



Materials Handling World

Magazine

September 2023

Doosan Bobcat

announces global brand strategy

p8



www.mhwmagazine.co.uk

Labels. We live for them.

Printers in
stock now



Integration. Seamless. The TJ Series has been designed with simple warehouse integration in mind.



Our passion. Your productivity. Our labelling solutions keep your warehouse moving on an industrial scale.



Details. Delivered. Our obsessive attention to detail brings you dependable printing quality.



Labels. Without limits. Our print speeds and ribbon capacity help you print high volumes without delay.



"At your side". Always. Get expert support from our UK team, backed by top warranty and service options.

Discover our passion for warehousing
and logistics label printing at brother.co.uk/label-love

Cover story: Doosan Bobcat announces	P08
Global Brand Strategy	P04
Appointments	P08
Forklift News	P16
Just the Juice	P18
Newsbites	P20
Baywatch	P22
Supply Chain	P26
Pack, Stack, Rack, & Roll	P30
RFID & IT	P34
Warehouse	P38
Safety at Work	P40
Wasteline	



**THE TOTAL SOLUTION PROVIDER
FOR INDUSTRIAL VEHICLES**

Joysticks

Lift Control Systems

Diesel and Hybrid Engine

Motor Controllers

Telematics and Safety

Operator and Stability Control

Electrification: Battery Management Systems

sensata.com/material-handling

Yale appoints new Director of Warehouse Sales – EMEA

Yale Lift Truck Technologies has appointed Ron Farr to a new role as Director, Warehouse Sales – EMEA, helping to continue to drive the brand's focus on the intralogistics industry.

In his role, Ron will support the independent Yale Dealer Partners across the region in providing customers with the right materials handling solutions to meet their operational requirements. The creation of this new position demonstrates the importance Yale places on developing its capabilities and solutions for the fast-evolving warehouse sector.

"I'm excited about this new position because my entire life has been about warehouse trucks, and I see customer engagement with a warehouse machine as slightly different to that of the counterbalance truck," says Ron Farr, who has worked for the organisation for almost 25 years.

"In my new role, I am looking forward to helping our dealers to

realise new opportunities, so that our warehouse customers can experience and benefit from our technology-enabled lift trucks," he continues. "We understand the issues that warehouses face, and have solutions to help meet these challenges. Our aim is to support productivity, efficiency, and reduced costs, as well as providing the excellent service and support that dynamic intralogistics operations rely on."

Ron has worked in a number of roles throughout his career, including as a Draftsman, a Technical Manager, and in Sales.

All his roles have been related to warehouse equipment, giving him a high level of insight and expertise that will benefit customers and dealers alike. Yale and its network of Dealer Partners are focused on customer success and supporting productivity, efficiency, and sustainability in the fast-changing intralogistics industry. For more information on warehouse solutions, and to contact your local Yale Dealer, visit: www.yale.



Doosan Bobcat

appoints Gary Hornbacher as new EMEA President

Doosan Bobcat, a global leader in compact equipment, has announced the appointment of Gary Hornbacher as the company's new President for the Europe, Middle East and Africa (EMEA) region. He will be based in Dobruška, Czech Republic, where the company has consolidated its manufacturing facility, R&D center, training institute and EMEA headquarters onto one campus spanning an area of 120,000 m².

Gary Hornbacher has served in a diverse number of roles during his 36-year tenure with Doosan Bobcat. He brings extensive experience in Sales & Marketing, Product Management, Strategy, and Total Quality Management. His most recent position before coming to EMEA was as Vice President of Channel Development & Training at Doosan Bobcat North America.

"We are excited to welcome Gary Hornbacher as the new President of Doosan Bobcat EMEA," said Scott Park, CEO and Vice Chairman of Doosan Bobcat. "Gary's previous experience as Senior Vice President Commercial in the EMEA region coupled with his diverse background with Bobcat positions him to effectively drive forward our strategic vision and motto – we empower people to accomplish more."

In this role, Gary Hornbacher will focus on a people-first culture by creating a collaborative environment where people can thrive and by leveraging individuals' talents to accomplish amazing achievements.



"I am thrilled to join the dynamic Bobcat EMEA region, and I look forward to again serving alongside our team," said Gary Hornbacher, the newly appointed President of Doosan Bobcat EMEA.

Gary Hornbacher's loyalty to the company has remained strong through the years, which he attributes to 3 key areas that are unique to Bobcat:

"First, Bobcat has an enduring focus on solving our customers' toughest challenges, whether that be through innovating new technologies or partnering with our dealers to exceed customers' expectations.

"Next, those who work at Bobcat are proud to be associated with a brand as strong and reputable as Bobcat, and we reinforce that passion by investing in our people through employee coaching and continuous development," Gary Hornbacher said.

"And last but not least, Bobcat is a strong community partner dedicated to improving the places in which we live, work and call home. It's heart-warming to work for a company

that provides employees the opportunity to contribute to their communities through company-sponsored volunteer efforts and philanthropic donations," Gary Hornbacher concluded. Gary Hornbacher assumes his new role as Doosan Bobcat EMEA President effective 1st July 2023 and will report to Scott Park, CEO and Vice Chairman of Doosan Bobcat.

Since 1958, Bobcat has been empowering people to accomplish more. As a leading global manufacturer of compact equipment, Bobcat has a proud legacy of innovation and a reputation based on delivering smart solutions to customers' toughest challenges. Backed by the support of a worldwide network of independent dealers and distributors, Bobcat offers an extensive line of compact equipment, including loaders, excavators, telehandlers, ground maintenance equipment, attachments, parts and services and other equipment. In 2024, Bobcat will expand its brand with the addition of portable power and industrial vehicle offerings. The Bobcat brand is owned by Doosan Bobcat.

www.bobcat.com.

DF Capital

appoints Garry Frew as Chief Commercial Officer



DF Capital, the specialist commercial lending bank supporting dealers and manufacturers, today announced the appointment of Garry Frew as chief commercial officer. In his new role, Garry will report into CEO Carl D'Amassa and will lead the bank's commercial lending function. He will be responsible for strategy and growth initiatives to continue supporting manufacturers and dealer customers.

