

KANE AN ABLE MANAGER



JOSH MROZINSKI / STAFF PHOTOGRAPHER

A forklift operators handles a full load at the Procter & Gamble distribution warehouse east of Meshoppen.

Scranton firm has handle on massive P&G warehouse

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WASHINGTON TWP. — As Procter & Gamble's Meshoppen plant prepares to celebrate its 40th anniversary, Aug. 17-19, it's also cheering a younger relationship with Kane is Able Inc.

Earlier this year, P&G placed an Oxnard, Calif.-based distribution warehouse under the management of Kane.

Since 2004, Kane has managed a P&G distribution warehouse located just off Route 6, east of Meshoppen in Wyoming County.

"The relationship is going well," said Harry Drajpuch, chief operating officer of Kane. "We think the future

together is very bright and strong and we are excited about that."

Mr. Drajpuch said the operation at the Meshoppen warehouse demonstrates that Kane can effectively manage a complex operation.

From 300 to 500 trucks leave the massive 1.7 million square-foot warehouse each day. It uses enough power to light 1,000 homes.

The P&G warehouse was built in 2000 and could hold the Statue of Liberty on its side. For four years, it was managed by Westerville, Ohio-based Exel.

"It made sense for us to switch," said Alex Fried, spokesman of P&G's second largest manufacturing plant.

"We believed (Kane) offered a better package."

Kane offered a strong performance history, Mr. Fried said, adding that he feels the needs of P&G's customers have been met.

Local Kane facility manager Bill Jozefowicz said employees are urged to deliver merchandise in a timely fashion.

"We tell them that when the load does not get there on time, it's a lost sale," Mr. Jozefowicz said.

For example, one of P&G's largest customers, Wal-Mart, requests that merchandise be delivered within a two hour-window of a set delivery time.

"These days if you are late,

that may mean the customer does not have the product on the shelf," Mr. Fried said, adding that often the consumer will then buy another brand.

Mr. Jozefowicz, who began to manage the warehouse in February 2005, said there have been very few cases in which P&G products were damaged during delivery.

P&G has given the Meshoppen facility two awards for frequently making on-time deliveries.

The warehouse also has received recognition from P&G for consistently delivering undamaged products.

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