



**PEAKLOGIX**

**ALTA**  
**ROBOTICS**

# Team Introduction



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Division Sales Manager  
Alta Robotics & Environmental Solutions

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- Alta Robotics Sales and Application development leader for mobile robotics
- Background in robotics, manufacturing operations, and distribution
- 30+ years of sales leadership experience in solution development and client experience



**Pat Peplowski**  
VP of Business Development  
PeakLogix Automation Solutions

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- PeakLogix Business Development leader, engaged in Peak/Alta Marketing & Promotion
- Background in manufacturing and operational excellence, operations consulting, and sales
- 25+ years of sales leadership in material handling industry for OEMs, Integrators

**PEAKLOGIX**

AN ALTA MATERIAL HANDLING COMPANY

# Simplified Automated Storage and Retrieval Systems

# Vertical Lift Modules



# Introduction & Agenda

1

Introduction

2

Why Consider Automation - VLMs

3

How Automation is Configured - VLMs

4

Automation Benefits you should expect - VLMs

5

Questions



**Pat Peplowski**  
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# Why a VLM?

## Business Case Considerations



### Common Operational Challenges

- ✓ **Safety** – Improve Worker Ergonomics
- ✓ **Quality** – Maximize Inventory Management & Order Accuracy
- ✓ **Labor** – Increase Efficiency & Value-Added Activity
- ✓ **Facility Operations** – Optimize cubic storage

# Why a VLM?

Common Work Environment Examples

## Safety



Avoid Unsafe Activities and Accidents

## Labor Efficiency



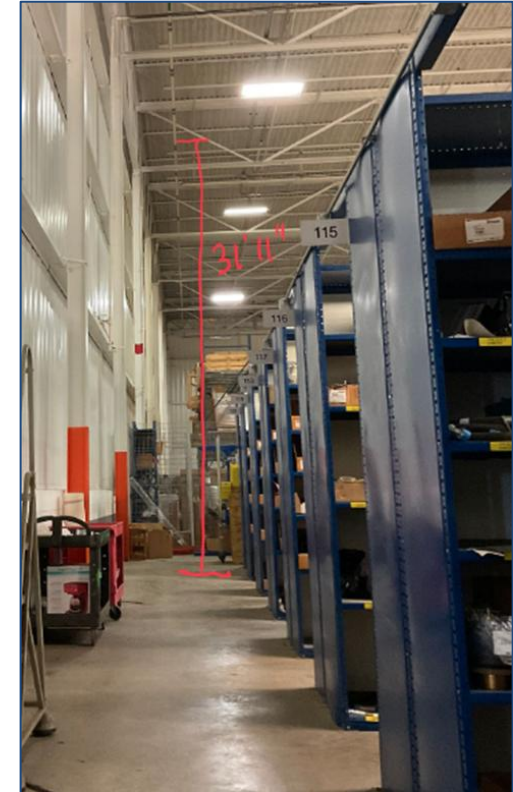
Focus on Value-Added Activities

## Inventory Management



Know what you have and where you have it

## Space Utilization



Leverage your Space for Added Revenues

# How a Vertical Lift Module Operates



- **Goods-to-Person solution** that stores trays vertically to optimize floor space and eliminate operator travel.
- **An extractor system** inside the machine delivers trays to the operator at an ergonomic workstation.
- The **HMI Screen &/or Pick-to-Light technology** will direct the operator which items in a tray to pick or where to put-away items.
- **VLM Software** can be easily integrated with the customer's ERP to maximize order-picking efficiencies and manage proper inventory levels.

