

## Retail Storage Solved

Eclipse Powered Systems® by Spacesaver help The CATO Corporation consolidate and organize their retail samples



### THE CHALLENGE

The CATO Corporation, a regional retail store brand headquartered in Charlotte, NC was running out of space in its 73,000 square foot facility. When the company decided to add on 60,000 additional square feet to their headquarters, they knew a unique solution was needed to accommodate the many product samples used and received on a daily basis.

Due to the nature of any retail business, buyers in the organization would receive product samples that range from apparel to accessories, but had no central location in which to store them.

Products were being stored in hallways, which is where the assistant buyers would have to actually prepare for meetings and presentations, or just access the goods. This makeshift solution created overcrowding of the samples and it was hard to maneuver within the hallways when additional rolling racks had to be used to transport and store items.

### THE SOLUTION

In the past, The CATO Corporation had worked with Patterson Pope, the Authorized Spacesaver Representative in North Carolina, to help them with document imaging. During the planning process, the architectural firm, LS3P, recommended that The CATO Corporation and the Interior Designer, Lillian Dickson, work with Patterson Pope again to find a storage solution appropriate for storing the wide variety of samples.

A powered mobile system outfitted with 4 post shelving, customized with many accessories such as garment racks and pegs, was selected to house the samples in the new space. The electrically powered system is easy to access; with some of the storage units designed to be 19 to 20 feet long, users are able to push a button and gain immediate access to the samples instead of dealing with any delay from a mechanical assist system.





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Now the samples, which include apparel on hangers, sweaters and knits, belts, shoes and shoe boxes, handbags, bath and body, gift items and even plus sizes are stored in this central sample storage area. The pegs, garment hangers and ability to customize, especially for wider items like plus sizes, made organizing and storing the samples easier than in the past.

Patterson Pope was also able to create a storage solution that maximized the vertical height allotted from 9' ceilings, giving the buyers multiple levels and shelving to house what used to be on rolling racks, and on wall attached garment rods and shelves in hallways.

#### STORAGE SOLVED

The users of the system are extremely happy with the flexibility and accessibility of the new system, and find that it has been easy to work around multiple people working in the same aisles.

"In retail, styles change constantly," said Lillian Dickson, Interior Designer. "One year ankle length skirts may be in style, and the next year short skirts could be the norm, and this storage system provides the flexibility for on-going sample storage re-organization."

In addition to solving a huge storage crisis, by using a high-density mobile storage solution, the client actually saved 4,429 square feet of space in the new building project.

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— Lillian Dickson, Interior Designer

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