved ergonomic positioning and faster package movement rates to improve thru put of packages and simple and safe operation, improving ROI.

Among all conveyance systems, extendable conveyors present one of the greatest challenges for reliable and durable performance—performance that lowers lifetime costs. After listening to long-time parcel industry customers, WASP has created the 2555 Extendable Conveyor system.

In the past, extendable conveyors were expected to last 12-14 years. WASP's 2555 is expected to last 15-20 years or more.

In the past, lead times for delivery of extendable conveyors have been delayed by overseas manufacturing limitations and import/export requirements. WASP's 2555 is manufactured in North America and installed more rapidly than outsourced conveyors.

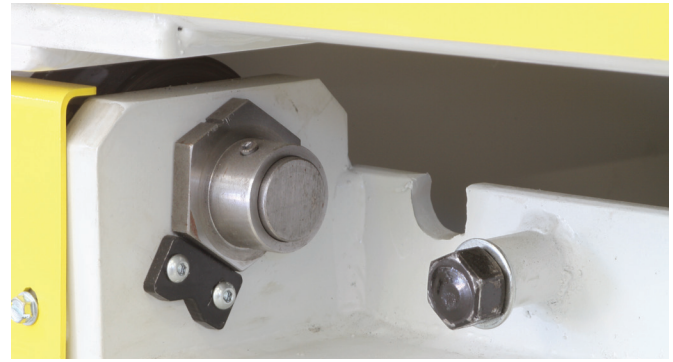
While the 2555 Extendable Conveyor can be considered a “standard” product, it is also designed for flexibility in both design and production. It is easily customized to fit each customer's unique set of performance needs.

### KEY ELEMENTS OF REDUCED REPAIR & DOWNTIME COSTS

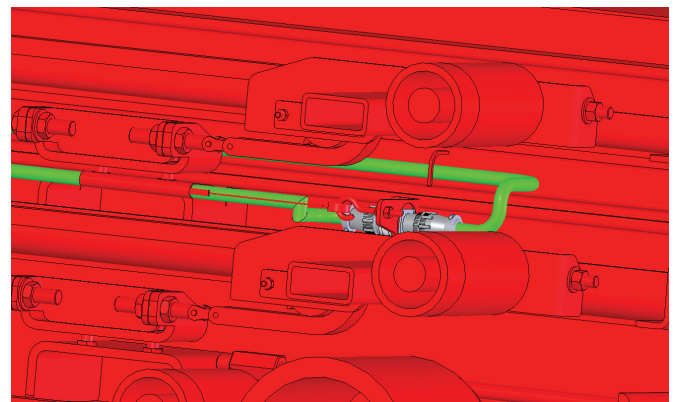
By adapting the design of your conveyance system to your specific needs—rather than selling you a standard conveyor system for a little less—WASP's 2555 lowers lifetime conveyance costs. WASP plants quickly and easily adapt to custom designs to manufacture customized 2555 extendable conveyors.

The key elements that deliver the 2555's superior performance and durability include:

**Heavy-duty cam followers and bearings** that avoid failure at full extension—delivering durability and availability to extendable conveyor systems' weakest point.



Reliable performance starts with high capacity weight bearing roller bearings and cam followers that support all the booms during movement and at full extension, for increased reliability. Field adjustability for precision installations helps improve reliability.



Power and signal cable failures, can cause expensive downtime, Wasp systems are designed and routed to prevent damage to the cables and provide quick disconnect junctions for easy replacement and less down time in the case of an unplanned breakdown.

**Heavy-duty drive systems** with heavy-duty chains and oversized sprocket shafts—minimizing or preventing costly repairs and downtime.

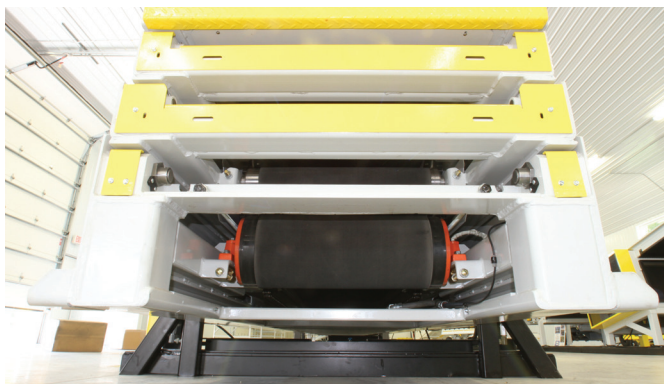
**Protected control cable runs** that prevent conveyor movement from damaging the wires that control the conveyor—extending conveyor uptime and lowering repair costs.



