

# DEEP LANE PALLET FLOW SYSTEMS



## *What you need to know to sell them*

Unlike standard pallet rack, **deep lane pallet flow** requires the collection of significantly more information to ensure a successful project. Here are a few points to keep in mind.

1. First and foremost, ask yourself the following: is it a suitable application? Does the end user have high volumes of pallets, many pallets per SKU (over 30) and require strict FIFO? Most of our pallet flow projects are found in manufacturing environments where customers are staging large volumes of goods produced in house. It's hard to justify pallet flow systems with small pallet counts that move very slowly.
2. Because pallet quality and consistency are key, CHEP or GMA style pallets are recommended. Therefore recycled pallets with three bottom boards are not going to work as well. Additionally, many different styles of pallets will likely be an issue. We can offer full-width rollers for special types of pallets (like plastic pod ones), but it is difficult to mix pallet types within a lane. At 3D, we prefer to test all pallet types prior to manufacturing to ensure we have the right product specified.
3. Consider performance – even in the best situations pallets still may hang-up. Your customer needs to know this and be instructed on how to deal with a pallet hang-up.
4. Weight range is also important. You cannot put a 200 pound pallet in a lane designed to control 3000 pound loads – it will simply come to a stop on the heavy duty brake. Generally speaking, weight ranges of no more than 1000 pounds between the lightest and heaviest are best. Of course, certain lanes could be dedicated to low weight or high weight pallets, but this reduces flexibility and may result in more honeycombing.
5. Clear height, pallet height and lane depth (total slope required) are also big factors to consider in determining whether a flow system makes sense. If a storage level is lost due to the slope and you go from a four high system down to a three high one, other storage types may be more practical.
6. Lastly, consider your budget. Pallet flow systems can sell for between \$250 and \$350 per pallet location. For that reason when an end-user mentions pallet flow we always throw out a quick budget number. Many “must have flow rack” projects have died right then and there. A pushback system may be a better alternative, for example you could do a five deep back to back pushback system for about half the cost of a ten deep flow rack.