Garry joins DF Capital from Wells Fargo, where he spent 17 years in a number of senior roles in the US and Europe. For the past six years, he held the position of vice president for strategic relations

in the commercial distribution finance business. Garry brings extensive experience in inventory and distribution finance, as well as financial analysis and business acquisition. He also has an executive MBA from London Business School.

"We are absolutely delighted to welcome Garry to DF Capital and to the leadership team," commented Carl D'Amassa, CEO, DF Capital. "His deep knowledge of our lending products, sectors and customers, as well as his proven track record of career success make him the perfect fit for this role. I am confident that he will play a significant role, building on our amazing achievements to date,

in helping us further scale the bank, whilst putting our customer needs first and acting sustainably."

Garry Frew said: "I'm excited to join DF Capital's journey and build on the successes the team has achieved to date. I am confident that I can use my experience and expertise to help the company achieve its next level of growth and continue to demonstrate value both to our existing and to our prospective customers."

"I am excited to work with Carl and the rest of the team - we have a bright future ahead and I am looking forward to getting started."

www.dfcapital.co.uk

Doosan Bobcat

announces global brand strategy

Doosan Bobcat, a company within Doosan Group and a leading global compact equipment manufacturer, has announced its global branding strategy to create business and growth opportunities for the Doosan Bobcat product portfolio.

Doosan Portable Power (DPP), an industry-leading global manufacturer of air compressors, mobile generators and light towers; and Doosan Industrial Vehicle (DIV), a supplier of quality material handling equipment, including forklifts, will rebrand their product offerings under the Bobcat brand.

“Bobcat is an iconic brand that changed the world with the invention of the compact equipment industry, and we are excited to unleash the brand in bold, new ways,” said Scott Park, Doosan Bobcat CEO & Vice Chairman. “Doosan Portable Power and Doosan Industrial Vehicle have long legacies of developing high-quality products. Bringing these strong Doosan brands into the Bobcat portfolio allows us to further expand these

business lines, while also growing our overall Doosan Bobcat business and providing even more solutions to help our customers accomplish more.”

The rebranding of the portable power and industrial vehicle equipment lines — two key business areas for Bobcat — looks to further strengthen overall brand equity, market recognition and consumer recall of all product offerings. The transition will create a cohesive customer experience and grow the organization’s footprint, thus making the brand accessible to more customers and in more places.

Bobcat has broadened its product portfolio significantly within the past five years, launching more machines during this period than previously in its entire history. The brand has successfully expanded its offerings with new technologies and innovations and expanded product lines, such as grounds maintenance equipment, which includes compact tractors, small articulated loaders, mowers and turf equipment.

“The Bobcat brand empowers ambitious and passionate groundbreakers to accomplish more. Across the globe, big challenges get smaller because of our equipment; from breaking down walls to building up communities, we’re proud to provide people with what they need to be successful in their endeavours,” said Laura Ness Owens, Doosan Bobcat Vice President of Global Brand.

“By expanding the Bobcat brand to the portable power and industrial vehicle industries, Bobcat can help even more customers, in more ways than ever.”

With this refreshed identity, the DPP and DIV product lines will, respectively, undergo design and aesthetic changes in alignment with current Bobcat branding.

The rebranded products will be displayed at key global trade shows. For more information about Bobcat and its products, visit:

www.bobcat.com.



Combilift donates donates its 75,000th truck to International Charity



As part of Combilift's celebrations for its 25th anniversary, the Irish materials handling specialist has announced that it is donating its 75,000th truck - an Aisle Master articulated forklift - to Convoy of Hope, a non-profit humanitarian and disaster relief organization.

Convoy of Hope works alongside communities and its wide network of volunteers aim to alleviate poverty and hunger and to bring help and hope wherever they are most needed in the world. As this type of aid is sadly always in demand, operational expansion has also seen a corresponding increase in the requirement for warehousing capacity to accommodate the vast volume of supplies that are stored and ready for delivery to areas in need.

The World Distribution Center is based in Springfield, Missouri, and from this location at the "crossroads of America" truckloads of relief supplies and food are sent on their way across the USA and further afield around the globe. Combilift supplied its first Aisle Master for this site four years ago, and a further three units were delivered last year. Convoy of Hope's Senior Director - Distribution Jeff Smethers::

"A lot of our exponential growth has been down to the Aisle Masters as they enable us to get more loads in and out faster. And thanks to Combilift's free warehouse layout service and the Aisle Master's narrow aisle capability we have achieved the best possible storage density and very efficient operation."

The announcement was made at a gala dinner in Chicago during the ProMat trade fair, and Combilift's CEO and Co-Founder Martin McVicar said: "The work that Convoy of Hope does is invaluable to relieve suffering around the world and we wanted to make our own contribution by donating our 75,000th truck to this very worthwhile charity."

Erick Meier, Senior Vice President - Supply Chain at Convoy of Hope said "We are so grateful that Combilift and Martin and the whole team have actually given us one of these trucks for our operations. This is going to help people for years - and ensure that every day someone in the world will receive aid - and that brings hope." www.combilift.com <https://convoyofhope.org/>

UPGRADE YOUR OFFICE

The new 7tn to 30tn Heavy Line range of forklifts
from Hyundai



If you're spending all your working day in an uncomfortable, noisy cab with inefficient controls, then it's time to upgrade your office. The new Hyundai Diesel 9V Heavy Line Forklifts are quieter and more comfortable, with easy-to-use fingertip controls for complete stress-free working. And with a new design that enables greater visibility and includes many added safety features, greater productivity and safer operation is assured.



READY TO UPGRADE?
WWW.HYUNDAI-MH.EU

HYUNDAI
MATERIAL HANDLING

B&B Attachments

announced as the official distributor for SW Paratus in the UK and Ireland

B&B Attachments, leading manufacturer and supplier of forklift truck attachments and material handling solutions, has announced its official role as authorised distributor for SW-Paratus, in the UK and Ireland.

