

# PROJECT SPOTLIGHT

## Viking SupplyNet

### Optimizing Expansion and Capacity through Strategic Facility Layout

*Viking SupplyNet, a rapidly growing company specializing in fire protection and fabrication, faced the challenge of expanding its operations to meet increasing demands. With a clear need for additional space and an efficient facility layout, they sought expertise to maximize their square footage with innovative storage solutions.*

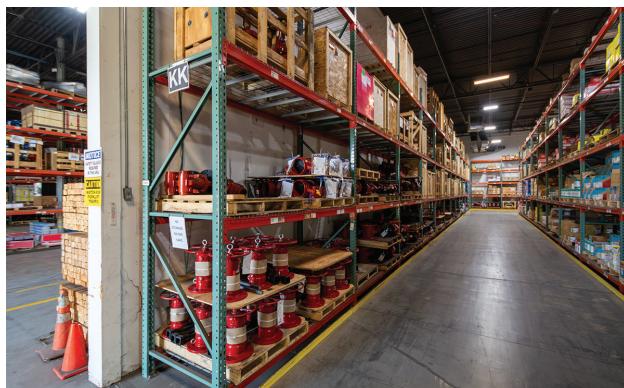
#### THE PROBLEM

As a thriving company, it was only natural that Viking SupplyNet would encounter the growing pains of storage management and inventory efficiency. Their team faced the exciting opportunity to expand their facility with the challenge of setting up the most effective layout possible. With the growth of their fire protection and fabrication services, they transitioned from a single production line to three, which led to an increased need for pipe inventory and distribution space. The company's goal was not only to expand its facility but also to do it in a way that maximized space utilization and maintained a safe and efficient working environment. The presence of other tenants in the building made it crucial for Viking SupplyNet to ensure a smooth transition without operational disruptions, and, as the largest branch of the company, production momentum needed to continue throughout the planning and implementation process.



Paul Slivka, Regional Operations Manager at Viking SupplyNet said, "You can find the solution yourself, but it's harder to plan and implement it yourself."

The opportunity for collaboration emerged when Viking SupplyNet acquired additional space for expansion. Working with Lee Daniels from Patterson Pope, Viking SupplyNet embarked on a journey to find the best solution for their expansion and capacity needs. Lee's expertise and deep understanding of various racking systems and facility layouts allowed him to work closely with the company's team to identify the most suitable methods of storing pipe and organizing the new racking system.



**"We learned that partnership and knowledge went a long way when implementing one of these projects."**

Paul Slivka  
Regional Operations Manager, Viking SupplyNet

## THE SOLUTION

The initial phase focused on optimizing the existing 40,000 square feet of space. Daniels utilized CAD drawings to propose a plan allowing a smooth flow between the fabrication and fire protection areas. This plan enabled the company to reutilize office space for cantilever racking to store long pipes effectively. By using cantilever racking, Viking SupplyNet could now store smaller pipes of multiple sizes in the same footprint, significantly increasing storage capacity.

