Vendor Consultation

MEETING ID: 01K317G3K5FB732QKW4A6Z8JN4

HOST: bclymer@alleatogroup.com

ATTENDEES: bclymer@alleatogroup.com,megan.thorp@tgw-group.com,jdawson@alleatogroup.com

The meeting focused on the Urban Outfitters Kansas City Phase 2 project, detailing the implementation of an automated system and fire protection requirements.

SUMMARY

The Urban Outfitters Kansas City Phase 2 project is set to implement an automated storage and retrieval system utilizing TGW Stingray technology. A significant requirement is the installation of approximately 30,000 sprinkler heads for fire protection, with project go-live scheduled for late Q3 2027. To ensure timely installation and commissioning, design and permitting must be completed by 2026. Notably, the racking erection will take a minimum of six months, followed by an additional six months for commissioning, with site work commencing in early 2027. The project will adopt an open system design for ESFR protection, allowing for a clear warehouse height of 60 feet. Integration of fire alarms for automatic system shutdown is also critical, with two options discussed based on control panel capabilities. Compliance with FM Global standards is vital, requiring design approval from FM liaison before installation. Furthermore, strategies for material cost protection through early purchase orders were proposed, and TGW's Jeff Williams was identified as a key contact for procurement collaboration across multiple shuttle projects nationwide, with potential expansions in the food industry sector.

📋 \*\*Project Overview & Background\*\* (01:54 - 05:04)

Urban Outfitters Kansas City Phase 2 expansion featuring automated storage and retrieval system (ASRS) with TGW Stingray Air shuttle system - brownfield site with existing two and three deep racking.

Steelworks confirmed as racking manufacturer with TGW providing internal ASRS shuttles across 6 levels requiring approximately 30,000 sprinkler heads.

Previous fire protection issues with Summit contractor on Phase 1, resulting in company ban - driving need for new sprinkler contractor evaluation.

Current facility stores Class 1-4 clothing commodities in plastic totes with adequate venting in existing operations.

⏳ \*\*Timeline & Scheduling Constraints\*\* (02:57 - 25:13)

Go-live date set for end of 2027 before peak season, requiring system active by late Q3 2027.

Installation timeline critical - minimum 6 months for racking erection plus 6 months commissioning means site work must begin start of 2027.

Design and permitting must complete in 2026 to meet aggressive timeline with coordinated installation approach required.

Decision timeline allows several months for vendor selection and design finalization before commitment.

⚙️ \*\*Technical Specifications & Requirements\*\* (12:30 - 15:07)

Open system design confirmed with netting throughout and no solid topper, enabling ESFR protection for top 10 feet of storage.

60-foot clear height warehouse with correlated walking deck in middle shuttle area allowing ESFR protection throughout.

Coordinated installation approach requiring 6 crews following racking erection with specialized 60-foot lifts for upper level access.

Building columns positioned in outermost rack areas (two and three deep design) to minimize interference while requiring tote space accommodation.

🚨 \*\*System Integration & Safety\*\* (19:32 - 30:42)

Fire alarm integration required with relay connections to main control panel for automatic system shutdown during fire events.

Two shutdown methods available - contactor landing or shunt breaker installation depending on control panel capabilities.

Conveyor additions planned requiring coordination with fire alarm system for complete shutdown capability.

FM Global compliance essential with design submission to FM liaison for approval before installation.

💼 \*\*Commercial & Procurement Strategy\*\* (26:29 - 30:42)

Material pricing protection available through early PO commitment and bulk purchasing strategy for 100,000+ heads inventory.

Tariff impact mitigation through locked pricing arrangements and strategic material warehousing when contracts executed.

TGW purchasing contact Jeff Williams identified for future collaboration on multiple nationwide shuttle projects.

Permitting responsibility likely shifting to TGW scope after customer difficulties in Phase 1.

🚀 \*\*Future Opportunities\*\* (20:02 - 24:33)

5-6 TGW shuttle projects currently in various stages across America providing expansion opportunities.

Food industry projects of similar scale nearing completion and construction phases.

Strategic partnership potential for budget pricing on future projects to improve TGW competitive positioning.

- Urban Outfitters Kansas City Phase 2 will implement an automated storage and retrieval system using TGW Stingray with a requirement for approximately 30,000 sprinkler heads for fire protection.

- Project go-live is scheduled for late Q3 2027, necessitating design and permitting completion by 2026 to allow timely installation and commissioning.

- Racking erection requires a minimum of 6 months, followed by 6 months for commissioning; site work must begin early 2027.

- Open system design confirmed for ESFR protection, with a clear warehouse height of 60 feet to cover the top 10 feet of storage.

- Fire alarm integration critical for automatic system shutdown, with two shutdown method options discussed based on control panel capabilities.

- Compliance with FM Global standards is essential, necessitating design approval from FM liaison before installation can commence.

- Material cost protection through early purchase orders and bulk strategy for over 100,000 sprinkler heads was proposed to mitigate pricing impacts.

- TGW's Jeff Williams is identified as a key contact for future procurement collaboration on multiple shuttle projects nationwide.

- The responsibility for permitting may transition to TGW's scope, addressing challenges encountered in Phase 1 with the previous contractor.

- There are 5-6 potential TGW shuttle projects across the U.S. providing avenues for future expansion, particularly in the food industry sector.

🚀 Project Timeline: Go-live is planned for late Q3 2027, with design and permitting due by 2026.

🔥 Fire Protection Needs: About 30,000 sprinkler heads will be installed, with ESFR protection systems confirmed.

📅 Construction Phases: Racking erection will take at least 6 months, followed by 6 months of commissioning.

🤝 Collaboration Opportunities: TGW's Jeff Williams is a key contact for future procurement on national projects.

💼 Cost Mitigation Strategy: Early purchase orders proposed to protect against material cost fluctuations.

ACTION ITEMS

\*\*Megan Thorp\*\*

Send existing facility drawings including hydraulic calculations and pump capacity information (05:55)

Provide CAD drawing with building structure showing column locations (14:50)

Send TGW engineering document specifying sprinkler system parameters and clearance requirements (16:06)

Investigate and provide power contractor information for project coordination (17:18)

Confirm project timeline details and decision-making schedule (08:42)

Connect Brandon with Jeff Williams in TGW purchasing department (23:30)

\*\*Brandon Clymer\*\*

Prepare detailed proposal with FM Global table references and design calculations (30:09)

Provide budget estimate range for 30,000 head sprinkler system (29:05)

Review additional documentation once received from Megan (07:51)

KEYWORDS

ASRS

sprinkler

TGW

Urban Outfitters

shuttle system

fire protection

PROMPT SUGGESTIONS

What is the projected timeline for the completion of the Urban Outfitters Kansas City Phase 2 project?

What are the specific fire protection requirements for this project?

Who is responsible for the design approval regarding FM Global standards?

What challenges did Phase 1 encounter with the previous contractor?

How might the responsibility for permitting transition to TGW's scope?

What potential future projects are available for TGW across the U.S.?

Transcript:

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Transcript File:

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Audio:

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Video:

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