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BRING IT.



BEARINGS LIMITED AND HILO MATERIALS HANDLING GROUP

Challenge: Bearings Limited moved into a 140,000-square-foot facility and needed assistance with the layout to optimize effectiveness.

Solution: HILO Materials Handling Group assisted with the layout and provided Bearings Limited with six Hyster lift trucks.

Impact: The warehouse is a model of efficiency, properly equipped for maximum up time, future growth and to maximize cost of ownership.

BACKGROUND Bearings Limited, headquartered in Hauppauge, N.Y., is a third generation family-owned business. Founded in 1947, Bearings Limited is dedicated to providing bearing and power transmission distributors with high-quality products, competitive pricing and a level of service unmatched in the industry.

Throughout its past 60 years, Bearings Limited has evolved from a small business that sold government surplus to one of the industry's leading wholesale distributors. Today, the company's extensive inventory consists of more than 30,000 different bearing, chain, sprocket and bushing sizes and configurations. Products are conveniently stocked in eight strategic U.S. locations enabling the company to satisfy the just-in-time needs of distributors throughout North America.

“When HILO came and helped us design the warehouse, they had in mind the narrow aisles and the trucks that went with them.”

CHALLENGE Jeff Feldman has 30 years of experience with Bearings Limited. Aware of the company's growing success, Feldman realized that they needed a larger, first-class facility

that could serve as both a warehouse to inventory products, as well as the company's worldwide headquarters.

In 2009, the company moved into a 140,000-square-foot facility in Hauppauge, which now serves as the anchor for the company's seven nationwide distribution centers. Moving into the facility was the easy part—deciding on the warehouse layout to quickly, conveniently and successfully navigate more than 30,000 parts was another story.

SOLUTION Prior to moving, Feldman was aware that his soon-to-be Hauppauge neighbor, HILO, offered complete turn-key capabilities and provided layout, design and installation of all warehouse systems. As a result, Feldman asked for assistance with his new warehouse's layout.



HILO sent a representative to the warehouse and after a walkthrough of the facility, suggested building narrower

aisles that would enable more products to be stored in a given space.

The company made sure that the Bearings Limited warehouse layout incorporated battery storage racks so that replacement batteries would not take up valuable floor space. Clean battery-changing or battery-replacement



stations with barriers were also incorporated in order to protect the stations from damaging dirt and debris.

In addition to expertise with warehouse facilities, HILO is also a full-line Hyster lift truck dealer and materials handling and warehouse distributor. The dealer assisted Bearings Limited with securing advantageous payment terms from Hyster Company for six electric Hyster lift trucks. The lift truck mix consisted of two J40ZT sit-down electric trucks, two B60ZAC walkie lift trucks, and two V30ZMU turret trucks, all of which are operated manually. HILO also supplied Bearings Limited with all of the equipment and replacement batteries required for the purchased products.

“After being deeply involved in this industry for 30 years, I had a dream and vision for Bearings Limited’s future,” said Feldman. “One of the most important elements in our partnership with HILO is that they share this vision. Through their experience and expertise, HILO brought my dream to fruition.”

Purchasing an electric lift truck fleet was very important to Feldman and Bearings Limited because electric is both environmentally and employee friendly. Being reliant on batteries, electric lift trucks produce no exhaust emissions, resulting in improved air quality for employees and customers. Plus, there is no possibility of damage to your work product from engine exhaust, which can occur when using Internal Combustion Engine trucks.

helped design for Bearings Limited provides the company with the space, tools and equipment necessary to successfully handle current demand and future increases in inventory. More importantly, it maximizes ROI and total cost of ownership of its Hyster lift truck fleet. Armed with the tools for success, Bearings Limited is not only confident in their ability to grow the business, but prepared to take advantage when the recession ends.

“As a result of the recession, profits are hard to come by,” said Feldman. “There is no question that our new warehouse and Hyster lift trucks, with help from HILO, are more efficient than our previous equipment and warehouses. This efficiency will translate into growth and more profits down the road.”



IMPACT The 140,000-square-foot facility that HILO