

B2B materials supplier prepares for a fast-growth future with a fleet of mobile robots

Many companies integrating robotics seek to add them to their current warehouse layout to keep the workflow moving seamlessly. Material Bank, a B2B materials supplier, saw an opportunity to build their entire business model and warehouse around the robotic solution from the very start for even more gains.

There was a specific need to find a technology that can scale as the company grows, with plans to build a facility six times larger than their 74,000ft² facility within the following 2 years.

Locus initially deployed a multi-bot solution of 10 bots that were fully up-and-running in just 14 weeks, picking up to 8 orders at a time on each robot.

Founder and CEO Adam Sandow said, “My team thought I was crazy to start with robots. Typically, you bring in robots to gain additional efficiencies. Instead, I wanted to find the right robotics partner and then build around the right robotic technology to have maximum efficiency.”



Tote configurations chosen for B2B materials picking

Multi-Tote Induction

for picking multiple orders at the same time

Seven Bin Sizes

to support various sizes of orders and product types

B2B materials supplier

74,000ft² facility
1,000,000 inventory
Highly diverse materials + sizes

Locus Multi-Bot Solution



Deployed LocusBots



Weeks for Implementation



Container configurations



Full Analytics + Reporting Dashboard

Disruption is just the beginning

In just the first 7 months since go-live, Material Bank grew to over 11,000 users in the design industry, growing 30% each month with thousands on a waitlist.

Two years since the successful deployment, Material Bank tripled the amount of robots to 45 with plans to top 100+ in early 2021. They also quadrupled the number of SKUs and grew revenues by 300%. LocusBots initially processed 100,000 units per month and are now processing 3 times that amount.

Results

- 200% increase in picking robots
- 100+ Bots planned for early 2021
- 200% increase in units picked monthly
- 300% increase in inventory
- Expanding to include Putaway

The solution has also evolved to meet Material Bank’s changing inventory. LocusBots are now utilizing 7 unique tote configurations.

“Speed and accuracy are critical for us to meet customer demand especially with a guaranteed next day delivery by 10:30am” shares Sr. Director of Fulfillment and Logistics Mike Nowell. “Locus delivers a flexible solution to support our ever growing and changing business model which makes them a leader in the industry. They easily stand out above the rest as a great business and solutions partner.”