# How a Vertical Lift Module is Configured

## Sizing the Machine

### VLM Height

- Building Clear Height

### Tray Sizes

- Common Widths = 8', 10', 12'
- Common Depths = 24" & 32"

### VLM Footprint

- 10' Deep x 10' Wide (8' Tray)
- 10' Deep x 12' Wide (10' Tray)
- 10' Deep x 14' Wide (12' Tray)



### Tray Loading Capacity

- Typical is about 1,400 lbs

### # of Trays / VLM

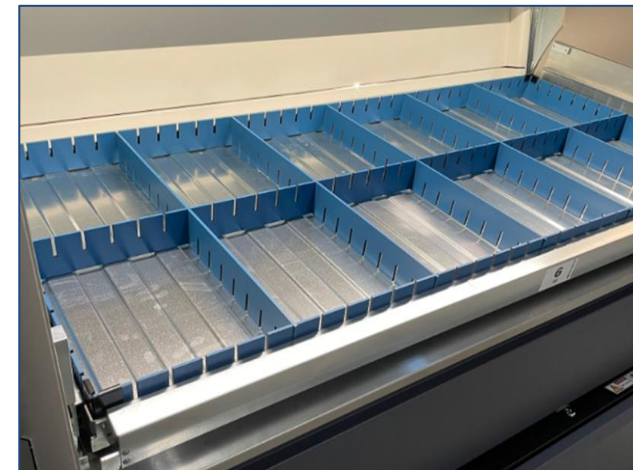
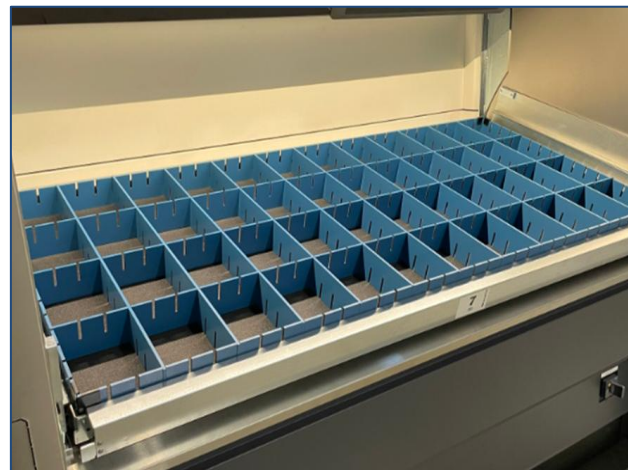
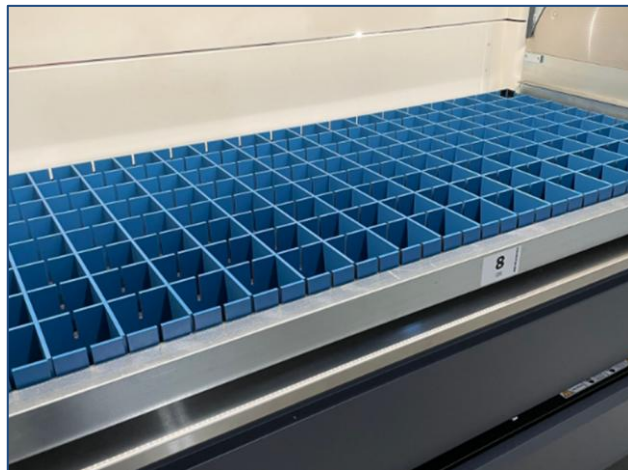
- Depends on VLM Height
- Depends on Product Height

### Picking & Replenishment

- Laser pointer
- Touchscreen monitor

# How a Vertical Lift Module is Configured

## Segmenting the Shelves



# How a VLM Works for You

## Business Case Scenario – Current v Future State

### BEFORE...

Commercial Shelving: 7 Rows x 120 Bays

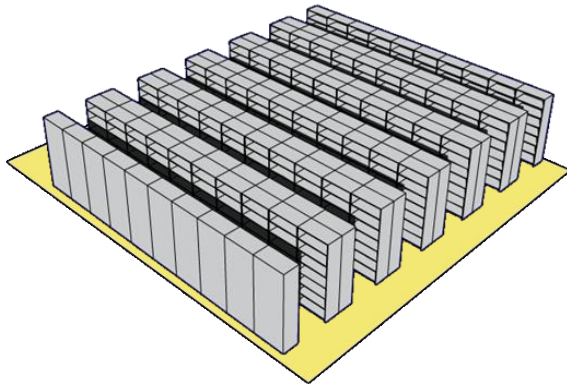
- 7900 Sq Ft of Floor Space (including aisles)
- 10,080 Cu Ft of Storage