Founded in 2016 by now Managing Directors Lars Wellerdiek and Ralf Schauties, SW-Paratus has developed and manufactured the innovative pallet sliding device, PSV-ULTRA, from its manufacturing facility in Halle, Germany.

The PSV-ULTRA is an innovative system which aims to optimise pallet handling and accelerate the flow of goods during the logistics process. The system works by allowing the forklift operator

to place a loaded pallet into the device, the truck then pushes the new pallet under the load and into the PSV-ULTRA system, which quickly and efficiently exchanges the pallet.

The heavy-duty, roller-mounted slider easily compensates for any height differences between the old and new pallet. Pallets are exchanged and re-palletised in a matter of seconds, regardless of the pallet type. The pallet changer does not require any additional drive energy or complex hydraulics, and operating personnel can be trained in just a few simple steps to carry out the pallet change.

This patented pallet sliding device is used in various industries around the world, for effortlessly swapping pallets whilst under

a load. The system enables a smooth transition from wood to plastic pallets (including H1 hygienic pallets) or aluminium pallets. The PSV-ULTRA can be made in stainless steel for hygienic areas or cleanroom production.

Mike Barton, Managing Director at B&B Attachments comments: "We are excited to add the innovation of the SW Paratus system to our already extensive portfolio of material handling solutions. The simple and ingenious creativity of the PSV-Ultra system makes it the perfect addition to our product range. We are looking forward to working together with SW Paratus and distributing this new technology, that will be game changing for many industries."

www.bandbattachments.com




More understanding **Creates more opportunity**

Every business has its own goals and ambitions. We work with equipment manufacturers and dealers to provide practical and straightforward finance solutions that could help grow sales, improve profitability and free up working capital. Talk to our team of industry experts about which of our inventory finance solutions is right for you.

To find out more:
 ☎ 020 3937 6390 ✉ enquiries@dfcapital.co.uk 🌐 dfcapital.bank

Terms and conditions apply, subject to status and affordability. Any asset used as security may be at risk if you do not repay any debt secured on it.

DF Capital is a trading name of DF Capital Bank Limited, which is a subsidiary of Distribution Finance Capital Holdings plc and is registered in England and Wales (company number: 10198535). Registered office: St James' Building, 61-95 Oxford Street, Manchester M1 6EJ. DF Capital Bank Limited is authorised by the Prudential Regulation Authority (PRA) and regulated by the Financial Conduct Authority (FCA) and the PRA (Financial Services Register No. 848291). DF Capital Bank Limited's commercial lending products are not regulated by the FCA or the PRA.

DF Capital

White Paper delivers an in-depth review of the technology shaping forklift design

With rapidly accelerating developments in technology and seemingly no let-up in the emergence of ever more complex supply chain challenges, the modern logistics professional has a lot to consider before deciding on the materials handling equipment that best suits their company's intralogistics needs.

So, to mark the start of the countdown to IMHX 2025 (September 9th - 11th 2025, NEC, Birmingham) – the next event in the long-running and highly successful series of events for supply chain and logistics professionals – a White Paper taking an in-depth look at the ongoing evolution of the forklift truck has been unveiled.

Produced by Informa Markets with input from the UK Materials Handling Association (UKMHA) and UK Warehousing Association (UKWA) 'What is the forklift of the future?' explores the technical advances that are shaping lift truck design and considers the future developments that will impact upon forklift productivity, safety and running costs.

With contributions from senior executives from some of the leading manufacturers and suppliers of industrial trucks, the White Paper gives a balanced overview of the trend away from fossil fuels towards greater take-up of electric trucks and reflects on the role that driverless forklifts might play in the continued success of businesses

operating in the UK logistics sector. Rob Fisher, director of IMHX 2025, commented: "The forklift truck has been an industry icon for over three quarters of a century and remains an essential piece of kit for most, if not all, logistics operations."

"Giving clear information, 'What is the forklift of the future?' highlights the essential developments that anyone tasked with specifying forklift truck technology should consider."

To enquire about stand availability and for further information regarding IMHX 2025 please email Rob Fisher at: rob.fisher@informa.com.

www.informa.com.

Jungheinrich celebrates double success at IFOY 2023: Awards for PowerCube and addedVIEW fork camera

- Jungheinrich PowerCube secures trophy in the "Intralogistics Robots" category
- addedVIEW fork camera wins "Special of the Year"
- Double win underlines Jungheinrich's leading position in the development of innovative and efficient intralogistics solutions

The International Intralogistics and Forklift Truck of the Year (IFOY) Awards 2023 ceremony took place recently in Dortmund, Germany. Jungheinrich triumphed in a strong field of 23 nominations, with two products collecting awards. Both the ultra-compact PowerCube storage system and the innovative addedVIEW fork camera with barcode scanning received much-coveted awards in their respective categories.

Jungheinrich PowerCube is an automated compact container warehouse for particularly compact storage and order picking of small parts as well as unit loads. It won in the "Intralogistics Robots" category. The modular racking system of the PowerCube accommodates totes that are stacked in vertical channels up to 12m high. This system height enables particularly space-efficient tote storage in a very small area.



The addedVIEW fork camera from Jungheinrich triumphed in the "Special of the Year" category. With its ability to read barcodes directly at the storage location

and compare them with the specifications of the warehouse management system, the camera significantly minimises storage and retrieval errors, increasing

efficiency and safety in the warehouse. Receipting is carried out in a particularly simple and ergonomic way via a steering wheel button. Jungheinrich Chief Sales Officer, Christian Erlach is delighted with the awards in both categories: "With these two victories at the IFOY Awards 2023, Jungheinrich is once again underlining its position as a leading company in the development of innovative and efficient intralogistics solutions. We are very proud of this recognition. With the Jungheinrich PowerCube and the addedVIEW fork camera, we offer our customers innovative solutions that increase their competitiveness and significantly improve efficiency in the warehouse."

