



CHRISTOPHE DE NAYS CANDAU  
GENERAL DIRECTOR E.LECLERC SOCAMIL

**"WITH THE AWARD-WINNING  
FPM SOLUTION IN CASTELNAUDARY,  
WE ARE AT THE TOP OF INNOVATION.  
THIS SECURES US A DECISIVE  
COMPETITIVE ADVANTAGE."**

**WORLD INNOVATION FLOW PICKING MACHINERY (FPM)**  
JUST-IN-TIME-LOGISTICS FOR FRESH  
AND ULTRA-FRESH PRODUCTS



## WORLD INNOVATION FLOW PICKING MACHINERY (FPM) JUST-IN-TIME LOGISTICS FOR FRESH AND ULTRA-FRESH PRODUCTS

Twenty years ago, WITRON presented the first OPM solution. Now, the Parkstein-based company is continuing its success story:

The fully automated Flow Picking Machinery (FPM) uses OPM technology, but works without stock and builds store-friendly pallets just-in-time for customers. The FPM concept is thus the perfect solution for flow-through fresh produce logistics, when it is handled almost exclusively via no-stock distribution platforms and, at the same time, places very high demands on product variety, product quality, and time-to-store.

In France, the system received the prestigious "Rois de la Supply Chain" logistics award and was described as a paradigm shift in the supply chain of automated fresh produce logistics.

The system also won the ELA Award "European Logistics Project of the Year 2022", the Champions League among the logistics awards.



## FPM DELIVERS COMPREHENSIVE CUSTOMER BENEFITS IN TERMS OF

### Cost-Efficiency

- Fewer staff than in a conventional logistics center
- Less space required due to high level of automation
- Error-free order picking due to completely automated processes
- High system availability due to efficient maintenance and operator concepts
- Win-win situation for the retailer and the supplier, since FPM considerably simplifies the sub-supplier's logistics processes

### Store Service

- Maximum service level for stores and consumers
- Integrated supply of stores and end consumers
- Store-friendly supply (planogram and shelf-ready)
- High supply quality (availability and food quality)
- Optimization of store logistics

### Flexibility

- Agile and scalable system
- Flexible in a volatile market
- Adaptable to changing business processes
- Fluid logistics processes

### Sustainability

- End-to-end eco-friendly (people and environment)
- Ergonomic workstations and processes
- Reduction of trailer tours, CO<sub>2</sub> emissions, and energy consumption
- Reduction of excess goods / waste / breakage
- Comprehensive sustainability throughout the entire supply chain



## FPM FLOW PICKING MACHINERY

### 1 RECEIVING



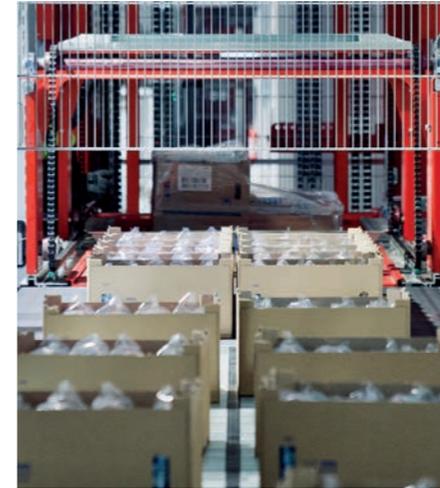
Scan QR code and listen to the podcast about the world debut "Flow Picking Machinery".

## MATERIAL FLOW

With FPM, WITRON has developed a highly efficient system for fully automated order picking in no-stock distribution centers - based on a real business case of a food retailer - end-to-end from receiving to shipping.

- The items of the various product groups are delivered throughout the day and received in the incoming goods area of the FPM system.
- Once depalletizing has been completed, the goods enter a highly dynamic sequence buffer. There is no need for prior interim storage in a pallet high bay warehouse.
- The intelligent production control of the FPM system dynamically calculates the store pallets required for ongoing production, considering the optimization of production capacity utilization, stacking criteria, and transport volume.
- Palletizing / order picking is done in a store-friendly manner using the COM machines according to the individual requirements of each store.
- Finally, a fully automated shipping buffer provides all store pallets in the shipping area in the correct order for the tour and shipment - exactly at the right loading time and in the correct loading sequence.

