

CASE STUDY: ECKART SUPPLY

A THREE-MONTH WAREHOUSE TRANSFORMATION

How Eckart Supply Opened a 90,000 sq ft Facility in Record Time with RSC

INDUSTRY

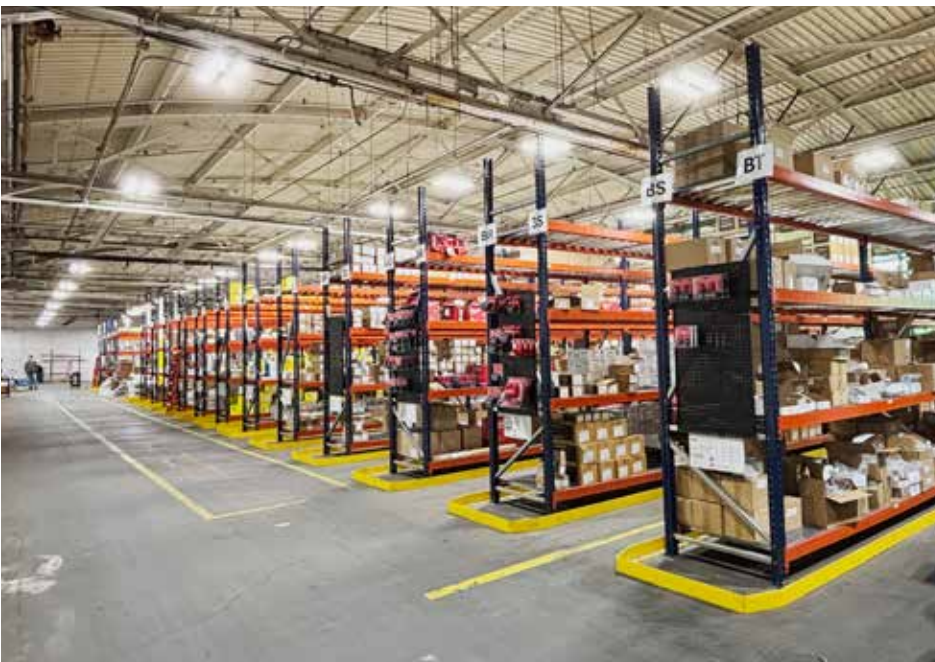
Wholesale Distribution

LOCATION

Blue Ash, OH

SOLUTIONS

Warehouse Storage Solutions
Racking Safety Products
Warehouse Layout Design
Project Management
System Installation



INTRODUCTION

Eckart Supply, headquartered in Corydon, IN, operates 27 locations from Indiana to Florida and is a full-service distributor of electrical supplies, lighting, plumbing, HVAC and data communication products for professional trades.

Raymond Storage Concepts (RSC), a local material handling and systems company, has been a trusted partner of Eckart Supply since 2024, supporting their smaller facility projects—each under 20,000 square feet. Those earlier collaborations laid the groundwork for what would become Eckart Supply's most ambitious facility project: a 90,000-square-foot distribution center that serves as both a storefront and a regional distribution hub for the Cincinnati market, helping support their continued growth in Ohio.



WHY RSC

"One of the key things that stands out is how easy it is to work with your team. We always start with a clear plan and maintain close communication throughout. That alignment ensures tasks are completed efficiently and the project stays on track. At Eckart, we pride ourselves on delivering top-tier customer service—and I believe the RSC team shares that same commitment."

*Cory Love, District Manager,
Eckart Supply Southern Indiana
& Central Kentucky*

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PROJECT TIMELINE

- **April 22, 2025**
Kickoff
- **End of April, 2025**
Proposal
- **May 9, 2025**
Customer Approval
- **June 23, 2025**
Phase 1 Start
- **July 22, 2025**
Phase 1 Inspection
- **July 28, 2025**
Phase 2 Start
- **August 1, 2025**
Phase 1 Completion
- **August 11, 2025**
Phase 2 Inspection
& Completion
- **September 3, 2025**
Eckart Supply
Grand Opening

THE CHALLENGE: A TIGHT TIMELINE & A TOUGH SPACE

Eckart Supply had added three new buildings within a year, and the Blue Ash location needed to be operational quickly to support expanding customer demand. Any delays would have impacted their ability to generate revenue from the new location and support its continued growth in the region.

“Our goal was to have the building fully up and running as fast as possible,” said Cory Love, District Manager for Eckart Supply Southern Indiana and Central Kentucky. “Having opened several branches before, I knew getting this facility operational within three months would be extremely difficult.”

THE JOURNEY: FROM FIRST WALKTHROUGH TO OPEN DOORS

RSC and Eckart Supply began discussions in late April of 2025. By early May, a design proposal was in hand. The goal was to open doors to their customers and finalize everything by early August.

Although Eckart Supply and RSC had worked together before, this project was significantly larger and more complex. RSC’s Engineered Solutions Team supported the effort with detailed on-site assessments, custom material handling design, phased installation planning, and regular site visits. Weekly check-ins and direct communication allowed both teams to make timely decisions and keep the project on track.

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“We achieved a soft opening during the first week of August, followed by our grand opening in September. From initial discussions in late April to full operation in just over three months—it was a remarkable turnaround.”

*Cory Love, District Manager,
Eckart Supply Southern Indiana
& Central Kentucky*

THE SOLUTION: DESIGNING FOR SPEED WITHOUT CUTTING CORNERS

To meet the aggressive timeline, RSC split the project into two phases allowing Eckart Supply to begin stocking completed sections earlier while the rest was still under construction. This accelerated the opening process significantly.

The final layout was tailored to Eckart Supply’s operational needs:

- A showroom, will call and delivery area with vertical pipe racks to keep product organized while conserving floor space.
- Back-to-back pallet racking and narrow aisles to maximize storage.
- Fire-compliant decking and capped punch shelving for small item picking.
- Guide rails for equipment to eliminate ladder use and improve safety.
- Additional safety products.

Each design decision balanced speed, safety and day-to-day usability for Eckart Supply’s team.



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THE RESULTS: OPERATIONAL & ON SCHEDULE

From start to finish, the project was defined by speed, efficiency and proactive communication.



Unmatched Speed

Thanks to strong vendor relationships and streamlined procurement, racking was delivered in just five weeks—three weeks faster than the industry norm.



Operational Efficiency

Close collaboration and RSC's proven, iterative approach kept the project aligned with Eckart Supply's business goals. Every decision was made with operational impact in mind.



Consistent Communication

Strong project management addressed challenges before they could become problems. Every detail was documented and communicated with RSC on-site at every phase of the project.



Maximized Vertical Space

The layout was engineered to maximize available vertical space. Optimized rack heights, shelving configurations and product placement maintain compliant, accessible storage.



"We always strive to exceed our customer's expectations, and we're excited to contribute to Eckart's growth. Their success is our success!"

Vic Cotto, RSC Systems Engineer

HOW IT'S BEEN GOING

Since implementation, RSC continues to follow up and make sure operations were running smoothly. "Running great! So much nicer than other facilities I've been in," said Dale Thomas, Eckart Supply Operations Manager.

Dale pointed to practical improvements that make daily work easier, including end of aisle guards and post protectors that save time, effort and expense—eliminating the need to replace damaged rack. The pipe divider rack system is a significant improvement, allowing for separation of various SKUs and keeping everything organized.

"The punch decking on the pick shelves and showroom make it so easy to store and pick items. Small boxes no longer get stuck or lay at an angle. Everything lays flat and looks organized, which is great for my customers and workers."

Eckart Supply and RSC have already begun collaborating on their next project—a reflection of the trust built through a fast-moving expansion that met its goals on schedule.