



In the Field

Martignetti Companies – **Load-IT** Implementation

Martignetti Companies is a wine & spirits distributor located in Massachusetts. Their Distribution Center deals with a broad variety of differing sized, weight and shaped items. When commissioning their new system, they needed to remain in their current warehouse and continue shipping every night of the transition period.

After researching various options, Martignetti chose **Load-IT** as the main solution, primarily because of its ability to manage Martignetti's dual sorter configuration. The first sorter operates by shipping lane, while the second operates by delivery route.

Martignetti was extremely pleased with their choice. **Load-IT** was able to help them:

- realize a 60% increase of cases per night
- achieve 40% reduction in staff requirements
- attain 40-50% shipping accuracy improvement with 100% accountability and 99.9% system accuracy
- generate an 18 month return on investment for the entire new conveyor system
- run at full-production on the second night of commissioning
- utilize warehouse space more efficiently.

“Since the implementation, according to our customers, we have become number one in the state for customer satisfaction and service” says Ilias Potsis, Martignetti Vice President, Warehouse Operations. *“What we love about this system is not only the measurable benefits we get but that it is user-friendly, with lots of variables, and is tailored to our needs.”*

SeayCo's **Load-IT** has also been implemented for a number of customers, including:

Avery Dennison
Commonwealth Distributors
Georgia Crown Distributors
McLane Company
National Distributing Company
Republic Beverage
United Liquors

SeayCo Integrators Inc. is a systems integration company serving a wide variety of manufacturing and distribution industries. Check out our [website](#) or email info@seayco.net for more information on our wide range of software automation systems.