

G&S Seedlings Testimonial

Williames Pty Ltd Rack Stacking Line

G&S Seedlings were looking to invest in automation to improve the operation of our Nowergup nursery. The important factors for us to consider in the commercial justification of the project were:

- Reduced labour availability makes introducing automation into the nursery vital to allow the future expansion of the business
- The nursery had to be upgraded to allow the potential to produce a higher output in the future
- The nursery had to be adapted to utilise the stackable racks which was the first stage of the nursery automation project
- The automation project must give the benefit of controlling costs.

G&S Seedlings had already moved to incorporate the Williames Stackable Racks into the nursery as part of a four stage expansion to allow flexibility within the nursery. We decided that an automation system was required to allow the racks to be automatically loaded with trays directly from the Williames Seeding Line and sent to the nursery to be set out. After discussions between the two companies to decide on the concept, G&S Seedlings commissioned Williames Pty Ltd to design, manufacture, supply, install and commission a Rack De-stacking, Tray Loading and Stacking System for the Nowergup Nursery.

Conceptual discussions commenced in March 2010 with the initial Layout Drawings being presented in April 2010. The design of the system was finalised and accepted in August 2010, and an order placed with Williames Pty Ltd. The system was commissioned by Williames Pty Ltd technicians and accepted by G&S Seedlings in February 2011. All through the project Williames worked closely with G&S Seedlings to ensure that the project ran smoothly, and kept G&S informed of the project's progress at all times.

The success of the project was demonstrated by the reduction in labour required to lay out the racks being reduced from 8 people to 2 people, and from 4 tractors to 2 forklifts.

In summary Williames Pty Ltd demonstrated a professional and flexible approach to the project, working closely with G&S Seedlings in a partnership to achieve the outcome of a successful project, delivered on time and within budget. They showed a depth of understanding of the requirements of automation in a nursery and the ability to empathise with a clients vision. The success of the project has been demonstrated by the subsequent ordering of a second closely related system for de-stacking, washing racks and re-stacking again for storage.

Yours Sincerely,

Glenn McKay

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