

# PRIMUS | KEEPING UP WITH AUTOMATION

## INTRODUCTION

The case for automation in the food service/grocery industry was strong before the pandemic. A generational shift in purchasing power and the emergence of technology companies in the logistics industry brought more online grocery shopping and a shift in how groceries reach the end user. However, with so many families staying close to home in 2020, online grocery sales grew by 54% and are showing no signs of slowing down. The decision to automate is top-of-mind for food service/grocery owners nationwide. Let's take a closer look at how automation can position grocery operations for success now and in the future.



## WHY AUTOMATE?

- 1. Fulfillment** — Expectations for online grocery delivery are high. Whether a customer is ordering curbside pick up or home delivery, orders are expected to be fresh, undamaged, accurate to the order and fast. By automating repetitive tasks such as loading/unloading pallets, picking products and moving goods within the warehouse, owners can reduce the time it takes to fulfill orders and do it more accurately. These solutions apply to a wide variety of warehouse types (3PLs, dark stores, etc.) and operate 24/7, allowing owners to deliver on the fast delivery promise.
- 2. Workforce Solution** — The number one challenge facing many food service/grocery companies is employee turnover. The price of attracting, training and retaining qualified individuals to work in cold storage warehouses increases every year. Implementing automation reduces the need for manual processes and provides a safer and more efficient workplace.
- 3. Scalability** — With e-commerce and online grocery sales skyrocketing, automated solutions can be scaled up to accommodate growth. Current systems are more modular and flexible and can be improved or added to without the same expense and adaptability challenges of older systems.
- 4. Safety** — Automation mitigates safety risks in multiple ways. In addition to reducing the risk of human injury, it enhances food safety. Damage and contamination are minimized by reducing the number of human touches and cold chain integrity remains consistent and reliable.
- 5. Sustainability** — Because automation systems allow owners to build up instead of out, they are an effective way for clients to reduce their building footprint and energy consumption (i.e., lighting and refrigeration). Robotics are designed to be energy efficient and can operate without lighting and lessen the dependency on traditional material-handling equipment.
- 6. Efficiency** — Automating grocery warehouses and distribution centers keeps food service and grocery companies operating at peak performance. Determining the most efficient intralogistics requires listening, understanding, industry-specific experience and a thorough analysis of data. That's where Primus comes in.



## AUTOMATION WITH PRIMUS

Primus brings the in-house resources of a full automation solutions team to your design-build project. We start by studying your data and listening closely to your throughput and other production goals to determine the best automation solution that meets your business needs. The team goes on to work hand-in-hand with our in-house engineering and construction teams to oversee coordination and ensure your new building maximizes your automation solution.

Strategically implementing automation is a critical component to solving the fulfillment challenges our grocery clients face every day. Add to that our extensive front-end services (site selection, real estate due diligence, etc.), sustainability program management (LEED certification, reduced energy costs) and facility maintenance (small renovations, repair work, maintenance updates after move-in) and you have a design-build-automate partner who can provide expertise at every phase of your project's lifecycle.

Former Kroger executive Mike McJunkins leads Primus' grocery division and is ready to help you determine next steps for your future building plans. You can reach Mike at [mmcjunkins@primusbuilders.com](mailto:mmcjunkins@primusbuilders.com) or 502-377-7715. Visit <https://www.primusbuilders.com/market/food-service-and-grocery/> for more information.