



FROM THE
FLOOR PRESS

THE WAREHOUSE STANDARD™

CORE LIBRARY GUIDE

A Complete Guide to Building, Running,
and Optimizing Warehouse, 3PL & 4PL Ops



THE FIVE MOVES™

01

Stabilize

Stabilize the Floor

02

Control

Control the Work

03

Build

Build Capability

04

Keep

Keep the Practice

05

Prepare

Prepare for Change

Meet The Warehouse Standard™

A working operations library for the people who run the floor.

WHAT IT IS

One Playbook. Five Volumes. One sequence.
Written on the floor, by someone who works one.

WHAT IT COVERS

Stabilize — receiving, putaway, inbound flow, inventory accuracy
Control — quality assurance, audits, cycle counts, outbound integrity
Build — picking, packing, replenishment, training, WMS, supervisor development
Keep — huddles, standards, returns, the discipline that holds gains
Prepare — change management, go-lives, new customers, new volume

WHO IT'S FOR

Team leads and supervisors. The people who came up from the floor, who own the work instructions, the huddles, the training, and the audits — and who are accountable for the associates they lead and work alongside. And the people who run the operation with them — operations managers, site directors, QA managers, change leaders, 3PL and 4PL accounts.

WHY IT MATTERS

Most people show up wanting to do the work right. Without a process in place from the start, the small misses compound — the wrong tote, the missed scan, the rushed handoff — and the ripple reaches the customer before anyone meant it to. A shared process is how good intentions actually land on the floor.

The Five Moves™ — Stabilize → Control → Build → Keep → Prepare — is that shared process, built on traditional and true methodologies, translated for the floor.

Every job deserves a real process. Every process deserves a real owner.

WHO IT'S BY

Adriane 'Ace' Crabtree. Lean Six Sigma Black Belt. Prosci change practitioner. Twenty-plus years on the floor and in the room where the message gets built. Most likely on a warehouse floor as you read this.

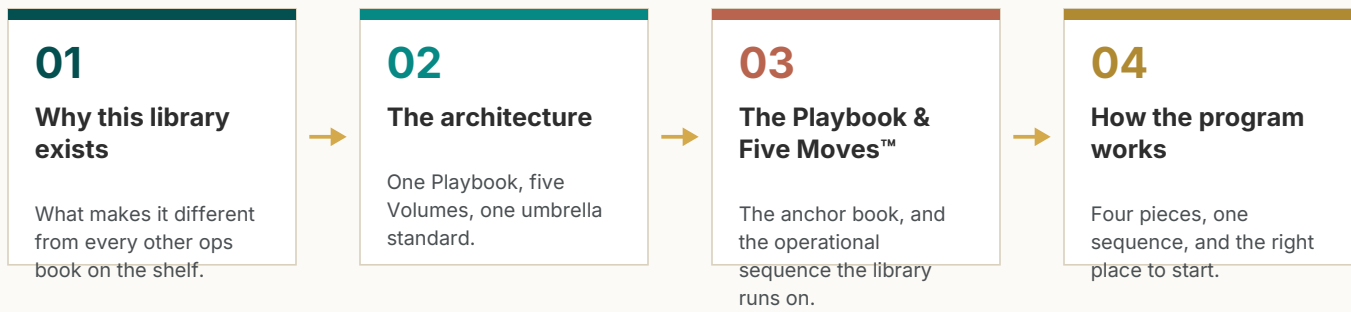


02 · ORIENTATION

This guide is a map.

Not a sales sheet. Not a teaser. A working map of a complete warehouse operations library — what's in it, who it's for, and how to use it when you actually run a floor.

IN THIS GUIDE



If you've been handed a site that's missing leaders, missing systems, or missing both — start here. Read it in fifteen minutes. Decide if the rest of the library belongs on your shelf.



03 · THE EDITORIAL STANDARD

Why this library exists.

Most operations books fail the floor for one of three reasons. This one was built to do the opposite.

01

Written by someone who left the floor.

The language drifts. The examples age out. The advice becomes hard to apply at 4:30 a.m. on a Tuesday.

02

Covers everything, commits to nothing.

A 600-page omnibus is not a tool. It is a doorstop with footnotes.

