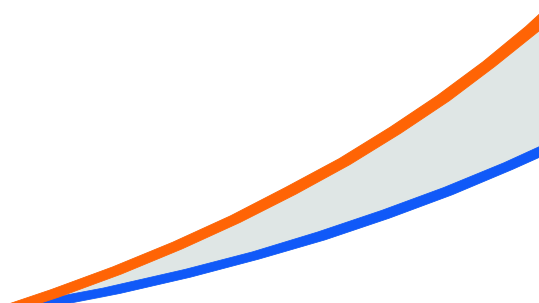


NextGen Summit  
July 19, 2021



# Agenda

- COVID-19 Industry Impact
- DMW&H Overview
- Approach & Technologies



COVID  
Impact on  
the W&S  
Industry

In 2020:

TOTAL SPIRITS SALES UP  
25.1%

VOLUMES UP 20%

CAUSED AN INCREASED  
DEMAND FOR LABOR AND  
AUTOMATION IN  
DISTRIBUTION CENTERS

TODAY, WE'LL BRIEFLY  
DISCUSS HOW TO ADDRESS  
THESE ISSUES WITHIN  
YOUR OWN OPERATIONS

# Who We Are

- Turn-key material handling systems provider
  - In the Top 20 Largest Material Handling Providers in the World (since 2009)
- Experience
  - Established in 1964
  - ~ 2,000 years of Material Handling expertise
- Stability
  - Financially sound and profitable
    - \$250M+/Year in Sales
    - \$0 Debt
- Focus on our team
  - 150+ Employees
  - Many have been with us for decades
  - Consistently voted as one of the best places to work in NJ






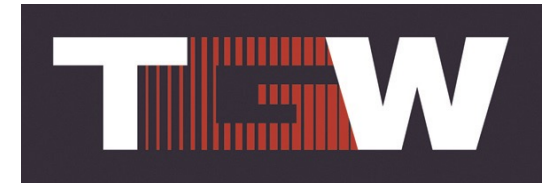
# DMW&H in Wine and Spirits

- DMW&H is recognized as the top systems integrator in the wine and spirits industry
- First Engagement in 1992
- Today
  - More than 250 Material Handling Projects in 85+ Facilities in the Wine & Spirits industry
    - Including 3 semi-automated Beer facilities
  - More than 100,000 cases/hour regularly shipped collectively nationwide
  - More than \$10 Million of product / hour running through our systems