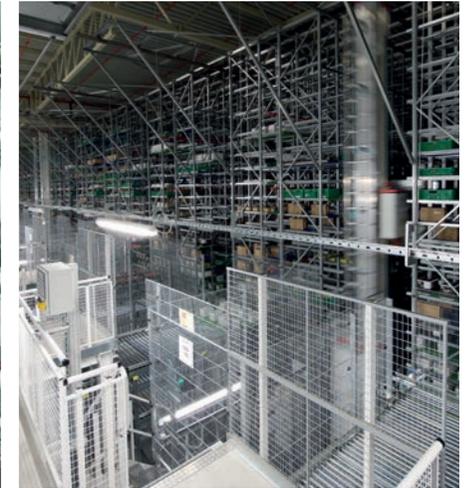
### 2 AUTOMATIC DEPALLETIZING



### 3 TRAY MERGE



### 4 AUTOMATED SEQUENCE BUFFER



### 5 FULLY AUTOMATED ORDER PICKING ONTO PALLET / ROCO



### 6 AUTOMATIC LOAD SECURING



### 7 SHIPPING AND TRANSPORT





## CHARACTERISTICS FLOW PICKING MACHINERY

- Automated or manual depalletizing of different pallet formats (single-item pallets, mixed pallets, uniform case pallets with totes and cartons).
- If an order cannot be completely picked (e.g. truck is stuck in traffic), the FPM system decides individually how to proceed based on fluid logistics processes. It analyzes the stock, the outstanding product quantity, and then informs the operator (building rest pallets / processing a different product family).
- Digital twin to simulate a wide range of requirement profiles throughout the entire logistics process.

### Project Reference

The performance of the FPM system is demonstrated in daily operations at E.Leclerc's Socamil Flow-Through Distribution Center in Castelnaudary, where more than 100 supermarkets, drives, and stores are supplied with up to 100,000 pick units from a range of 12,000+ fresh and ultra-fresh items.

The distribution center turns over completely several times a day. Palletizing is done in a store-friendly manner using ten COM machines according to the individual requirements of each store. A highly dynamic automated sequence buffer (tray AS/RS) with 56,500 storage locations is located upfront.