Jungheinrich addedVIEW fork camera

Accurate documentation of the storage and retrieval of goods is crucial in any warehouse. Errors in the deployment or storage of goods in the warehouse management system (WMS) can lead to serious problems - from incorrectly allocated storage locations and unexpectedly lengthy search times to returns and loss of goods. To effectively address this challenge, Jungheinrich has developed the addedVIEW fork camera with barcode scanner. It is able to read barcodes directly at the storage location and compare them with the specifications of the WMS.

This enables immediate and accurate identification and avoids errors before they have a chance to enter the system. By integrating this technology into the warehouse process, companies can significantly reduce the number of incorrect bookings and stock placements, resulting in a considerable increase in efficiency.

The addedVIEW fork camera is fully digital and features full HD resolution, broadband automotive Ethernet data transmission and software to transfer the results to any WMS. For the Jungheinrich WMS, the product is equipped with additional intelligence that enables it to recognise whether the correct barcode is located in front of the tine by means of coloured overlays in the camera image as the forklift passes by. In addition to the advantages for warehouse management, forklift drivers benefit from the significantly improved image quality as well as the ergonomic receipting function directly on the steering wheel. Overall, the fully digital fork camera addedVIEW eliminates hidden search and error costs for customers. The process becomes faster, more reliable and thus significantly more cost-effective per pallet.

Jungheinrich PowerCube

Due to the ultra-compact vertical arrangement of the containers, PowerCube makes optimal use of storage space, achieving a storage density four times greater than a conventional shelf racking system. The system height of up to 12m makes the PowerCube the highest compact storage system in its class. This creates space in the warehouse that can be used for range expansion or other purposes. The Jungheinrich PowerCube is also unique on the market in terms of flexibility. The automatic compact storage system for small containers can be set up on normal industrial floors without time-consuming reworking, such as milling and sanding, and can therefore be easily integrated into existing warehouses. Since the shuttles move under the containers, the PowerCube can be easily adapted upwards to different building heights and structures. If necessary, it can also be

connected to an individually planned conveyor system.

The newly developed PowerCube shuttles move at a maximum speed of 4m/s with an acceleration of up to 2 m/s². They can simultaneously transport two containers with a payload of 50kg. This expands their application in terms of article range, accelerates reorganisation processes and maximises the throughput per shuttle. At the same time, the shuttles are able to move automatically in the level below the PowerCube shelf. Due to the scalable number of shuttles, the throughput of the PowerCube can be flexibly adjusted to accommodate increasing demand, seasonal peaks or range expansion.

Thanks to high-performance lithium-ion batteries which are charged at the workstations during operation, the shuttles are ready for use 24 hours a day without downtime. This ensures a high system throughput and makes the batteries an important reason for the PowerCube's strong performance. Unlike competitor systems, the shuttles can be removed from the PowerCube at floor level for maintenance work, so no maintenance platform is required. With the PowerCube, Jungheinrich combines efficient processes and innovative hardware with state-of-the-art software technology that enables simple connection to the customer's existing IT infrastructure and maximum process and performance flexibility. It is a solution that presents an integrated and holistic approach to the future of compact container storage and delivers on its promise of a new dimension of efficiency in the warehouse. <https://www.jungheinrich.co.uk/>

Clark low-lift truck with operator stand-on platform now also with Li-Ion technology

Extra power for intensive applications.

Clark has given the PPFXS20 electric low-lift truck with integrated operator platform a face-lift. In the process, the Materials handling vehicles specialist has not only improved the ergonomics and user-friendliness of the truck, but also the performance: for particularly intensive operations, the low-lift trucks are now also available with lithium-ion technology.

The PPFXS20 with a load capacity of two tons has an integrated operator platform with padded side walls. This provides the operator with maximum comfort, especially on longer journeys. The low-lift truck is thus ideal for use in the transport of goods by road, the loading and unloading of trucks via ramps as well as for the order picking of a wide variety of goods in industry, trade, and distribution.

Powerful and safe.

The PPFXS20 is equipped with a maintenance-free and enclosed 1.6 kW three-phase traction motor. This provides powerful acceleration and high speeds of up to 10 km/h. The powerful 2.2 kW lift motor guarantees maximum efficiency when lifting and lowering loads. Thanks to the high battery capacity of 375 Ah for the lead-acid battery, the pallet truck achieves optimum battery life. The pallet truck is available with side battery change as standard. The quick and easy battery replacement via a roller bed guarantees high availability of the truck. For particularly demanding applications or for multi-shift operation, the PPFXS20 is also optionally available with a 205 Ah lithium-ion



battery. The Li-Ion battery can be recharged at any time and within a very short time – for example during breaks – without damaging the battery or shortening its service life. Recharging the battery is possible at any 230-volt socket. In just 10 minutes, 7 % of the battery capacity can be recharged. This reduces the downtime that would be necessary to change the battery. After only three hours, the battery is fully charged again. Li-Ion technology not only increases productivity, but also saves costs for maintenance, infrastructure, and replacement batteries. This makes a Li-Ion vehicle worthwhile for anyone who wants to operate a maintenance-free, long-lasting, and fast-charging battery with a high safety standard.

Improved ergonomics ensure intuitive operation.

For handling work and horizontal transport over long distances, the generous side access with an opening range of 445 mm enables the operator to climb up and down from the vehicle quickly and safely. While driving, the

operator can comfortably lean against the padded backrest of the generously designed operator's platform. The operator's platform is fully suspended and guarantees vibration-free operation so that the operator can concentrate fully on his work.

The ergonomic tiller is height adjustable.

All controls can be operated intuitively and without fatigue by both left- and right-handed operators. The rounded fork tips allow safe and speedy threading into the pallet and thus contribute to a high turnover of goods. The all-electric power steering is smooth. This allows the vehicle to be manoeuvred precisely and safely even in the tightest of spaces, for example in narrow racking aisles. For greater safety when cornering, the automatic reduction of the driving speed is proportional to the steering angle. This reduces the centrifugal forces acting on the operator.