Consider Current Shelving Utilization:

- 50% to 75% of Cubic Storage currently in use

Consider Efficiency of Picking & Replenishment

- Number of workers Required
- Travel Path distance required
- Fulfillment & Throughput Times
- Inventory Management Requirements



### AFTER...

#### 2 - 3 VLMs

- Total Machine Footprint is 400 - 600 SqFt
- Assumes 20' Clear Height
- Assumes 8" – 12" product height

#### Realized Benefits

- Single Operator
- Eliminate Picking Travel
- 2.5X Pick-per-Line Speed
- 80% Floor Space Savings
- High Pick Accuracy
- Managed Inventory – Accurate & Controlled
- Safe Operating Environment for personnel



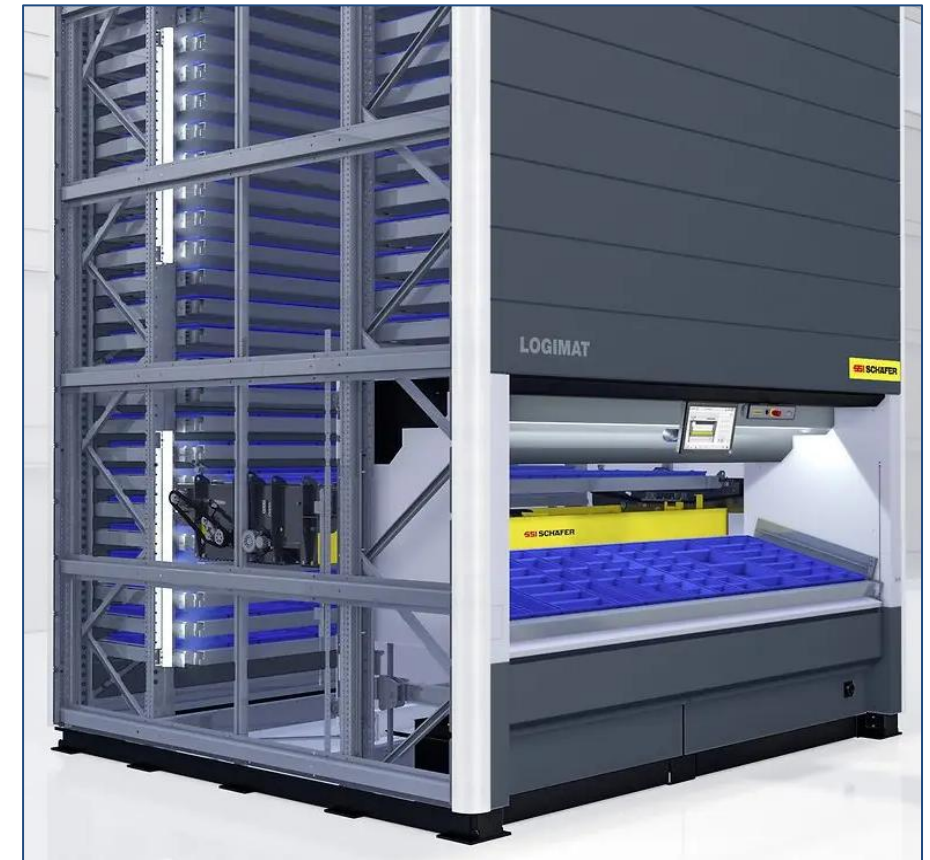
# What You Should Expect

ROI & Business Case

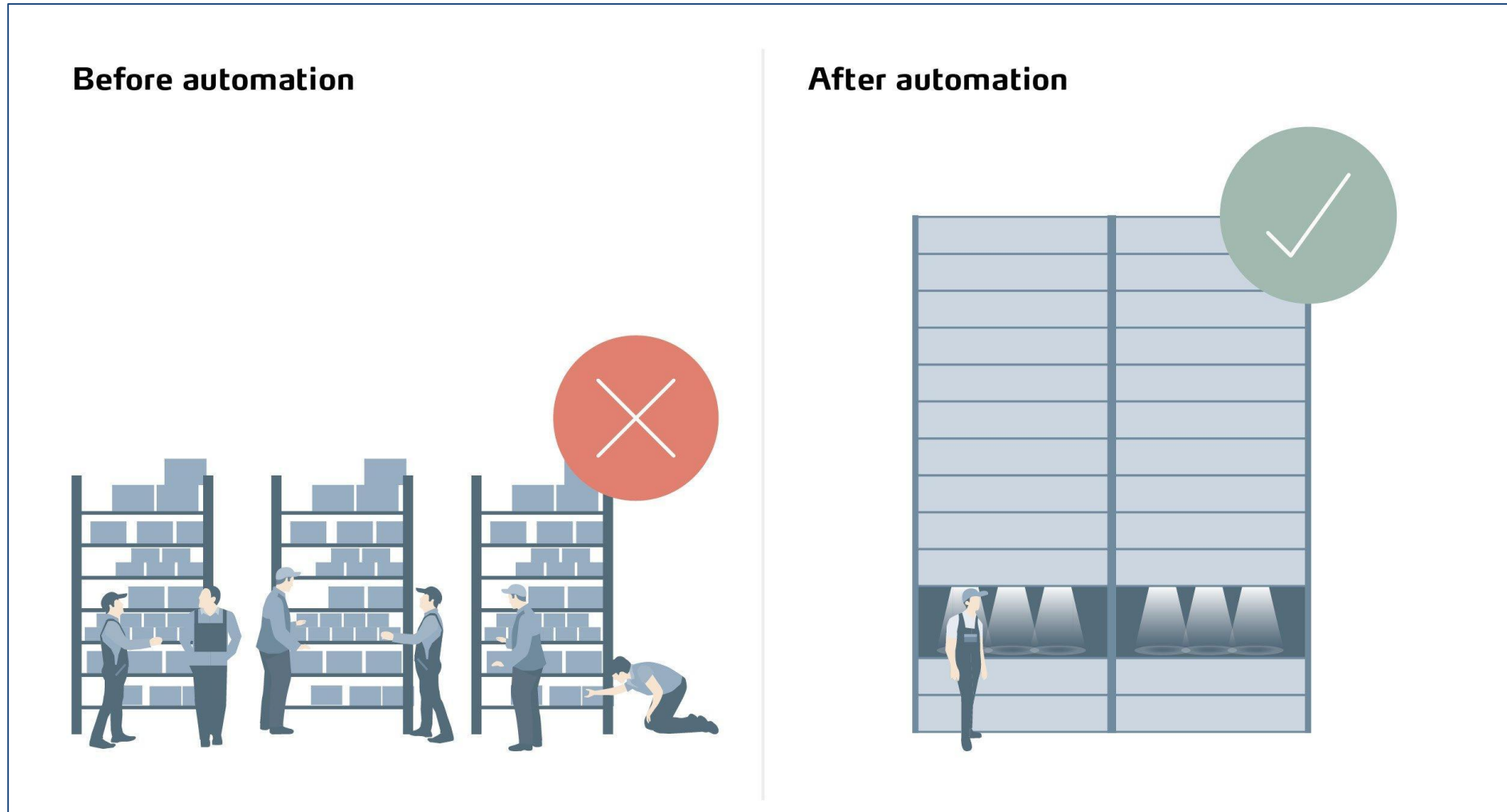
## Automation to Improve your Business

- Safety for your team – improve workplace culture, eliminate risk
- Improve Efficiencies – eliminate travel, non-value-added activities
- Achieve Accuracy – manage inventory & eliminate errors
- Operationalize the Facility – optimize space & work-flow