Scan QR code  
and watch  
the video  
„E.Leclerc  
Socamil 4.0“



**EUROPEAN LOGISTICS  
PROJECT OF THE YEAR 2022**  
Awarded with the ELA Award

**ROIS DE LA SUPPLY CHAIN 2022**  
Awarded with the French Logistics Award

**E.Leclerc SOCAMIL 4.0**  
Castelnaudary, France



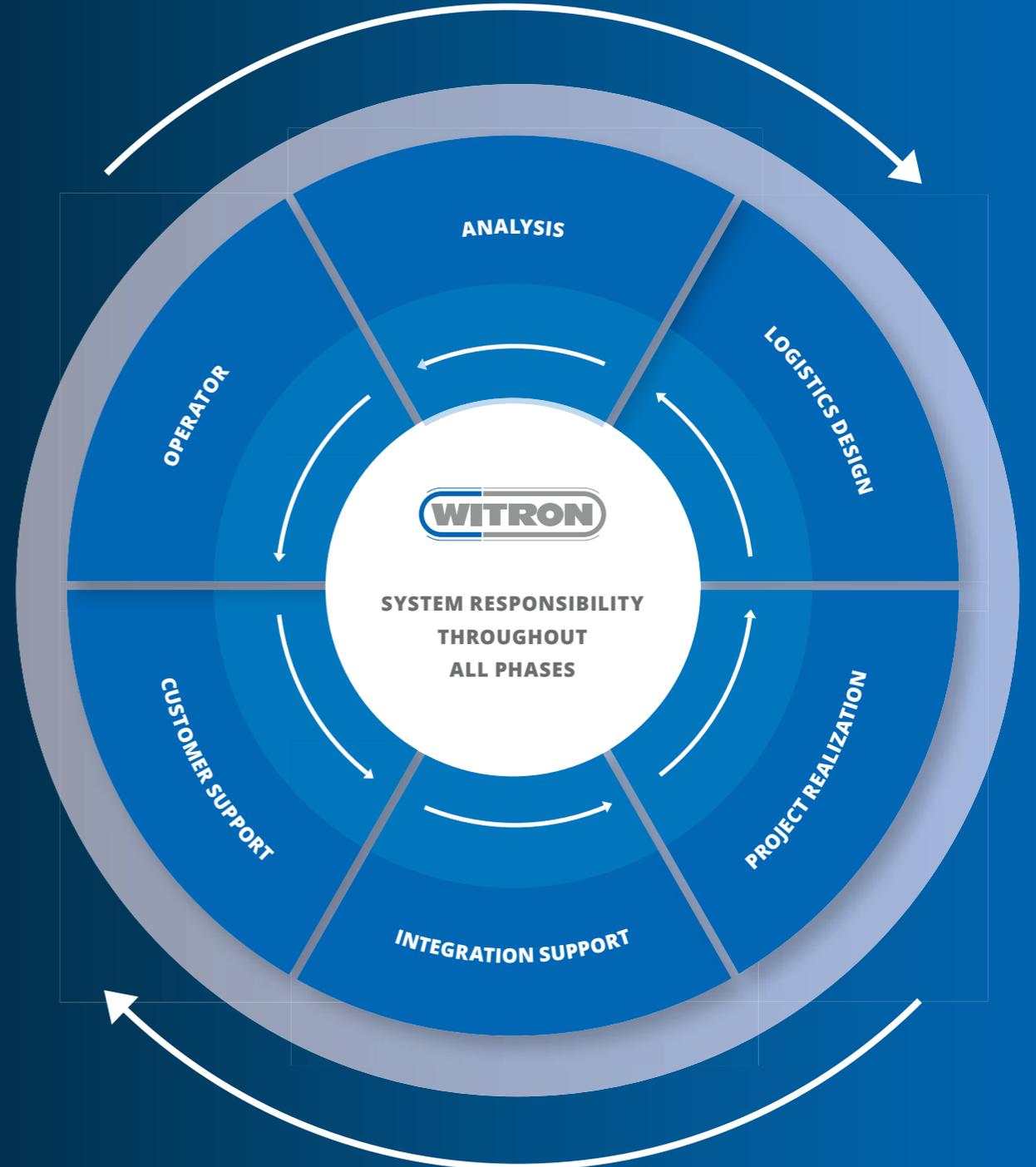
Source: European Logistics Association

## CUSTOMER STATEMENT

“With the new distribution center in Castelnaudary, we are at the top of innovation. This secures us a decisive competitive advantage over the next years. The project teams of E.Leclerc and WITRON have overcome all technical, organizational, and pandemic challenges with over-the-top commitment and have truly earned this success.

The world debut “Flow Picking Machinery” was the particular highlight in an entirely convincing economic and ecological realization and operator concept that delivers significant benefits for the consumers, the employees in the logistics center and in the stores, as well as in terms of sustainability and green logistics.”

**Christophe de Nays Candau**  
General Director of E.Leclerc Socamil



## ABOUT WITRON

The family-owned company WITRON Logistik + Informatik GmbH (headquartered in Parkstein, Bavaria, Germany), founded in 1971, designs, realizes, and operates customized logistics and material flow systems that generate sustainable competitive advantages for its customers. In doing so, WITRON keeps the decisive key elements of the projects in one hand: logistics design, information and control technology, mechanics design and production, functional responsibility as a general contractor for logistics and lifetime partner, as well as responsibility for service and operation.

The WITRON Group has more than 5,900 employees worldwide (end of 2022). Annual sales amounted to around 1.2 billion euros in 2022. Additional WITRON subsidiaries are located in Rimpar (GER), Arlington Heights/Illinois (USA), Toronto (CAN), Venray (NLD), Stoke-on-Trent (UK), Madrid (ESP), Strasbourg (FRA), Sydney (AUS), and Singapore.





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