You can also visit CLARK online at www.clarkmheu.com or on Facebook at: www.facebook.com/CLARK.the.forklift.



Any Battery. Anywhere.

Experts in batteries, chargers, inverters, solar and accessories.

VISIT US AT
ECOBATBATTERY.COM












Scan to visit our site

Tevva 7.5t electric truck now eligible for UK plug-in truck grant

British electric vehicle manufacturer Tevva has secured government plug-in truck grant (PITrG) eligibility for its 7.5t battery-electric truck. UK organisations looking to decarbonise operations and future-proof their fleets will benefit from a potential £16,000 discount, removed from the purchase price by Tevva.

To be eligible for the grant, N2 vehicles (trucks that weigh between 5-12 tonnes) must have a CO2 emissions figure of at least 50 percent less than the conventional equivalent vehicle that can carry the same capacity and can travel at least 60 miles

without any tailpipe emissions at all. Tevva's 7.5t battery-electric truck offers up to 140 miles (227 kilometres) from its 105-kWh battery on a single charge, and is ideal for last-mile and urban delivery fleets.

The Tevva 7.5t battery-electric truck is the only vehicle from a British manufacturer to qualify for the PITrG, and becomes only the third eligible truck to be listed on the government website. The grant pays for 20 percent of the purchase price, up to a maximum of £16,000, reducing Tevva 7.5t battery-electric truck total cost of ownership (TCO). www.tevva.com

TouchPath launches discounted subscription scheme for its Supply ChainSystems

- Company slashes prices by 50 per cent for the first three months of any subscription
- Flagship TouchPath solutions including 'TouchWMS' and 'TouchMES' available for subscription
- Subscription includes maintenance and support
- Flexible options include 'subscribe now, buy later'
- "Industry feedback reveals that many supply chain companies are now looking for a viable alternative to capital expenditure. TouchPath's subscription scheme provides that alternative" says TouchPath CEO David Myers

International supply chain solutions provider TouchPath (www.touchpath.com) is launching a discounted subscription scheme for its supply chain systems, slashing its rates by 50% for the first three months of any subscription, which includes full maintenance and support.

A 'subscribe now, buy later' option is also available.

Flagship TouchPath products available under the new subscription scheme include the company's 'TouchWMS' and 'TouchMES' supply chain systems. The TouchWMS warehouse management system delivers proven productivity increases of 50% while the TouchMES, performance-driven manufacturing execution system displays accurate shop floor data in real time.

Commenting on the company's new subscription scheme, TouchPath CEO David Myers says: "Industry feedback reveals that many supply chain companies are now looking for a viable alternative to capital expenditure. TouchPath's discounted subscription scheme provides that alternative."

TouchPath has operations in the USA (Greensboro, NC 27409) and the UK (Faversham, ME13 8NZ).



JCB JS20MH boosts productivity at WRC Recycling

A leading Scottish recycling firm is using a new JCB JS20MH materials handler to process construction and demolition waste.

Renfrewshire-based WRC Recycling purchased the machine as part of a major investment in equipment to work at its new £4 million state-of-the-art materials recycling facilities in its hometown of Inchinnan.

The JS20MH – complete with hydraulically raised cab and selector grab – is responsible for sorting material and loading a new screening plant. That combination can process 40-tonnes-per-hour – contributing to a 90% productivity increase in the tonnage WRC can recycle compared to its previous operations.

WRC Recycling Commodities & Operations Director, Colin Blakely said: "The JS20MH is performing very well and the operator likes it which is a key factor for us. The elevated cab provides maximum visibility to safely, quickly and efficiently sort through the material before loading. We see it as a key machine to feed the plant and help us drive and increase our future productivity. The service support on the machine from Scot JCB is also second to none."



WRC Recycling is a family-run waste management and skip hire business. It offers bespoke waste management solutions to residential and corporate clients, including: bulk waste haulage, skip hire services, confidential paper shredding, waste material disposal and recycling as part of its commitment to support Scotland's drive towards a 'zero-waste' economy. The new JCB JS20MH model joins seven existing JCB 538-60 Agri Super

Loadall telescopic handlers in the WRC Recycling fleet.

The JS20MH materials handler is powered by the JCB DieselMAX 97kW Stage V compliant engine and features a hydraulically raised cab for increased visibility. Key features of this dedicated waste handling machine include: wide core radiator and reverse fan, climate control, five halogen work lights and a heated air suspension seat. www.jcb.com

Rite-Hite

brings Eclipse Dock Shelter manufacturing closer to European customers

Rite-Hite, one of the leading manufacturers of loading bay and health and safety equipment, is to start manufacturing the Eclipse Dock Shelter at its German facility in Volkmarsen, increasing availability, reducing delivery times and supply chain challenges, and providing a more sustainable option for its European customers.

Providing a tight, consistent seal all the way up trailer sides, across the top, and at the corners, the Eclipse Dock Shelter blocks both light and seals gaps for a dark, environmentally-secure dock. More than this, the seal also prevents unwanted airflow from entering the warehouse environment, while keeping the conditioned air inside, thus saving significantly on the cost of wasted energy.

In addition to the energy saving benefits, the dock shelter also helps to protect people, materials and goods by preventing wind (and therefore dust and grit), rain, snow and pests from entering the interior of the building through the dock.

The top of the Eclipse is equipped with an exclusive weighted head curtain that applies 100 pounds of pressure across the full width of the trailer top, which keeps the curtain in constant contact with the trailer. The corners work in tandem with the weighted header

to seal the gaps that ordinary shelters don't address.

Thorsten Mauritz, the Marketing Manager for Rite-Hite Europe, says the move brings manufacturing closer to its European customers: "It signals both our ongoing investment in our manufacturing capability, and our focus on supporting our customers in achieving their sustainability targets," he says.

"By near-shoring in this way, we can not only reduce any current and future supply chain challenges, but also accelerate production and delivery times for our European customers. It is one of a series of announcements regarding investment in our European manufacturing capability that we expect to make in the coming months."