Properly deployed VLMs show a measurable ROI in 1.5 to 2.5 years



# Questions?





# TECHNOLOGY EMPOWERS INNOVATION WITH AUTOMATION

**Alta Robotics Powered by VisionNav**

## APPLICATION SCENARIOS

Automate Your Intralogistics **VisionNav** Robotics



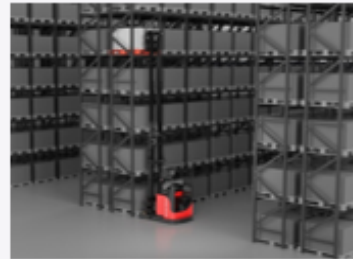
### GROUND-GROUND TRANSPORTATION

Replenishment  
Parts-to-line  
End-of-line



### STACKING

Pallet Stacking  
Cage Stacking  
Frame Stacking



### HIGH-BAY RACKING

Put-away and Picking



### INDOOR TRACTION

Indoor milk-run  
Mother daughter carts  
Double stack



### TRUCK LOADING AND UNLOADING

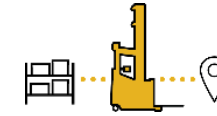
Flatbed Truck  
Wing Truck  
Cargo Container Truck

# Common Robotic Applications in Material Handling and Facility Cleaning



## Receiving

- Receiving to ASRS or conveyor
- Receiving to rack storage
- Receiving to staging



## Retrieval

- Reserve to active drop
- Reserve to case/layer pick
- Storage to other P/D



## Storage - Put Away

- Staging to racking / end of rack
- Staging to case/layer pick
- Staging bulk storage
- Other P&D locations



## Value Added Service

- Reserve to kit/VAS P/D
- Receiving/staging to VAS
- P/D to VAS P/D



## Outbound

- Pallet and waste handling
- Quarantine
- Milk runs



**MODEX26**  
GEORGIA WORLD CONGRESS CENTER

**VisionNav  
Robotics | 22 FT HIGH CAGE STACKING AND  
ALL NEW GROUND-GROUND AMRS**





**ALTA ROBOTICS BOLINGBROOK, IL EXPERIENCE CENTER  
WITH WEBCAST CAPABILITY**

# ROBOTIC LIFT TRUCKS (RLT)



**SLIM PALETTE  
MOVER AGV**



**AUTONOMOUS  
COUNTERBALANCE  
STACKER**



**AUTONOMOUS  
REACH TRUCK**



# Karcher B200 Autonomous Scrubber

34" Scrub Path / 53 Gallon Capacity





## We're Committed to Helping You Maximize Your Uptime

Alta Material Handling offers industry-leading professional support to meet all your mobile equipment needs. You can rely on us for repairs, parts, and an extensive best-in-class network to ensure your mobile equipment needs are met. After all, you're the expert at running your business. Leave the fleet management to us!



### Speedy Diagnostics

Our expert technicians know these machines inside and out, giving you additional peace of mind.



### Parts Available Onsite

We carry a large selection of parts at each of our locations so you don't have to wait for parts.



### Long-term benefits

Keep maintenance costs low and predictable, and extend your equipment lifespan.

# Thank You!



**AUTOMATION THAT FITS YOUR FLOOR**

The MX340 fills labor gaps and frees your team to focus on higher-value work. With practical autonomy, rugged construction, and simple deployment, it delivers results from day one—no infrastructure overhaul needed.

**Robotic Lift Trucks** ↗

**Autonomous Cleaning Equipment** ↗

**Autonomous Mobile Robotics** ↗

**Fixed Robotics** ↗

