

alliances

■ **A new fixture.** Two furniture retailers have chosen RedPrairie's Warehouse Management Solution to improve their inventory accuracy and labor productivity, and reduce overall distribution costs. The retailers are Furniture Outlets USA, a Sioux Falls, S.D.-based chain with 24 stores in four states, and Grand Home Furnishings, a Roanoke, Va.-based operation with 16 stores throughout the South.

■ **Air apparent.** Air Products, a supplier of nitrogen, oxygen, hydrogen, and other gas products, has chosen Odyssey Software to manage its network of handheld mobile devices throughout North America, Europe, and Asia. The software will help IT personnel remotely and securely monitor the devices used to keep Air Products' gases moving through the supply chain.

■ **Brrrr.** Innovative Cold Storage Enterprises has contracted with FKI Logistex for the installation of a hybrid very-narrow-aisle system in its 132,000-square-foot refrigerated warehouse in San Diego. The project will consist of Condor cranes that are capable of changing aisles.

■ **The price is right.** Enterprise software company Activant Solutions is partnering with Strategic Pricing Associates, a company that specializes in algorithms for wholesale distributors, to integrate strategic pricing analytical capabilities with Activant's software.

■ **Multiple flavors.** Westfalia Technologies has installed an automated storage and retrieval system for Blue Bell Creameries. The two-machine system was placed into service in the ice cream company's Sylacauga, Ala., facility, where temperatures hover around minus 30 degrees Fahrenheit.

■ **Enterprising accomplishments.** Freight forwarding company DSV Air & Sea is implementing CargoWise's ediEnterprise software. The forwarder will use the enterprise software to automate and streamline its forwarding, custom brokerage, contract warehousing, and international logistics systems. DSV Air & Sea operates in 50 countries worldwide.

■ **Staying in touch.** Chambers Transportation Services, a logistics service provider based in Charlotte, N.C., has selected Descartes' Global Logistics Network (GLN) to manage load tendering and status reporting for clients. GLN allows companies without electronic data interchange (EDI) capabilities to connect with trading partners through an e-mail-based solution.

■ **Ooo la la.** Vargo Material Handling recently completed a project for lingerie retailer Victoria's Secret. The project included the design and installation of a very-narrow-aisle semiautomatic storage and retrieval system that uses a manned crane.

★ **Bottoms up.** Beer and beverage supplier Heineken USA has chosen Satellite Logistics Group to manage its new Demand Point center at the Port of Savannah, Ga. The center is one of six that Heineken operates in the United States.

■ **Sun powered.** Solar Power USA, a subsidiary of North American Material Handling, has signed an agreement with 1 Star Energy to supply solar-powered systems for distribution facilities.

■ **Ship it.** Systems integrator ADSI has signed on with Kewill as a reseller. The agreement will allow ADSI, which specializes in transportation and supply chain management systems, to offer Kewill's enterprise shipping management software solutions to its customers.

■ **Smart move.** Wireless Data Services is working with William Frick Co. to supply SmartMark RFID tags and labels to its clients. The tags, which are pre-printed and pre-encoded with both bar codes and human readable characters, will be used to track material bins for one of Wireless Data Services' manufacturing clients.

■ **Healthy addition.** North Mississippi Health Services, a regional health-care organization, has chosen the TECSYS EliteSeries warehouse management system to oversee operations in its 30,000-square-foot distribution center. The DC supplies IV fluids, implants, and other items to hospitals, clinics, and nursing homes.

■ **Ahoy there.** Unipac Shipping, a full-service logistics management company, has signed on to use the GT Nexus trade and logistics portal as its data hub. GT Nexus will collect ocean shipment status information from Unipac's carrier partners, format the data, and then feed the information directly into Unipac's internal visibility systems.

■ **About face!** Software specialist Infor has announced that Huttig Building Products Inc. has ceased its implementation of a competing ERP system and instead upgraded to the latest version of Infor's ERP SX.enterprise. The upgrade gives Huttig access to new capabilities like consolidated invoicing.