

Kiss Products, Inc., the world’s largest manufacturer and distributor of professional quality nail products, started out selling press-on nails in the trunk of the owner’s car. They have quickly grown in the beauty care market through major retailers, including Wal-Mart and Target. However, with growth comes new challenges.

Challenges

Not too long ago, IVY Enterprises, a subsidiary of Kiss, outgrew their 120,000 sq. ft. facility in Port Washington, NY. The decision was made to integrate the IVY products with Kiss’ other product lines to help solve their storage crisis and ultimately improve the pick rates of the now nearly 3,000 SKUs.

Solutions

Kiss partnered with Abel Womack to develop a complete solution. After a



collaborative analysis and design phase, they decided on a new building with ample room for growth, an integrated

system featuring a 3-level pick module with carton flow rack, two double-stacked horizontal carousels and light-directed picking. The carousels pre-position the product to be picked, and the light indicates the quantity and cell from which to pick. Multiple orders are picked simultaneously, placed in totes and moved to a consolidation area. A put to light system alerts the operator when the batch order is complete

and all of the totes are automatically routed via conveyor to the packing area.

Under the old system, Ivy was storing beauty accessories on floor-level picking decks. They had tried adding more decks and manually picked one order at a time from pallet racks. This process was slow and took up valuable floor space. Abel Womack looked at Kiss’ business model, SKU quantities and velocity to determine the ideal solution for achieving vastly improved pick rates, accuracy and storage density. Abel Womack also recommended new pallet handling equipment for backup inventory, including Raymond wire-guided swing reach trucks, an order picker and electric pallet jacks.

Results

Despite building delays and the inclement weather of winter 2015, Abel Womack designed the building and worked with contractors to coordinate the equipment installation and the use of special delivery equipment to meet deadlines. The project was completed within 24 months, starting from idea inception to the construction of a new building to a fully automated operational facility. Jin Kim, Director of Operations, said, “Abel Womack was able to help overcome software issues with another provider, offering us knowledgeable advice, and they were instrumental in completing this project.”

Since the 75,000 sq. ft. state-of-the-art facility opened, the newly designed system has allowed IVY to quintuple their SKU facings and increase picking rates by approximately 30 percent. They’ve recently implemented Phase II by adding the third floor to the pick module. That is being followed by the installation of a two-floor mezzanine over the injection molding area for material flow and assembly.

Kiss Products Challenges

- Limited pick face availability
- Space constraints

Abel Womack Solution

- 3-level pick module with carton flow
- Kardex Remstar horizontal carousels
- Light directed picking
- Hytrol conveyor
- Raymond forklifts

Benefits

- Increased storage density
- Increased SKU picking faces by 5 times
- Optimized pick productivity by 30%