

# RedLine Cooler™ Supports Turnkey Expansion At Sundale's New Facility



## Sundale Vineyards

The Kinosian family started farming table and wine grapes in the early 1930s. From those small beginnings, Sundale Vineyards has evolved into a leader of the grape industry's newest varieties. They currently operate a state of the art facility with 160,000 sq. ft. of cold storage and 240,000 sq. ft. in total covered storage. The facility can pre-cool up to 75,000 cartons per day and store one million. Sundale packs under their own brands, as well as Welch's and California Grown. Sundale currently ships approx. four million boxes per year.

Sundale is a leader in techniques for improving vine health and grape quality. Their high trellis system

### Customer

Sundale Vineyards

### Location

Headquarters: Tulare, CA

### Business Focus

A leader in the grape industry's newest varieties, this family owned business operates a state of the art facility, and use cutting edge growing techniques

### Operational Environment

160,000 Sq. Ft. cold storage facility

### Solution Deployed by RedLine

Sundale have been operating RedLine Cooler™ Software for 10 years

### Operational Benefits

- Tracking inventory locations and movements
- Streamlining shipping processes
- Turnkey facility scalability
- Optimizing stock rotation
- Managing pallet consolidation
- Recording truck inspections to support PrimusLabs™ food safety audits
- Monitoring worker productivity

# Customer Story - Sundale Vineyards

allow for better air flow, and more efficient growth. This Process also creates a cooler and more shaded environment for harvesting, and ultimately a higher quality product.



opportunities for Sundale, but fulfilling them had made things increasingly complicated for their operations team. “So we talked with RedLine, and it sounded like their solution could really help us out,” said Mike. “We decided that Redline Cooler was the best option for Sundale, and it has been working well ever since (10 years).”

***“Our guys click the order, and it comes up in their mobile device. They then just scan the pallet tag to ship,” explained Mike.***

## Sundale’s Use Of Cooler

“RedLine Cooler helps us track our inventory in real-time, assuring stock accuracy and avoiding the need for manual counts,” explained Mike. Inventory locations, and all pallet movements are also tracked, which streamlines shipping and warehouse operations. The system automatically synchronizes with their Famous Software, so all changes are immediately available to the sales and admin teams.

“Our guys click the order, and it comes up on their mobile device. The system then lets them know where the most suitable product is for that order. They then simply scan the pallet tag to confirm shipping. This process helps us eliminate any room for error, meet FIFO product rotation, and speed up our shipping,” explained Mike. “Our office shipping clerks can also see all the truck activity live in the system, so they can immediately address any issues. Since Sundale does not need to manually enter data, we can manage our

## The Business Challenges

It was more than ten years ago when Sundale Vineyards went looking for a new solution to address their operational challenges. At the time they were shipping 1.6 million cartons per year. Their production volume was steadily growing, as were their pack style varieties. Sundale needed a more effective way of managing their inventory. They used Famous Software for their receiving and shipping needs, so required a solution that would integrate seamlessly with that. Sundale also wanted a better way to manage their stock rotation, minimize their wastage, and avoid any handling errors. They looked at several solutions, but none of them fitted their needs until RedLine Solutions was recommended to them.

Mike Tamouzian, the Facility Manager at Sundale Vineyards, explained that Sundale were receiving a lot of requests from their retail customers for new pack styles, grading, and separation options. These requests were great

# Customer Story - Sundale Vineyards

operation with minimal shipping clerks.”

***“Sundale has daily pack-out changes and RedLine helps us avoid making mistakes,” said Mike.***

The RedLine system includes a directed put-away function that points the fork-lift driver to the most suitable put-away location for each pallet, based on commodity and facility design. “Since implemented the direct put-away feature, we have seen increased efficiencies of storage space within our racking systems,” said Mike.

Another function that Sundale uses is the truck inspection, which tracks the pallet position within the truck, as well as the state of the vehicle. Sundale use PrimusLabs™ for Food Safety Audits and Mike explained, “The truck inspection function helps a lot during our Primus audits, as we can quickly pull up detailed information on each truck.”

***“We added a new facility, which increased our capacity by 40%, and getting it running was turnkey. There was no way I could have managed both facilities without RedLine,” said Mike.***

A function that monitors hourly staff productivity is also available. Sundale used this option a lot when the system was first installed. This feature helped them highlight staff challenges and ensure optimum activity levels. However, since most of their employees are now long term, Sundale has less



need for this feature, though they still use it to isolate any put-away errors, and pinpoint the driver responsible.

During 2016 Sundale deployed the pallet consolidation option, which works with a battery-powered mobile cart. Their staff can now quickly move their workstation to any pallet location within the warehouse. This greatly speeds up the process of tracking and labeling consolidated pallets. Mike explained “We implemented a mobile cart this season, and within just over a month we saw clear benefits. We now plan to add a second cart.”

## Sundale’s Turnkey Expansion

During 2016, Sundale also added a new facility, which increased their storage capacity by 40%. “Getting the new facility running was turnkey. As soon as the wireless was on, we could move fruit to the six new rooms. There was no way I could have managed both facilities without RedLine!” said Mike. “Now our sales guys just work with a single inventory, all updated in real-time. They sell, and the system lets our operations team know exactly where all the fruit is, when we need to ship.”

## How Do Your Operators Like The System?

“Before we started the implementation, I was worried about our staff’s ability to use the mobile devices proficiently. However, I guess I did not give my operators enough credit, as they all picked up the process very quickly,” explained Mike. “Now, I can set the system up for Spanish or English, which is ideal for some of our staff who speak great English, but prefer running the system in Spanish, which works out well for them.”

***“Our sales guys just work on a single inventory, and RedLine Cooler lets our operators know exactly where the fruit is within the facility,” explained Mike***

## What Do You Enjoy Most About RedLine Cooler?

“We benefit most from the pallet location and shipping features,” said Mike. “In our business today there is just too much activity to keep track of it with a pen and paper. We now ship four million boxes a year, and have daily pack-out changes. RedLine Cooler makes us efficient, and assures we have no mistakes.”



## RedLine Solutions

RedLine has worked with shippers, growers, and distributors of fresh produce, for 20 years, and have been deeply involved in the PTI since its inception. RedLine partners with industry leading hardware manufacturers to ensure that our customers have access to the latest available technologies. Work with RedLine’s experienced sales team to define the most efficient, and cost effective solutions for your operation. Our team can help plan, install, and commission your new system, and you can also rely on us for excellent long term support.

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