



CASE STUDY: Retail Location Optimization

Leveraging a Team's Talents to Realize a Retail Storage Necessity and Opportunity

A home furnishing giant found a great retail location; with a major drawback. The site needed greatly expanded merchandise storage. The project came to WPSS' attention and estimating got involved in early 2018. Bill Whitehouse, WPSS sales manager said, "Opportunities like this one were just perfect for this retailer and we were honored to help them realize it."

The P.O. came in June and Alex Rivas, Western Pacific Storage Solutions' Senior Project Manager got involved the day after July 4. With 35 years in the material handling industry and having completed over 100 storage facilities in California, Alex was the right choice to lead the project.

When WPSS got the contract, the project was two months behind schedule.

WPSS engineered a work platform which had to go up two levels and support the 20,000 lbs. of RiveTier shelving the customer purchased; most of which was placed on the 2nd level for storage. The height from floor to top of platform deck was 9'4" and the final



size of work platform (mezzanine) was 1,500 sq. ft. supporting 15 tons of steel.

This was all straight forward engineering. The

sort of meat and potatoes done all the time at Western Pacific, but this being the retail environment, there were many revisions. WPSS engineering got involved with the back and forth with design drawings and approvals. Obviously, retail centers have lots of changes and WPSS's in-house engineering department made it as easy as possible for the customer. Changes are normal, but this was a lot of work and Gil Phillips, WPSS CAD, was responsible for many of those changes on the design drawings including the last-minute placement of a conveyor system. WPSS had to adjust for that opening which had access to the top storage level and Giovanni "Gio" Anzures, WPSS engineer, was instrumental in solving the complicated shelving layout.

But wait, there was more.

Because the store was going to be selling lightbulbs and ceiling-mounted light fixtures under the work platform (mezzanine), they needed a spacious area to sell light fixtures. The architects said, "We're going to need bigger free spans to showcase these light fixtures." WPSS typically does spans of less than 15'. WPSS had to retain a

structural engineering firm who calculated the size beams to hold the 23' open support and provided guidance for the vertical support members. A free span of 23' also meant WPSS had to switch over to heavier structural components increasing the cost of the project.

WPSS made the foregoing changes working around water sprinklers, dry wall contractors and lots of electrical tradespeople.

At the beginning of September WPSS began manufacturing the work platform and shelving and delivered two truckloads at 5:00 AM on October 3. Installation (not done by WPSS) started that morning and finished on November 1, 2018.

Noted earlier, the project was two months behind when WPSS was engaged. All the above was accomplished and the customer's grand opening target period was met. When they had their grand opening, the retailer was only 2 days behind their original schedule. The retail center was open and operational as of mid-November 2018.

The contractor was pleased with Western Pacific's contribution to the project and Project Manager Alex responded, "It takes a real team effort to properly execute a project like this."



ABOUT WPSS: For over twenty years, Western Pacific Storage Solutions (www.WPSS.com) has established itself as a premier supplier and manufacturer of industrial shelving and work platforms (mezzanines) to some of the world's largest corporations. Serving the smartest links in the supply chain, the company's operations in California, Texas, and Kentucky include two state-of-the-art manufacturing plants, and three strategically-located distribution centers.



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