03

Tells you what — never how, when, or why.

A method without sequence is just trivia.

THE WAREHOUSE STANDARD™ IS BUILT DIFFERENTLY

It is written from the floor, on the floor, by someone who is still there. It commits to a sequence — **The Five Moves™** — and it tells you which volume to open when.

THE EDITORIAL STANDARD

If a passage couldn't survive being read out loud at a 4:30 a.m. shift huddle, it gets rewritten.

The architecture.

The library is one Playbook + five Volumes, sitting under one umbrella. Each piece has a single job.

The image displays three book covers from the 'The Warehouse Standard' series, each featuring the 'FROM THE FLOOR PRESS' logo at the top. The first cover, 'THE WAREHOUSE STANDARD™', is subtitled 'Guidance for Warehouse, 3PL & 4PL Operations' and includes the tagline 'From the floor, not the corner office.' and 'Five moves. One library. Built on the floor.' The second cover, 'THE PLAYBOOK', is subtitled 'Field-Tested Plays for Building and Running Warehouse, 3PL & 4PL Ops'. The third cover, 'STABILIZE THE FLOOR', is subtitled 'The Floor: Stabilize the operation before you try to improve it.' and 'The Floor: Stabilize the operation before you try to improve it.' Each cover features a pyramid diagram labeled 'THE FIVE MOVES™' with five numbered steps: 01 Stabilize, 02 Control, 03 Build, 04 Keep, and 05 Prepare. The authors 'Adriane 'Ace' Crabtree, LSSBB, PROSCI, CAPM | From the Floor Press' are listed at the bottom of each cover.

THE WAREHOUSE STANDARD™ — FAMILY OF WORK

THE PLAYBOOK

Daily reference.

Carries the most-used plays across the entire program. What to do when the shift breaks, when the audit lands, when the system goes down.

[Read on Kindle →](#)

Kindle eBook · ISBN 979-8-9956659-2-2
Paperback · ISBN 979-8-9956659-3-9 · coming soon

THE FIVE VOLUMES

Go deep, one move at a time.

You don't read them in order. Open the volume that matches the move you're making. The umbrella keeps language consistent across the shelf.

The Playbook.

Field-tested plays for building and running warehouse, 3PL, and 4PL ops.



WHO IT'S FOR

Site directors, ops managers, supervisors — anyone with a floor to run today, not in twelve weeks.

WHAT'S INSIDE

The most-used plays across all five moves. Short. Reference-style. Designed for the back pocket, the clipboard, and the desk drawer.

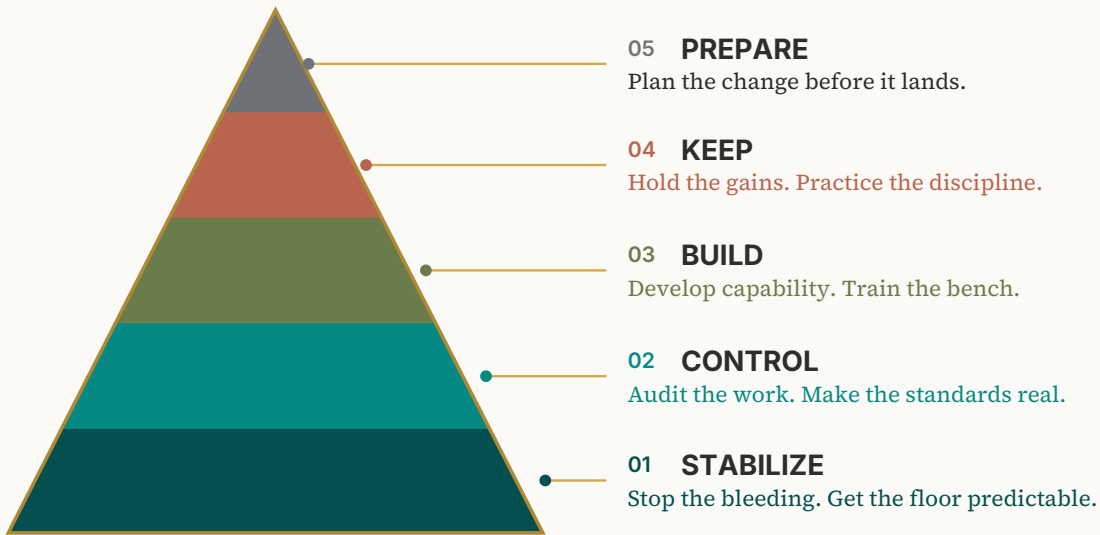
WHEN TO OPEN IT

Every day. Especially the bad ones.

