



Your Business *Mary Glindinning*

Aigner Index puts their label on material handling industry

The first step in filling a customer's order is knowing where your inventory is. Inventory needs to be able to move, not only out the door, but with fast flexibility in the warehouse.

Products change quickly and so do their locations in a warehouse. If workers can quickly and easily see where a product is with a label, it makes them more efficient and productive, according to Aigner Index.

The company makes insertable plastic label holders in which the item location can be quickly changed by replacing the paper insert label with a new one printed in-house.

"Our mission is to convert companies' warehouse identification requirements from the costly self-adhesive labels to a simple paper based labeling system that can be more versatile for current and future needs," said Mark Aigner, owner and president of Aigner Index. "No more scraping labels off of metal in warehouse and storage areas."

Insert labels can be easily changed for the cost of printing new paper labels in house on pre-perforated laser and ink jet compatible sheets.

Automated bar code inventory systems are a new reason to use the insertable plastic label holders that Aigner developed 50 years ago.

"Bar code labels must be protected. An unprotected bar code label can be damaged to the point of hopelessness by dust, dirt, grease or smudged label ink. It's just a matter of time in a warehouse environment before an unprotected bar code label becomes useless. Then it either will not scan, or even worse, scans inaccurately," states Aigner's paper called "The Solution to Warehouse Efficiency."

A customer who receives the wrong order can become an ex-customer, or at the very least, a customer annoyed with the delay and inconvenience of returning the wrong product and waiting for the right one.

The cost for a labeling system rarely exceeds 5 percent of total warehouse cost, Aigner says, and pays for itself in a year.

"We brainstorm new products and ideas and work to make better use of the products we already provide our customers. We specialize in new product innovation," said Denise Ferro, marketing manager for Aigner. Among the new product innovations is a line of labels for plastic bins.

The company started in 1909 when Cel-U-Dex Corporation specialized in the office supply industry and made plastic insertable label holders. In the 1970s, it expanded to other markets including libraries, retail display and warehouse storage. Aigner Index bought the company in 1998.

Aigner Index now solely specializes in manufacturing label holders, including those for bins, shelves, drawers, wire shelving, pallet racks and shelving above or below the sight line. The company employs about 30 people at its manufacturing and distribution building in New Windsor, N.Y. It has a nationwide distribution network of over 2,000 material handling dealers.

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