Sample Vendors

**I**ntelligrated®

**KN  PP**



Microsoft



# Sample Partners and Clients





# Capabilities and Technologies Turn-Key Integration

Goods to Person

High Speed Sortation

AS/RS

Data Analysis

Design and Engineering

3D Layouts

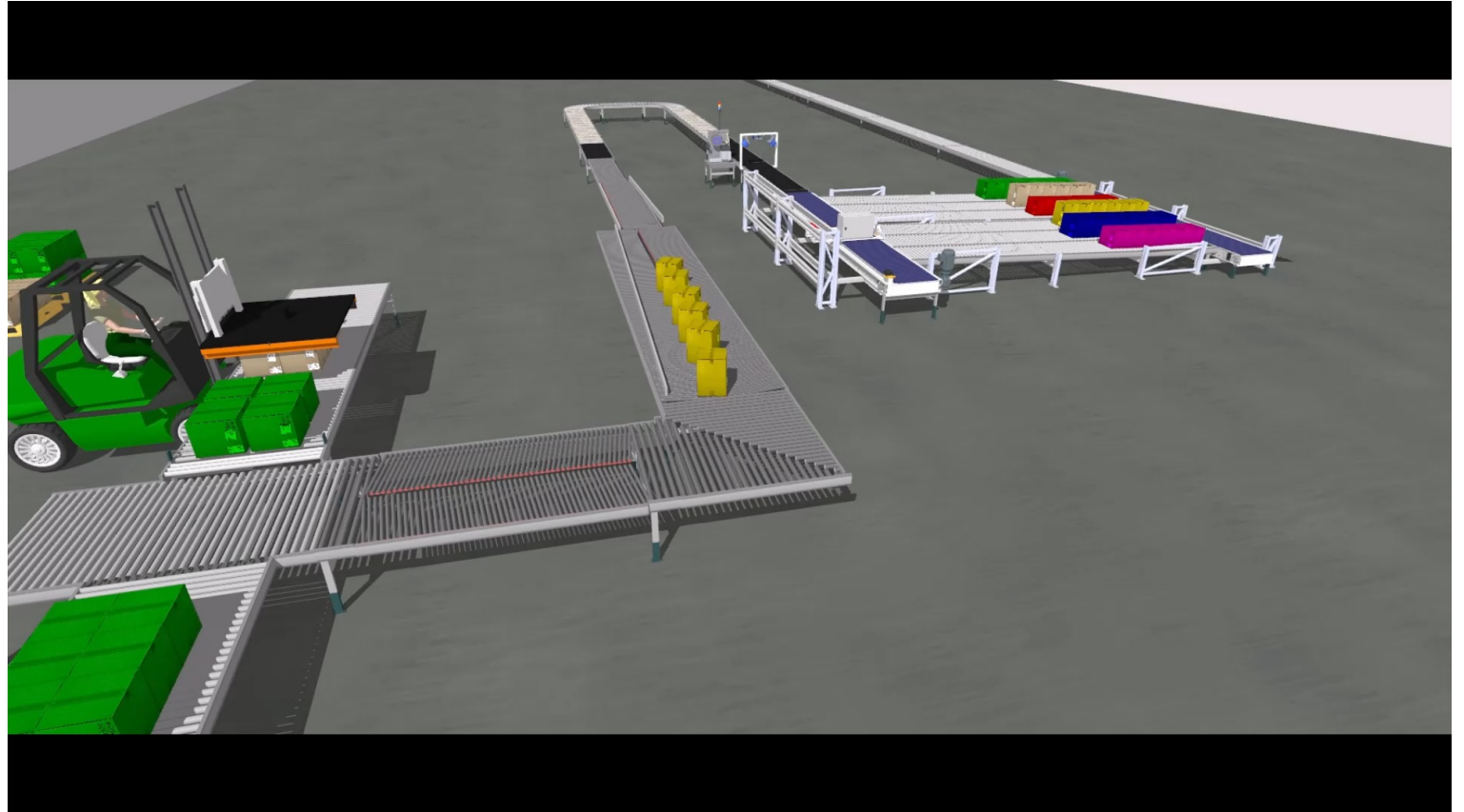
WCS/WES

Project Management & Implementation

24/7 In House Support

# Dispenser

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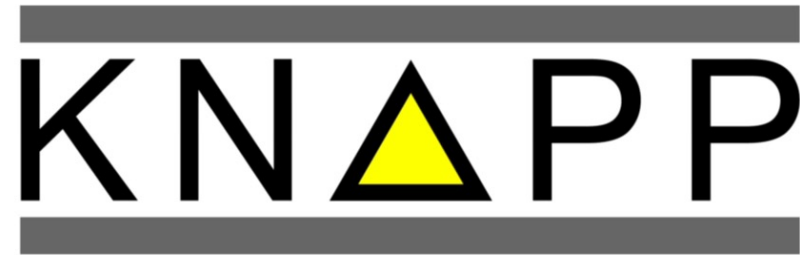




