

BRINGING INDUSTRIES TOGETHER



The way the Commercial Furniture, Material Handling and Kitchen and Bath industries do business is changing. From cubicle walls to kitchen counters to pallet racks, each of these sectors has complex products that are complicated to sell.

Our goal is to continue to grow in each of these industries and eventually show them how they can work together, bridging the gap between these sectors.

MATERIAL HANDLING: TALOS

Selling and engineering warehouse solutions is complex. The Material Handling industry includes companies that manufacture conveyors, shelving, racking and industrial workstations.

Dealing with a myriad of in-house software tools and long lead times, manufacturers struggle to meet industry demand for quicker quotes and visuals of the engineered system before purchasing.



Based out of Lewisburg, Tennessee, Talos manufactures components for the parcel packaging industry. In 2019, Talos partnered with Configura to develop a solution that would let its customers design systems faster. The company's goal was to cut engineering time in half. Talos president Wayne Clemons shares how CET Designer is a game-changer – not only for the company and its customers but also for the entire Material Handling industry.

What technological changes or trends have you been seeing in the Material Handling industry, and how are they impacting Talos?

Clemons: Over the last five to 10 years, the Material Handling industry has experienced significant growth. There is high demand to build parcel handling and warehouse facilities faster and with shorter lead times. This trend will continue as we see relatively new end-users influence the entire market with their culture of rapid change and decision-making. This growth, however, is putting more strain on the labor market – which, in turn, is driving more companies to automation. Tools like CET Designer can help add bandwidth to companies' engineering departments.

Why did you partner with Configura?

Clemons: We were looking at how we could add value for our customers by making it faster and easier for them to use Talos conveyor components in order to complete their system designs. We explored various software companies, but most didn't have experience building a configurator to the scale that we needed. We heard from another leading Material Handling company that they were using a CET Designer Extension and were highly satisfied with the results.

What benefits does CET Designer offer that you haven't been able to find with other software providers?

Clemons: The Material Handling industry requires many different manufacturers' equipment to be used on most projects, and CET Designer has demonstrated its ability to configure complex products. The ability for multiple equipment providers to "share" Extensions with system integrators is a huge advantage. It might take time for the benefit to be realized throughout the Material Handling industry, but we see huge potential. We see how CET Designer has helped the Commercial Furniture industry, and we hope for the same in Material Handling.

RELEASE OF TALOS' EXTENSION: JUNE 2020.