**Stronger steel structure** that exceeds the current upper limits of the parcel industry's package volumes and weights—extending the conveyor's life spans into the 15-20-year-plus range.

**Simplified design** that improves and streamlines preventive maintenance—reducing the number of potential points of trouble and providing easy access to areas needing maintenance. It also helps streamline integration.

In addition, WASP's North American locations speed response to maintenance and parts needs for clients.



Access for maintenance is designed with safety and speed involved. Heavy drive motors are accessed with a maintenance tool, making changes faster, safer and reducing downtime.

## Contact WASP

When you need to improve logistics equipment for high performance with dependability and lower lifetime costs, talk to WASP.

Here is a checklist of items you might want to discuss with WASP:

What can be done to design a conveyance system or other logistics equipment that meets all my needs, including?

- Performance
- Reliability
- Durability
- Schedule
- Extended lifetime
- Total lifetime costs.

How are manufacturing plants designed and equipped to produce the equipment quickly and efficiently even with customized designs?

Will manufacturing take place domestically to avoid the loss of control, delays, and lack of responsiveness inescapable when outsourced plants are used?

What will be done to streamline integration of the equipment I need with other distribution center systems and equipment from other manufacturers?

How will the design and manufacture simplify and streamline maintenance of the equipment to lower lifetime cost while achieving excellent dependability?

What is a good example of a proven history of superior lifelong performance, durability, and lower lifetime costs?

How will reduced total lifecycle cost affect



## Three Keys that Streamline Integration

One of the major sources of longer lead times and extended installations is integration of conveyance systems with other systems in distribution centers.

WASP has simplified integration of WASP conveyance systems with other software, such as warehouse management systems, and other types of equipment, such as other conveyor systems. This makes it fast and easy to match WASP products with the integrator's requirements.

WASP's three keys to streamlined integration are:

1. Standardized machine options that allow meeting the conveyance application's requirements without system redesign. These include options for belt speeds, top-of-belt heights, and raised belt transfers. WASP's flexibility in both design and manufacture make it easy and efficient for the integrator-WASP team to customize logistics equipment to fit the distribution center's design

needs with precision and lower lifetime costs.

2. Simplified and complete controls and startup requirements that speed meeting wiring requirements whether for a simple or a complex, interlock-demanding system.
3. Speed and Flexibility that meet the integrator's requirements. This includes fast turnarounds and experienced engineering support. WASP's flexibility in design and production also enables flexible shipping dates to meet the integrator's scheduling needs. In addition, standard installation requirements not only simplify integration, they also streamline implementation in the distribution center.

Integrators have complimented WASP for taking extra steps that other manufacturers leave out. These extra steps streamline the integrator's work and help avoid the delays and risks so often caused when integration is complex and difficult.

ROI on my investment in the needed equipment?

How will spreading lowered lifetime costs over a longer lifespan further affect my ROI?

WASP will listen to you carefully to you. Please contact any of these individuals at WASP:

**PLEASE CONTACT:**

Les Paul  
414-379-0168  
lpaul@waspinc.com

Nick Olson  
320-634-5126  
nolson@waspinc.com

Bruce Shuck  
320-634-5126  
bshuck@waspinc.com



## Extendable Conveyors—and More

Industry-leading companies, such as the U.S. Military, and UPS repeatedly select WASP for more than extendable conveyors. In the parcel package industry alone, which requires superior long life and low total lifecycle costs, top companies have asked WASP to create:

- Conveyor beds
- Heavy-duty belt drives
- Spiral chutes
- Straight chutes
- Platforms
- Stairs
- Load/unload aids to help packages go in, out, and around the building.

WASP has developed conveyance systems and other distribution center equipment working in all 50 states, Africa, Australia, Canada, the Caribbean, China, England, Germany, Guam, Iceland, Israel, Korea, Kuwait, Micronesia, Norway, Russia, Singapore, many South and Central American countries, Spain, Saudi Arabia, and United Arab Emirates.

Other products range from scissor lifts to specialty trailers for dependably transporting nuclear weapons to U.S. Air Force aircraft.

Please contact WASP for your full range of conveyance and other logistics equipment needs.

“The bitterness of poor quality lingers long after the sweet taste of low price is gone.”

– Attributed to Benjamin Franklin