**If you only buy one piece of the library,
this is the one.**

The Five Moves™

Every warehouse operation, regardless of size or industry, runs on the same five moves. The order matters.



THE MOVES, IN DEPTH

01

STABILIZE

Headcount churn, missed metrics, broken systems. The first move is always the same: settle the floor before you try to improve it. Without this layer, nothing above it holds.

02

CONTROL

Standards only count if they're audited. The QMS layer — what to check, how often, who owns each cycle. The floor learns what you actually inspect.

03

BUILD

You can't promote what you haven't built. Operators into team leads, team leads into supervisors. Capability is what lets the rest of this work without you in the room.

04

KEEP

The hardest move. Gains erode silently if no one holds the line. Huddles that work, audits that don't drift, behaviors that hold under pressure.

05

PREPARE

New WMS. New customer. New volume. The planning layer — Prosci-aligned, Lean Six Sigma rigorous — for landing the next change without losing the floor.

The pyramid is not aspirational. It is the actual order. Skip a level, and the levels above you collapse.

ONE VOLUME PER MOVE



The Volumes.

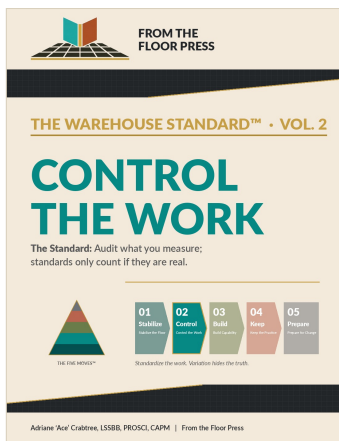
One volume per move. Open the one that matches the work in front of you.



VOLUME 01 · MOVE: STABILIZE

Stabilize the Floor

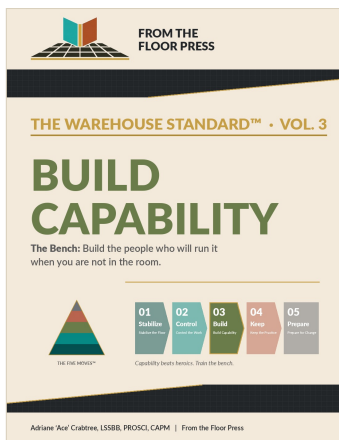
The first move when you walk into a floor that's bleeding. Headcount churn, missed metrics, audit failures, leadership turnover. This volume gives you the first 30 days back — without burning the team out or blowing up trust. For new site leads, recovery leads, and anyone inheriting a problem they didn't create.



VOLUME 02 · MOVE: CONTROL

Control the Work

Standards only count if they're audited. This volume builds the audit muscle: what to look at, how often, who owns each check, and what to do with what you find. The companion volume to a real QMS implementation. For QA supervisors, ops leads, and anyone whose work shows up in a corporate scorecard.

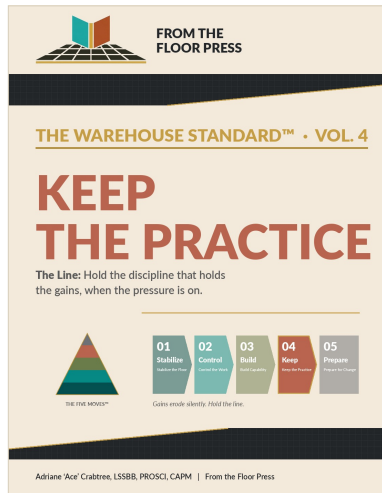


VOLUME 03 · MOVE: BUILD

Build Capability

You cannot promote what you have not built. This volume is the development playbook — how to train, certify, and grow operators into team leads, team leads into supervisors, supervisors into site leads. Built on instructional design principles, written for people who don't have a training department. For ops leaders growing their own bench.

