

# VERY NARROW AISLE

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## MAXIMIZING EXISTING SPACE TO MINIMIZE COSTS

“IT WAS A FANTASTIC PROJECT — INSTALLED ON TIME, IN SCOPE AND WITHIN OUR BUDGET. AND IT’S UP AND RUNNING, GIVING US RESULTS ALREADY.

**BRAD DOELL, VICE PRESIDENT SUPPLY CHAIN AND  
PROCUREMENT, NOVA SCOTIA LIQUOR CORPORATION**

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## OVERVIEW

The Nova Scotia Liquor Corporation (NSLC) story begins in the late 1920s — when Nova Scotians voted in favor of retailing beverage alcohol. This movement paved the way for the establishment of the Nova Scotia Liquor Commission on May 1, 1930. In 2001, the NSLC changed from a commission to a Canadian Crown corporation. Today, there are 106 retail stores and 60 agency stores across the province, generating more than one half billion dollars annually. Stores continue to evolve as new concepts for layout, customer service and merchandising are brought forward. The retailer uses exclusively Raymond® trucks in its warehouse and works closely with G.N. Johnston, a Raymond Sales and Service Center, to optimize and manage its facility.

## CHALLENGE: THINKING INSIDE THE BOX

As customer demands drive liquor stores to provide more choices at the checkout counter, the NSLC needed to create more spaces to store inventory in its facility. Tearing down walls and physically adding more square footage to the building is an invasive, expensive project. The NSLC wanted an alternate option that would allow for more storage in the existing space.



## SOLUTION: INTERNAL EXPANSION

The NSLC turned to G.N. Johnston to consider their options. In the search for a way to maximize the existing footprint, G.N. Johnston came up with the solution of converting three aisles to Very Narrow Aisles (VNA). Condensing two aisles of racking would allow for the addition of an entire aisle of net new racking in the warehouse, making additional storage space available, while utilizing the equipment and technology the NSLC already held.

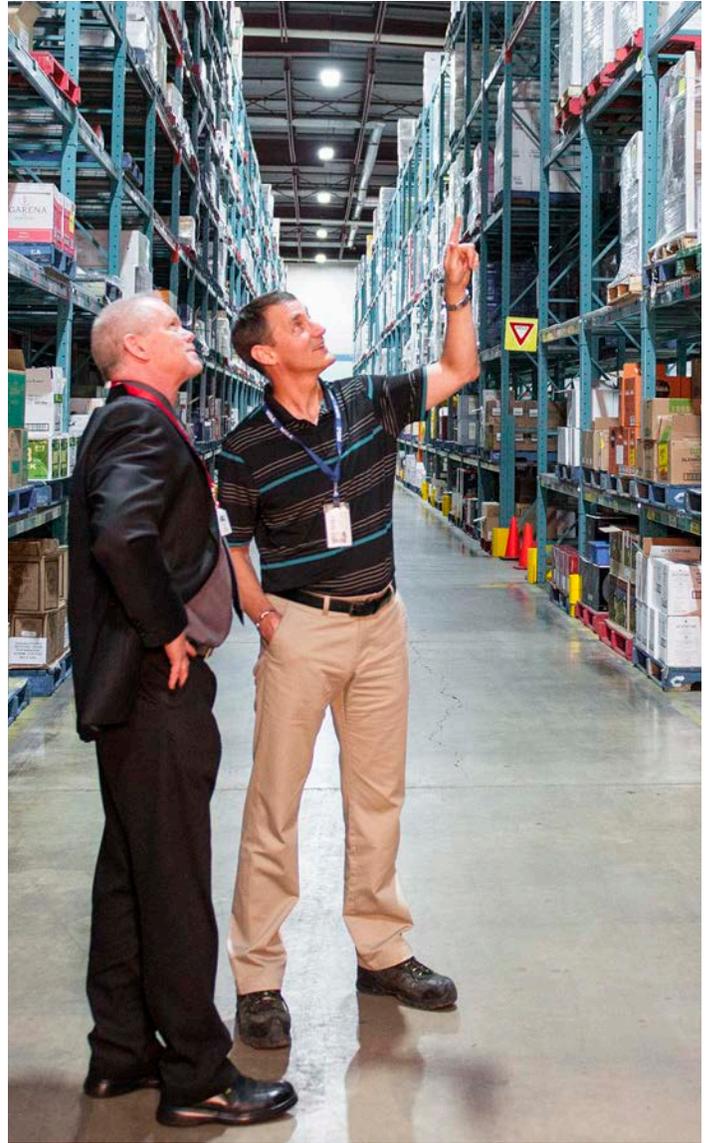
During a 15-month collaboration, the G.N. Johnston team led monthly meetings to include the entire NSLC staff in the process. This included educating them on new equipment and guiding them every step of the way from installation through training. The two teams worked on many different designs before settling on the perfect solution for the NSLC.

## RESULTS: A SUCCESSFUL TRANSITION

**More space:** Due to thorough planning and collaboration, the new project was installed on time, in scope and on budget. By condensing two aisles, over 1,000 new storage locations were created for pallet putaway, and at a fraction of the cost of building expansion. The 1,000 additional locations support current growth and VNA is available for future expansion. Overall, the distribution center gained 30 percent capacity.

**Added benefits:** As part of the VNA implementation, the NSLC also added Raymond's intelligiguide™ guidance system. With the system, two Raymond 9600 Swing-Reach® trucks are wire guided in the new very narrow aisles, freeing operators to concentrate on picking.

**A team on board:** A goal of the NSLC was to maintain employee participation in the initiative, with constant feedback from everyone involved. They realized that all staff members were going to be part of the solution, so they made an effort to include them in every part of the implementation process. This ensured the completed project was accepted from Day 1.



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