Based in the centre of Germany in Volkmarsen, the facility manufacturing the Eclipse is equipped with the latest technology including robotic welding systems that vastly accelerate the rate of production, aimed at meeting the growing demands within the European and international markets. The latest equipment from the facility is supported by a Lean manufacturing process which aims to provide optimum efficiency and productivity, whilst minimising energy wastage.
<https://info.ritehite.com/en/eu/>



Supply Chain Traceability:

How Digital Technology is Waging War on the Illicit Movement of Goods.

By Philippe Castella, Managing Director, Dentsu Tracking.

Illicit trade causes losses of around US\$2.2 trillion to the global economy, depriving states of vital tax revenues and denying suppliers and legitimate retailers of sales. There is a real threat to the health and safety of consumers, while manufacturers and retailers face reputational harm, revenue losses and increasing security costs. For governments, the impact can be far greater as it deprives them of (tax) revenues for investment in critical public services while encouraging organised crime and stifling legitimate economic investment.

There are various forms of illicit trade: most commonly, under-declaration, smuggling (contraband) and fake products (counterfeit). In fact, losses amount to 3% of the global economy, according to the World Economic Forum. For the European Union, that figure is much higher, estimated to be €119 billion representing 5.8% of all EU imports from the rest of the world in 2019. The blight of illicit trade is widely acknowledged by global governance bodies with efforts to control this criminal activity now a leading priority.

Traditionally, preventative measures have focused on the use of material security products, such as physical security stamps, to facilitate manual authentication product checks.

However, the approach has proved to be ineffective and costly to implement, while it fails to adequately address the increasingly sophisticated methods of illicit trade.

A more effective solution is to better leverage the advantages of digital technologies and data analytics tools that help combat this illegal activity more effectively.

Dentsu Tracking is one of the providers who embraces this focus by adopting a unique approach that is delivering a digital and data-driven solution capable of tracking product movements across a supply chain, from production to point of sale, giving law enforces the power to identify and intercept unlawful activity. For the first time, users are given full visibility of the supply chain across its entirety, while connecting, analysing, and managing huge volumes of complex data automatically and in real time.

Dentsu Tracking was founded in 2018 to disrupt the market for governmental and private supply chain control solutions, leveraging the benefits of digital technology to fight illicit trade more effectively. Dentsu's Track & Trace solution uses next-generation technology, including serialisation, product identification, digital authentication and powerful analytical tools powered by AI and ML to prevent the circulation of non-compliant goods. Their digital technology delivers in-depth data insights in real-time to identify illicit activities. As Dentsu Tracking aligns with common international logistics standards, their solution does not unnecessarily intrude on legitimate supply chain operations.

Dentsu Tracking currently works with the European Union and the UK Government to deliver monitoring and control services for tobacco goods.

The illicit tobacco trade is a concerning issue, with far-reaching negative socio-economic impacts on governments and consumers. It impacts tax revenues while illicit tobacco products increase public health risks as they fail to comply with compulsory safety standards.

The illegal tobacco trade is estimated to cost the EU €10 billion in lost tax revenues every year, making it one of the most fiscally impactful criminal activities.

To reduce this financial loss, the EU has made Track & Trace a core mainstay of its anti-illicit trade strategy. The system is unique in its scale and volume, delivering the world's largest traceability platform for tobacco products and applying a digital tracking and tracing solution to the entire EU tobacco supply chain.

Last year, the UK Government also took the decision to install a new standalone Track & Trace system to combat the illicit tobacco trade within its borders which was responsible for £2.5 billion in tax losses in 2020-21, according to Her Majesty's Revenue & Customs (HMRC) figures. This illegal trade damages the UK economy by reducing revenues that would otherwise be used to fund vital public services and creating illicit markets which harm lawful commercial businesses and retailers.

Based on a digital and data-driven approach, the individual systems implemented in the EU and the UK allow for real-time collection and verification of data from the entire supply chain. They work by registering a product's Unique Identifier (UI) so that its validity can be checked and recorded during each transit movement. Every UI is embedded in a data carrier, for instance a QR or barcode, which enables authorities to read the information in the field with a standard smartphone. Each supply chain participant, from manufacturer to importer and distributor, is then able to report data on logistics and transactional activities in accordance with applicable legislation. The collected data is not just passively stored but is subject to advanced validation protocols that verify compliance with applicable rules. In addition, data analytics tools translate the captured data into

meaningful information to provide intelligence reports and support enforcement bodies in their anti-illicit trade activities.

The solutions provide the EU and UK with traceability functionality across their entire tobacco supply chains and form an important pillar in their weaponry against illicit tobacco trade. Each system has been specifically tailored to meet the distinct policy objectives of the EU and UK governments and the individual characteristics of each market. The gathered intelligence assists the authorities in conducting targeted controls and real-time investigations in the field and at border control.

Currently Dentsu Tracking enables governments to monitor and control more than 30 billion products globally every year across hundreds of production lines. Collaboration and co-operation between governments, law enforcers, manufacturers, suppliers and retailers will be critical to winning the war on illicit trade.

Governments must establish tax regimes and economic policies that discourage illegal activity while prioritising the development of regulatory structures and detection infrastructures to strengthen effective enforcement. Technology providers, such as Dentsu Tracking, can contribute by continuing to develop technically advanced solutions to track goods movements, while economic operators must adjust their supply chain operations to comply with the regulatory framework for track and trace systems.

Fighting illicit trade is critical to the long-term sustainability of the planet as it not only pays dividends to global economic development, it also stops illegal cash flows which are otherwise used for criminal activities that negatively impact all our lives.

For further information, email: info@dentsutracking.com

The Impact of On-Demand Services in the Materials Sector

On-demand services have had a profound effect on various industries, including the materials sector. The efficiency and effectiveness of tasks in this sector heavily rely on the equipment utilised. Traditionally, businesses had to make advance bookings for materials and equipment, leading to challenges and delays. However, the emergence of on-demand services has brought about a revolutionary change in the industry.