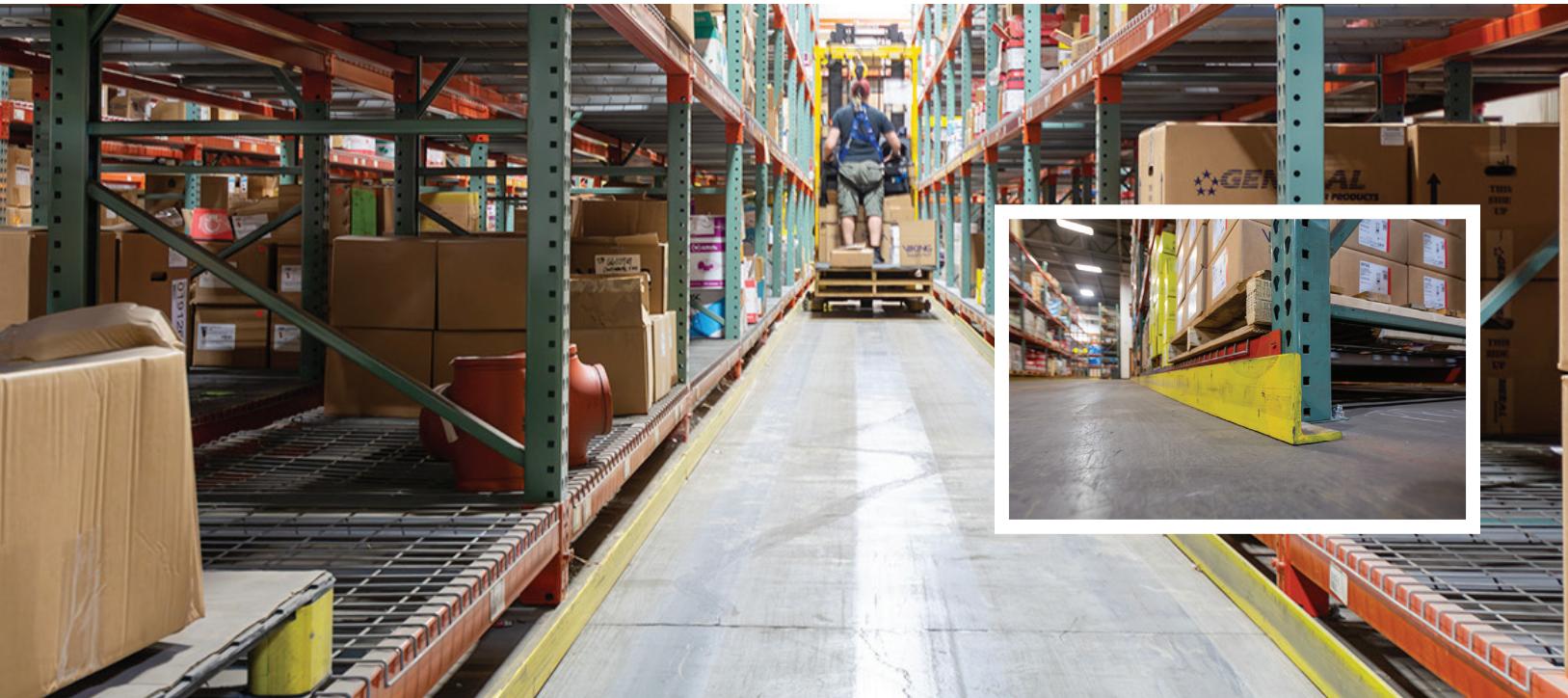
With the success of the first phase, Viking SupplyNet proceeded with the planned expansion in two more phases, eventually growing by a remarkable 150%.

Including guide rails was a game changer, saving both time and money by protecting the racking and product while also utilizing the most space possible. Spacers made a great layout even more effective by adding a 12-inch gap between racks to bury poles between shelving instead of losing precious space within the units.

Incorporating picking guide rails and spacers also ensured the safety of personnel and products, and the cantilever racking system made it easy for Viking SupplyNet employees to access and retrieve products, enabling them to handle over 40 customer visits per day efficiently.

The streamlined storage and retrieval process reduced the time previously spent unstacking, unbinding and restacking pipes. Consequently, the branch experienced exponential growth, expanding from 20 employees to over 60 and tripling its sales revenue.

The transformation was seamless, and they never skipped a beat in production. Furthermore, Daniels' knowledge and expertise were instrumental in establishing a standardized storage system across all Viking SupplyNet facilities nationwide. The optimized facility layout and storage solutions developed in collaboration with Patterson Pope served as a blueprint for other branches to follow, ensuring consistency and efficiency throughout the organization.



**"To me, the help and Patterson Pope's process is what was the most comforting thing throughout this project."**

Paul Slivka  
Regional Operations Manager, Viking SupplyNet

## THE OUTCOME

The new facility layout increased capacity and improved productivity and workflow. The facility expansion allowed the company to triple its space, employees and sales. Additionally, the project established a new standard for storage across Viking SupplyNet facilities nationwide. The cantilever racking proved to be a game-changer, enabling the company to store four times as many goods in a given area while enhancing the ease of access and productivity.

Throughout the expansion project, Viking SupplyNet realized that it was not only about finding the right products but also about partnering with a company that could provide valuable insights, expertise and a well-coordinated plan. *"To me, the help and Patterson Pope's process is what was the most comforting thing throughout this project,"* Slivka said.

The ability to trust in the process and implement a standardized solution across facilities significantly impacted the project's success. The collaboration with Patterson Pope saved costs and time and ensured safety, productivity and peace of mind for Viking SupplyNet and their employees. The partnership underscored the importance of working

with experts who can turn a vision into a reality and support the growth and expansion of a thriving company.

Viking SupplyNet's journey from a growing company in need of expansion to a thriving enterprise with an optimized facility layout and increased capacity is a testament to the power of collaboration and strategic planning. Working with Patterson Pope, they achieved remarkable results, becoming a standard-bearer for efficient facility layouts within their industry. By recognizing the value of partnership and knowledge, Viking SupplyNet ensured a successful expansion that drove their business forward.