# Goods To Person - Shuttle System

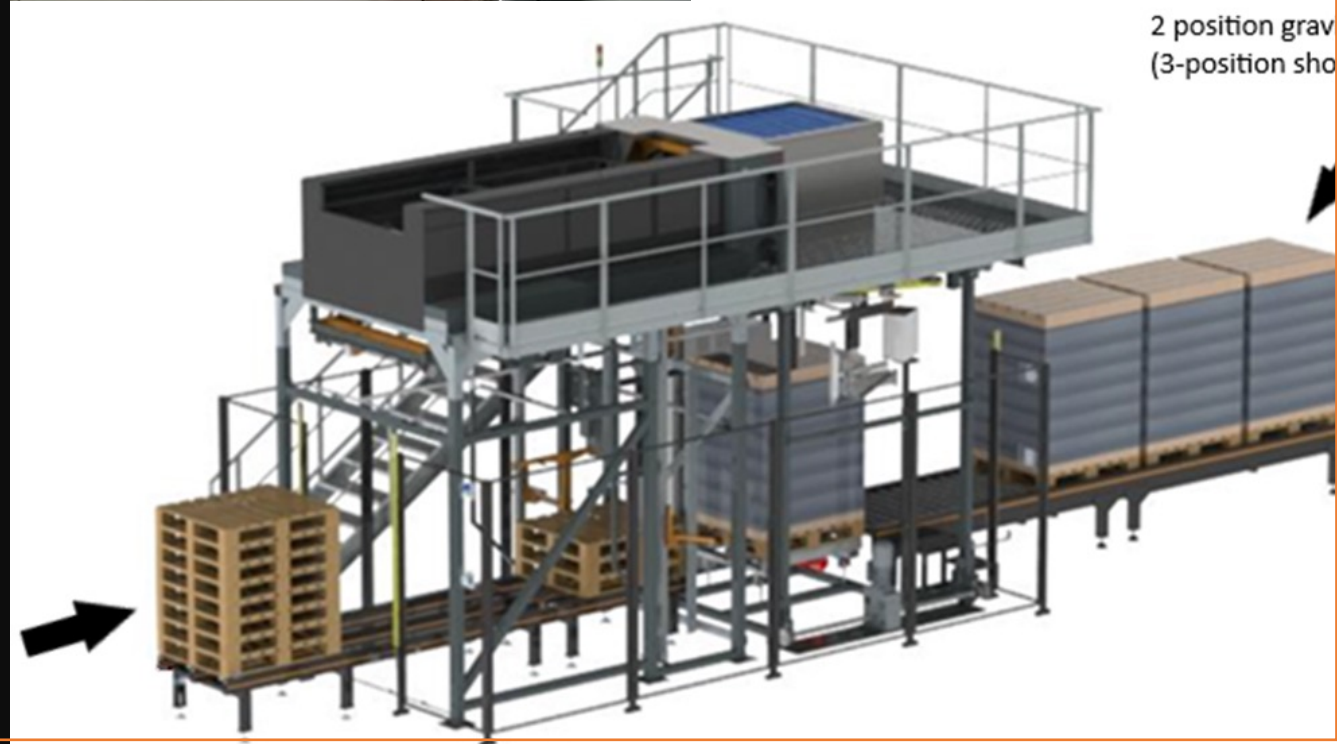


# Automatic Traying Into Shuttle System





# High Speed Semi- Automated Palletizing



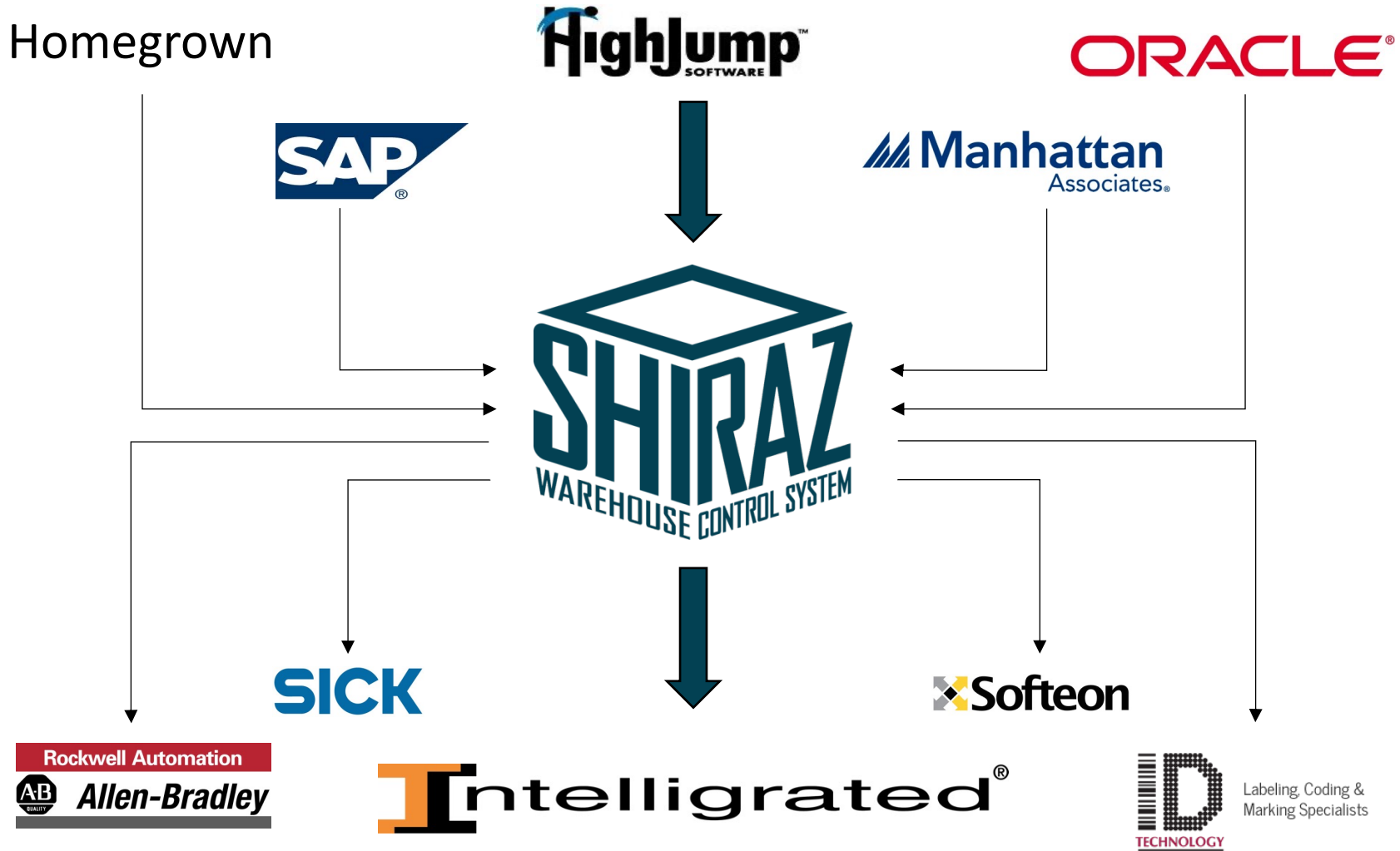
2 position gravity  
(3-position shown)

# WCS - Shiraz

- Robust Warehouse Control System (WCS) Included
  - Components can communicate with Shiraz