In the realm of working from heights, one notable example of such innovation is HighDrive UK.

The company has cherry pickers available to hire at over 200 locations across the UK, Scotland, England, Wales and Northern Ireland. In four simple steps online, you can book, use and return a 20m HighDrive cherry picker.

The real innovation isn't the cherry picker or the digital

booking system, it's the truck on which the machine is mounted. HighDrive.UK are unusual in that they've been able to safely mount cherry pickers onto vehicles of a size and weight that don't require anything more than a standard UK driving licence, massively increasing the pool of people that will be able to access their machines.

Prior to this innovation, most people in need of a cherry picker would either need the relevant

licence or to hire one with a driver, effectively putting them at the whims of their supplier's schedules and availability.

Their on-demand equipment services have had a profound impact on the industry, transforming the way tradespeople access tools and equipment while working at height. By offering convenient and flexible access to advanced height tools and equipment, HighDrive.UK has empowered tradespeople, resulting in cost savings, time efficiency, and improved productivity when working at height.

The interesting thing about companies like HighDrive.uk is that they effectively create a new category of offer. By enabling customers to find and self-drive a cherry picker quickly and easily, they're effectively providing an alternative to scaffolding and other options for working at height that are significantly more accessible and convenient.

Time is a valuable resource in the materials sector, and on-demand services provide a streamlined approach to acquiring materials and equipment. Instead of making advance bookings and waiting for availability, businesses can now conveniently access the required tools whenever they need them.

This minimises downtime and enables projects to be completed more efficiently, ultimately enhancing productivity and customer satisfaction.

One of the key advantages of on-demand services is the convenience they offer. Businesses can access a wide range of materials and equipment through user-friendly platforms, selecting the specific tools they require for their projects. The ability to book materials and equipment from any location eliminates the need for unnecessary travel and logistics planning, saving both time and effort.

On-demand services in the materials sector also provide access to a diverse range of advanced equipment. This allows businesses to leverage cutting-edge tools without significant capital investment. By utilising state-of-the-art equipment, companies can enhance their capabilities, improve efficiency, and deliver high-quality results, thereby strengthening their reputation within the industry.

Furthermore, on-demand equipment services offer significant cost savings for businesses. In the traditional model, companies had to invest in purchasing and maintaining their own equipment, resulting

in substantial capital expenditure. By leveraging on-demand services, businesses can access the necessary materials and equipment as needed, eliminating upfront investments and ongoing maintenance costs.

The adoption of on-demand services has brought about a transformation in the materials sector, revolutionising the way businesses access materials and equipment. These services empower businesses by providing convenient and flexible access to advanced tools, resulting in cost savings, time efficiency, and improved productivity. By eliminating the need for pre-booking and offering a diverse range of equipment, on-demand service providers enable businesses to focus on their core tasks while maintaining the highest standards of safety and performance.

As the industry continues to evolve, it is crucial for businesses in the materials sector to embrace the benefits of on-demand services and leverage advanced materials and equipment. By partnering with reputable service providers, businesses can ensure the efficiency and safety of their operations, ultimately driving success and delivering exceptional results.



Samson Pallet Stability announces launch



Samson Pallet Stability (formerly known as Samuel Grant (Sheffield)) are delighted to announce their launch.

Following the success of the Queen's Award-winning Samson Nano pallet wrapping system, the company has been steadily working over the last ten years towards becoming the UK's Centre of Excellence for pallet stability, investing heavily in equipment and expertise.

The Samson Nano is a unique offering, which gives customers the chance to wrap pallets to the highest standard capex free, with the machine, service and maintenance, and all the film, included in a fixed price per wrapped pallet.

The Slingshot was added in 2020, and is a horizontal pallet testing table which can replicate the inertia of a braking vehicle to 0.8G and allow customers to certify their loads to exacting EUMOS standards.

In addition, the expertise will remain in Sheffield for strapping

for load stability, including consumables, tools and machinery. This includes the popular 'swap and drop' service for tools, eliminating downtime.

Andrew Grant, Managing Director of Samuel Grant Group said of the launch: "For a long time Samuel Grant Sheffield have been the market leaders in pallet excellence. The new company separates Samson Pallet Stability from the general packaging provided from Samuel Grant (Leeds and North East), and gives us more scope to grow and develop our specialist products and services."

Samson Pallet Stability are proud members of the CILT (Chartered Institute for Logistics and Transport) and the Cold Chain Federation. They welcome approaches for any company wanting to get their palletised goods to their destination safely and in perfect condition.

Samson Pallet Stability remain members of the Samuel Grant Group.

www.samuelgrant.co.uk



Pass on the benefits

At CHEP we own and reuse all our pallets. If you have any CHEP pallets, you need to return them to us so we can pass them on to the next customer. That way, we reduce waste, boost reliability and deliver a better service to everyone.

So next time you see a CHEP pallet, do us all a favour and pass it on.

Arrange a free collection

www.chep.com/uk/en/pass-it-on

CHEP

A Brambles Company

MasterMover wins prestigious King's Award for Enterprise: Innovation 2023

MasterMover, the world-leading manufacturer of electric tug solutions, has been announced as a winner of the King's Award for Enterprise in the category of Innovation. The King's Award for Enterprise - now in its 57th year - is a highly prestigious award for UK businesses and recognises those that have demonstrated outstanding innovation in their field. MasterMover is one of only 47 UK organisations to be recognised with an award for Innovation in 2023.

The award represents a significant achievement for MasterMover. Having previously won the Queen's Award for Enterprise: International Trade, in 2021, recognition in the Innovation category demonstrates the success of MasterMover's growth, its commitment to British manufacturing and the organisation's contribution to driving safe and efficient material handling best practice around the world.

MasterMover secured the Innovation award as a result of its pioneering work in the development of electric tug technology, with the creation of its patented MultiLink system that allows multiple electric tugs to

work together under the control of a single operator – by remote control – to move even the heaviest and largest of loads.