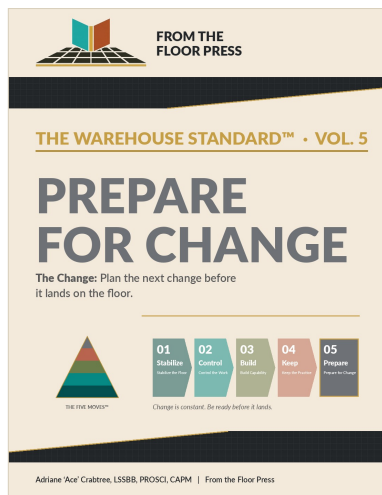
The Volumes, continued.



VOLUME 04 · MOVE: KEEP

Keep the Practice

The gains you make in Stabilize and Control will erode if no one holds the line. This volume is the maintenance manual: shift huddles that actually work, audit cadence that doesn't drift, leadership behaviors that hold the standard when the pressure is on. For mature sites trying not to slide.



VOLUME 05 · MOVE: PREPARE

Prepare for Change

The change is always coming. New WMS. New customer. New volume. New leadership. This volume is the planning move — built on Prosci change practice and Lean Six Sigma rigor — for leaders who want to land the next change without losing the floor. For multi-site directors, network leads, and anyone with a transition on the calendar.

COMPANION TOOLKITS

Each volume ships alongside an optional companion toolkit — audit packs, training kits, change planners, and field cards built to be used on the floor, not stored in a binder.

How the program works.

Four pieces. One sequence. You don't need all of it on day one — you need the right piece in front of you on the day you have.

01

READ THE GUIDE

Fifteen minutes.

You're holding it. Decide whether the rest of the library belongs on your shelf, and which piece to open next.

02

OPEN THE PLAYBOOK

Daily reference.

Put it on your desk. It carries the most-used plays across all five moves. If you only ever buy one piece, this is it.

03

PULL THE VOLUME THAT MATCHES YOUR MOVE

Go deep, one move at a time.

Stabilize, Control, Build, Keep, or Prepare. You don't read them in order — open the one that matches the work in front of you.

04

ADD THE COMPANION TOOLKIT

When the volume isn't enough.

Audit packs, training kits, change planners, field cards. Built to be used on the floor — not stored in a binder.

IF YOU'RE NOT SURE WHICH MOVE YOU'RE ON

If you just inherited a site that's struggling

Start with Volume 01 — Stabilize. Playbook on your desk. Come back for Volume 02 once the floor stops bleeding.

If you've taken a stable site and now have to grow it

Start with Volume 03 — Build. Pair it with Volume 04 — Keep so the growth holds.

If you're being handed a change — new system, new customer, new structure

Start with Volume 05 — Prepare. Read it before you announce anything. Bring Volume 02 — Control for the post-change audit cycle.

Adriane 'Ace' Crabtree.

LSSBB · PROSCI · CAPM



Adriane 'Ace' Crabtree is the founder and editor-in-chief of From the Floor Press. She has spent two decades inside operations leadership — hospitals, for-profit education systems, government agencies, and high-volume 3PL and 4PL warehouse distribution.

She is a Lean Six Sigma Black Belt, a Prosci-certified change practitioner, and CAPM-credentialed. Her work has been deployed in WMS rollouts, QMS implementations, multi-site stabilizations, and corrective action programs across more than a dozen sites.

She still writes from the floor.

THE EDITORIAL STANDARD

“If a passage couldn't survive being read out loud at a 4:30 a.m. shift huddle, it gets rewritten.”

What's next.

The Warehouse Standard™ is on rolling release through 2026. The Playbook is the anchor. The volumes ship as they're ready — not on a forced calendar.

COMING RELEASES (ROLLING, 2026)

- The five volumes — Stabilize, Control, Build, Keep, Prepare
- Companion toolkits — audit packs, training kits, change planners
- Field cards and operator workbooks

BRING THE STANDARD TO YOUR FLOOR

Workshops. Consulting. Certification cohorts.

Engagements are scoped to your site, your shift pattern, and the systems you already run. Written from the floor. Built to be used.

INQUIRE

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FROM THE FLOOR PRESS

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