  - DMW&H will develop and install software interface to the selected WMS
  - “Shiraz” WCS is **completely agnostic**
    - **Compatible with any WMS**
  - 24/7 In-House Support
  - 9 out of the 10 top wholesalers use Shiraz



# Sample Integration Capabilities and Partnerships

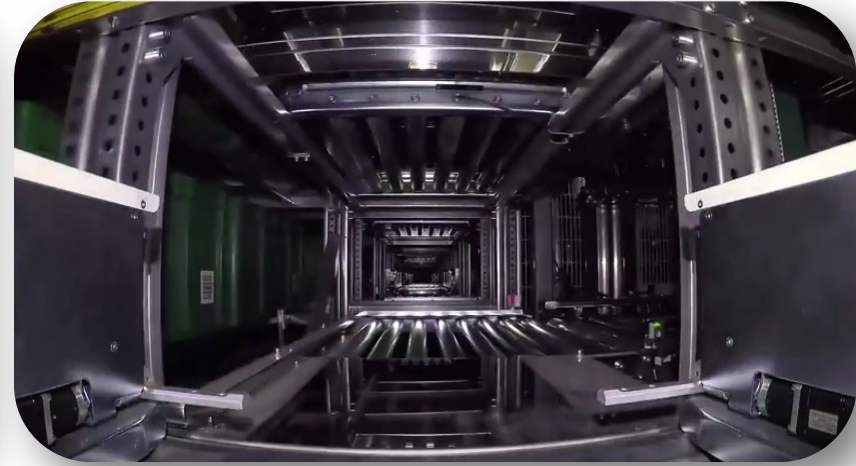




# Videos



[Wirtz Beverage Group](#)



[REI Goodyear, AZ](#)



[Our YouTube Page](#)

