

## Press release

### HÖRMANN Intralogistics drives paradigm shift in warehouse automation

With two new projects at existing customers Esders and W-Music Distribution, HÖRMANN Intralogistics is pleased about a "quantum leap" in automated warehouse systems. The combination of AutoStore, driverless transport vehicles and AI-controlled robots further increases the degree of automation – beyond classic goods-to-person concepts to complete autonomy of repetitive processes such as container handling and order picking.

Esders: AutoStore meets automatic guided vehicles



*Illustration 1 Safelog XS 1 with container transport attachment*

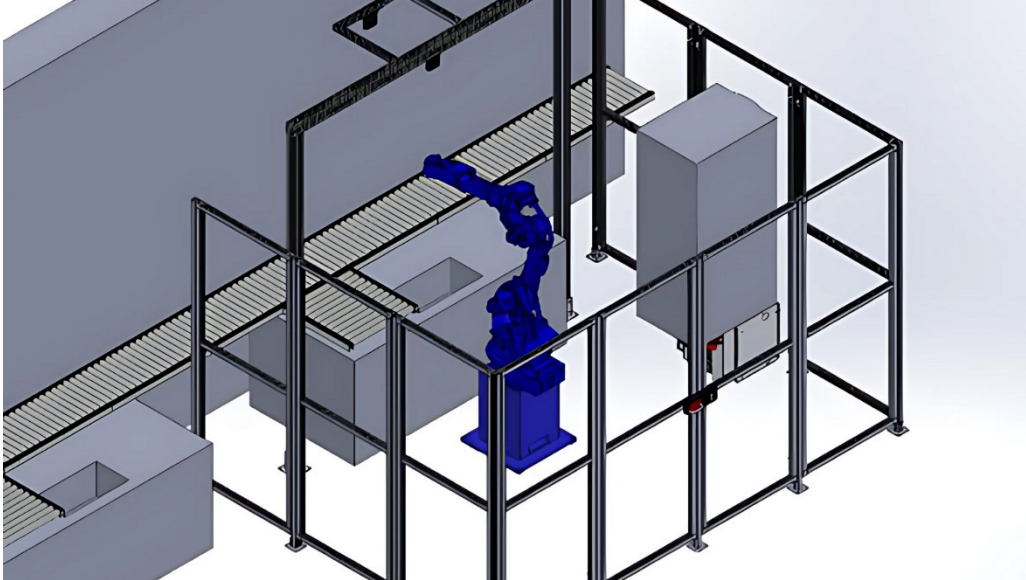
Esders GmbH is expanding its existing AutoStore system in Haselünne with an intelligent transport solution that moves containers fully automatically between warehouse and order picking. Hörmann Intralogistics had already implemented an AutoStore grid with 3,000 bins and six robots for the storage and picking of measurement and equipment technology at the site in 2018. In the meantime, the system has been expanded to 6,000 bins and ten robots.

Nine SAFELOG XS 1 vehicles transfer the AutoStore containers to the conveyor system, navigate independently through the warehouse and charge themselves at induction charging stations.

Bernhard Esders, Managing Director of Esders GmbH, sees this step as a trend-setting development: "We are not only automating individual processes, but networking our entire value chain in a way that was hardly conceivable just a few years ago. The integration of AutoStore with automated guided vehicles increases our efficiency and flexibility enormously."

This project is a premiere for HÖRMANN Intralogistics: For the first time, AutoStore will be combined with a fleet of AGVs in order to efficiently control the material flow.

#### W-Music Distribution: Robots take over the picking



*Illustration 2 Rendering of Item Picking for AutoStore*

At the musical instrument retailer W-Music Distribution in Marktneukirchen, automation goes one step further. Two picking robots with AI-supported image recognition from Hörmann's partner Sereact replace the manual storage and retrieval of items in AutoStore containers. This was implemented in 2022 with 16,600 bins and five robots from Hörmann Intralogistics.

In incoming goods, the first robot takes over the sorting of items from trolleys and inserts them directly into the AutoStore. By using zero-shot learning and Seretact's "PickGPT", picking robots can now recognize and grasp new objects without prior programming or data entry. In the outgoing goods department, a second robot removes the required items from the containers and places them in transport crates for shipping. The existing conveyor technology will be adapted accordingly and integrated into the HiLIS warehouse management system.

Nicolas Wilfer, CEO of W-Music Distribution, sees this step as a fundamental change: "With this technology, we are moving towards fully automated logistics. We reduce monotonous operations, accelerate processes and create the basis for a scalable, future-proof warehouse structure."

With these two projects, HÖRMANN Intralogistics has its finger on the pulse of current developments in the fast-moving and complex world of robotics and automation. The combination of AutoStore, intelligent transport robots and AI-controlled picking in customers' live systems is a

HÖRMANN Intralogistics Solutions GmbH  
Gneisenaustraße 15  
80992 Munich  
Phone +49 (0)89/14 98 98-0  
info@hoermann-logistik.de

in f @ □

Press:  
External Marketing Annett Sachs  
Khünburg 49 9620 Hermagor, AT  
Phone: +43(0)4282 20570  
a.sachs@marketing-extern.com

Marketing contact:  
Nina Maresch  
M: +49 160 595 1775  
nina.maresch@hoermann-logistik.de

turning point in intralogistics – from semi-automated processes to fully networked, autonomous warehouse control.

"As a general contractor, we remain close to our customers' developments after the handover of the first project. They are increasingly looking for more advanced automation steps that are easy to integrate, work reliably and have an economic ROI. After extensive development phases of the two exciting projects, we will be able to guarantee these services nationwide for existing customers and also for new projects in the future," summarizes Tom Walther, Head of Robotics at Hörmann Intralogistics.

The realization of both expansions is planned for summer 2025.

HÖRMANN Intralogistics Solutions GmbH  
Gneisenaustraße 15  
80992 Munich  
Phone +49 (0)89/14 98 98-0  
info@hoermann-logistik.de

**in** **f** **@** **□**

Press:  
External Marketing Annett Sachs  
Khünburg 49 9620 Hermagor, AT  
Phone: +43(0)4282 20570  
a.sachs@marketing-extern.com

Marketing contact:  
Nina Maresch  
M: +49 160 595 1775  
nina.maresch@hoermann-logistik.de