



MATERIAL HANDLING SOCIETY

NEW JERSEY, INC.

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NEWSLETTER

NOVEMBER 2007

PROFESSIONALS DEDICATED TO ADVANCING THE APPLICATION
OF MATERIAL HANDLING SCIENCE & TECHNOLOGY

CIRCULATION
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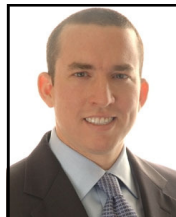
Tour of Burlington Coat Factory at Edgewater Park and Talk on WCS on November 28th



Burlington Coat Factory Distribution Center at 4287
US Route 130 South, in Edgewater Park, NJ

PAUL LIGHTFOOT, HEAD OF AL SYSTEMS TO DISCUSS WAREHOUSE CONTROLS

Our speaker for the November meeting after the tour is the President and CEO of AL Systems, our meeting sponsor. He joined the company in 2001 and under his leadership AL Systems has prospered. Previously



Paul was the founder and CEO of Foodline, a venture backed software company that provided customer and reservations information and technology to restaurants. Prior to Foodline he was a transactional attorney at a Wall Street firm. Paul has a B.A. from Lehigh University and a J.D. from Fordham Law and is on the Board of Directors of the Brennan Center at NYU Law.

On November 28, MHSNJ and guests will tour the recently completed Burlington Coat Factory distribution center at 4287 US Route 130 South at the corner of Charlston Road in Edgewater Park, NJ.

This outstanding facility features:

- Building size: 628,000 square feet
- Height of Building: 50 feet
- Distribution from this facility to more than 300 Burlington Coat Factory stores
- Receiving Berths: 26
- Shipping Berths: 71
- Two 14 foot doors on ground level
- Miles of Conveyors: 8 miles/ FKI & auto-motion conveyors with crisplant tilt tray sorters and automated print and apply system
- Forklifts: Crown electric stand-up, sit-down, and ride-on pallet jacks
- Racking: Portable "Nestaner" racking
- Types of orders: Bulk store shipping
- Picking: Automated Sortating / Flat - F.K.I. / Hang—P.S.B.

Paul's topic will be the role of Warehouse Control Software (WCS) in distribution operations. The topics will include:

- How does WCS coexist with WMS
- What does WCS do better than other supply chain systems
- What are typical applications
- The future of software in the automated warehouse

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MEETING SPONSOR is:**



**NOVEMBER TOUR AND MEETING
REGISTRATION FORM ON PAGE 3**

2007-2008

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MHSNJ PRESIDENT'S MESSAGE

November, 2007

Dear Members and Friends

Glad to see so many of you at our tour of Maher Terminal at Port Newark and the dinner presentation by Frank McDonough of New York Shipping Association. It was extremely interesting to get an up-close view of the container handling operations going on at our port, usually unseen as we pass by on the NJ Turnpike. Thanks again to Maher terminal, Frank McDonough and Anne Strauss-Wieder for the organizing of this event.



For November we have a tour of Burlington Coat Factory DC in Edgewater Park followed by a dinner presentation on the role of Warehouse Control Software (WCS) by Paul Lightfoot of AL Systems. I was lucky to catch Paul's presentation in the spring and look forward to hearing it again.

Burlington Coat is located "all-the-way-down in South Jersey"! This is what we hear once in a while from people when we announce our tour sites. This shows the latest change in the NJ distribution landscape. I've been around long enough (yea, I know I don't look it - thanks) to remember when Se-caucus was the main hub of all distribution (warehousing) in New Jersey. Then came the Rt. 80 area, the 287 corridor, the 8A Monroe/Dayton hub while at the same time distribution moved out of Philadelphia to cross the river into southern NJ. Now we have the Burlington area in South/Central NJ and the building of DCs on 'brownfields' back up north in Carlstadt.

The bad news is that it's further for some of our members to drive; the good news is that our society is expanding to encompass these areas and we are welcoming in new members from "all-the-way-down" in South Jersey every month. Come on out and join us!

See you at Burlington Coat!

Steve Garvey

UNTIL THE NEXT NEWSLETTER, SUPPORT OUR TROOPS

OUR NOVEMBER SPONSOR



AL Systems provides clients with integrated software solutions that improve the flow of merchandise through distribution centers. Their clients include Urban Outfitters, Simon & Schuster, Berlex Labs, Pacific Sunwear, Modell's Sporting Goods, Kohls Department Stores, J Jill, Mervyns, Talbots and Men's Warehouse.

They have been recognized as a 2007 "Top Logistics IT Provider" by Inound Logistics magazine and was included in Apparel Magazine's 2007 "Top 50 Software Scorecard."

Revenue and margins have increased dramatically since 2001, as AL Systems has become recognized by the trade media and leading consultants as the "go to" vendor for solutions that improve product flow through distribution centers.

**MHSNJ SCHEDULE
2007 / 2008**

Wednesday, November 28, 2007

Tour of Burlington Coat Factory
Talk: Warehouse Control Systems

Wednesday, January 30, 2008

Tour of Baker & Taylor Books
Panel: Automated Order Fulfillment

Wednesday, March 19, 2008

East Coast Warehouse, Tour and
Discussion of Solar Power for DC's

Wednesday, May 14, 2008

Dinner Meeting and Tour to be
determined (several being considered)

Wednesday, June 4, 2008

Annual Scholarship Golf Outing
at Minebrook GC, Hackettstown

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TOUR — CALL ANY DIRECTOR**

★ ★ ★ ★

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Jeff Seibert at right receives his membership certificate from Past President Don Cronin at our October meeting

MATERIAL HANDLING SOCIETY NEW JERSEY INC.

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