

CASE STUDY

Komar Distribution Services

How a 3PL provider unlocked their potential by leveraging tSort automation

Why Choose Tompkins Robotics?

We deliver innovative robotic solutions to the most challenging supply chain problems so businesses worldwide are empowered to create a more efficient, flexible, and scalable future.

Businesses of all sizes navigate their supply chain challenges by harnessing the potential of Tompkins Robotics' innovative solutions to meet their demands today and pioneer future progress.



Innovation Mindset

We continuously push boundaries to reimagine automation and robotics solutions.



Partner for Success

We build collaborative relationships with customers and partners to surpass our collective expectations.



Excellence Always

We are committed to delivering unparalleled quality in every project.



The Company

Komar Distribution Services is a full service 3PL provider that ships a wide variety of products for over 100 brands and 500 retailers. Across 2.2 million square feet of warehouse space, Komar specializes in e-commerce, replenishment programs, and bulk shipments. Komar offers scalable and efficient logistic solutions, handling everything from individual orders to full pallets, ensuring timely delivery and shelf restocking.

The Goal

Komar Distribution Services had a large B2B replenishment program that was rapidly expanding, requiring additional space while operating within a traditional pick module. Komar sought to implement a new sortation system that would accommodate their growing SKU count within a smaller footprint and increase the efficiency of inducting orders.



The Solution

Komar Distributions Services implemented Tompkins Robotics' tSort robot system with 83 robots on a 650-grid tray. The innovative robotic solution enhances their third-party logistics services by allowing them to process diverse product types to multiple retailers.

1

Modular Design

The tSort system's modularity enables easy expansion or reconfiguration, allowing Komar Distribution Services to seamlessly scale operations to meet evolving retailer demand.

2

Space Optimization

tSort requires 75% less space than traditional systems. The implementation allowed KDS to process more orders in a smaller footprint, freeing up valuable real estate for other operational needs.

3

Flexible Handling

tSort can process diverse items simultaneously offering full portability and scalability. Komar Distribution Services can now seamlessly navigate replenishment programs for different retailers each week.

4

Promotes Warehouse Safety

Implementing tSort has allowed Komar employees to benefit from a system that is more ergonomically designed, eliminating the need to bend over inside a pick module. It has significantly decreased the amount of walking back and forth, reducing fatigue. Overall warehouse safety has improved with tSort removing the risk of goods falling from pick modules.

5

Increased Operational Efficiency

The tSort system has streamlined Komar's pull-forward process. Instead of manually determining the order of units or prioritizing fast vs. slow movers, the system allows for seamless induction of all products. The robots autonomously handle the sortation, eliminating the need for manual set up and reducing labor.

Results & Benefits

Tompkins Robotics tSort solution was implemented in under 3 months and has been successfully supporting Komar's operations since September of 2023.

Komar Distribution Services now benefits from streamlined operations, allowing them to scale and adapt while optimizing warehouse space.



Reduced chargebacks through systemic unit scanning, virtually eliminating sorting errors, leading to a significant reduction in vendor chargebacks.



Enhanced accuracy through an automated process that ensures precision in sorting, reducing the risk of human error when fulfilling orders.



Increased throughput to take on any picking or sortation programs needed to process unlimited SKUs without worrying about exceeding capacity.



Working with Tompkins Robotic was truly a collaborative experience. We brought our businesses challenges to their team, and they actively worked with us to find the right balance between proven strategies and pushing boundaries in new ways. The Tompkins Team was fantastic in building out a solution for us that was extremely dynamic and would allow us to induct anything we needed to and sort it with a high level of accuracy."

*Tyler Harris, President
Komar Distribution Services*

