

## C & S Wholesale Grocers, Inc. Multiple Locations, New England

C&S Wholesale Grocers of Keene, NH is the largest grocery wholesaler in the United States serving some of the nation’s largest supermarket chains. For over 90 years, C&S has provided first-class warehousing & distribution services to its customers. According to Forbes Magazine, C&S is the 12th largest privately held company in the nation.

With warehouse space of almost 4 million SF, C&S needed equipment that could handle steady use and harsh conditions 24/7. They chose Raymond trucks because of their performance, technology and flexibility. Raymond worked with C&S to develop trucks for their business that were rugged and could perform at very high heights.

Some of the advantages in using the Raymond equipment were the multi-function capability, AC technology and low maintenance. These features benefited C&S because operators were able to move increasing amounts of pallets in less time with more efficiency.

Abel Womack currently serves as a single source lift truck parts supplier for C&S, using the Raymond Service Center Network to supply replacement lift truck parts and other equipment to the majority of their 50 warehouse locations throughout the United States.



### **Project Key Features:**

#### **Challenge**

- Needed equipment that could handle steady use and harsh conditions 24/7.

#### **Abel Womack Solution**

- Abel Womack provided C&S with a single source lift truck and parts supplier which enabled C&S to streamline their operational and administrative functions & costs.

#### **Benefit**

- Operators were able to move increasing amounts of pallets in less time with more efficiency.

**Size:** 2.4M SF Grocery  
550,000 SF Frozen  
500,000 SF Perishables

**SKU's:** 30,000 Grocery  
5,500 Frozen  
8,000 Perishables

**Pallet Positions:**  
151,000 Grocery  
65,000 Frozen  
84,000 Perishables

**Rack Height:** 388" Tallest Point

*“We tend to migrate to the people who make our jobs easier. I am confident in our relationship with Abel Womack and trust that at any time, I can pick up the phone and talk with any number of people who can help me get what I need.”*

*Abel Womack has been responsive to our needs and helpful in answering our questions. Their employees are very educated and skilled.”*

*Director, of Maintenance and Facilities  
C&S Wholesale Grocers*