MultiLink was developed as part of the MasterMover PowerSteered range of electric tugs. Initially created to support a leading wind turbine blade manufacturer in the UK, and now sold globally, MultiLink technology enables multiple electric tugs to deliver synchronous movements of the heaviest loads. Along with combining the performance of multiple electric tugs, MultiLink also enables total freedom of movement, allowing loads to be moved sideways, rotated, or navigated around a defined point.

The company's range of electric tugs is designed to help businesses move heavy loads with ease, reducing the need for manual handling, improving workplace safety and maximising operational efficiency.

MasterMover focuses on innovation to provide the widest range of electric tug and tow products on the market and is focused on continuously innovating its range. In addition to MultiLink technology, specialist solutions include pedestrian operated, remotely controlled and

fully Automated Guided Vehicle (AGV) options.

"We are delighted to have been recognised with a King's Award for Enterprise in the category of Innovation. This is a testament to the dedication of our team and our unrelenting focus on innovation and engineering," commented James Jones, Partner & Director at MasterMover.

"At MasterMover, we're committed to driving innovation in the material handling industry. Our electric tugs are designed to help businesses improve efficiency, reduce costs, and enhance workplace safety. Building on our successful pedestrian operated electric tugs and track record for engineering has seen us bring new future-proofed solutions to the market, including our innovative PowerSteered range, MultiLink technology and fully autonomous AGV solutions.

"We are proud to have received this recognition from the King's Awards Office, and we look forward to continuing our work to empower organisations to move products, equipment and materials, in a safe, controlled and efficient way."

www.mastermover.com



LightMetrics scales globally having improved fleet driver behaviors with intelligent video as it secures \$8.5m funding round

LightMetrics is powering the global vehicle telematics industry with intelligent video capabilities as revenues grow 3x while customer numbers cross 2,500 fleets globally. Their flagship no-code video telematics platform RideView is helping telematics service providers easily integrate video and improve road safety.

Commercial fleet owners are investing heavily in telematics data to improve road safety concerns, driver well-being and operational efficiencies. It's a marketplace worth \$76B today and set to grow to \$214B in the next 6 years. However, their insurance claims have been steadily increasing over the past 5 years. Aiming to rebalance this equation, video telematics business LightMetrics is today announcing a \$8.5m funding round from Sequoia Capital India, to help telematics service providers adopt video telematics and help fleets become safer.

LightMetrics helps telematics service providers (TSPs) by launching their own branded edge AI powered video telematics solution. Its flagship no-code video telematics platform RideView is widely considered the most impactful in the industry. It allows fleets to gain visibility into risky behaviors like distracted driving, tailgating, cell phone usage, overspeeding, stop sign violation,



poor lane keeping and fatigue among several others. Intuitive workflows to retrieve videos, recognize good drivers and coach drivers helps fleet managers protect the fleet, improve driver engagement and reduce accidents.

With fleets in different verticals and geographies having different needs, RideView offers a choice of dash cameras across price points and capabilities, all supported by the same backend thus creating an uniform user experience no matter the dash camera hardware used.

Founded in 2015 by Nokia alumni Soumik Ukil, Ravi Shenoy, Mithun Uliyar, Gururaj Putraya, Pushkar Patwardhan and Krishna A.G, they came together to help make roads safer for everyone.

They put their expertise to work in building efficient algorithms for computer vision technology, machine learning and AI by helping people "see how they drive" and coaching drivers to become safer.

In 2022, LightMetrics expanded into new geographies and grew revenues 3x. Their technology is now deployed in over 2500 fleets across US, Canada, Mexico, Brazil, Australia, South Africa, Middle East and India. LightMetrics' video telematics platform RideView's success and popularity with telematics service providers can be attributed to the significant outcomes they have achieved for customers, including a drop in risky driving behaviors such as speeding and distracted driving by up to 80% and 70% respectively

within just a few months of installation.

Soumik Ukil, co-founder and CEO of LightMetrics commented: "Our growth and success comes down to the product - having built the preeminent video-based fleet safety platform globally. We will continue to invest deeply in building the most advanced and efficient edge AI, empowering our customer base to deliver this critical technology across the entire fleet ecosystem, and expanding our international footprint."

The video telematics market is forecast to grow from 10% in 2021 to 20% by 2026, at an impressive growth rate of 16.5% CAGR. "Two key factors are driving the growth of this market; a combination of market need and the technology trends coming together. Fleet owners are seeking a single integrated view of all their data to improve safety and operations. Conventionally, while telematics has focused on location tracking, routing, optimal utilization of assets, vehicle maintenance, remote diagnostics, etc., it is clear that the performance of the human driver is critical to running a profitable fleet. Advanced video telematics, enabled by the advances in connectivity, chipsets (computing on the edge) and AI, is the comprehensive solution" said Soumik Ukil.

"Our approach, and the adoption of RideView, has created a win-win situation for everyone concerned. Fleets, the end user, benefit from improved safety, better driver engagement and lower insurance premiums. Our customers, the telematics service providers, are able to offer a holistic service to fleet owners with more comprehensive data and analytics around safety."

Ashish Agrawal, MD, Sequoia India commented: "Video telematics is the fastest growing segment of the telematics industry. LightMetrics' ability to deploy advanced computer vision models on the edge, across a range of dash cameras, enables it to serve all vehicle types in this large market. At Sequoia Capital India, we expect advancements in AI to transform several industries and are excited to partner with LightMetrics on their quest to improve road safety."

"Investing in technology can also drive down insurance premiums for fleet owners. A granular understanding of driver behavior can help underwriting with better risk modeling, and ongoing driver coaching helps insurance carriers reduce loss over time."

"I am confident that video telematics can help insurance carriers significantly on claims, underwriting and loss control." said Soumik Ukil.

World's most remote robot automates Amazon reforestation project

- Pilot project between ABB Robotics and non-profit organization Junglekeepers demonstrates potential of robotics and Cloud technology in reversing deforestation
- Using solar power, YuMi® automates seed planting, making reforestation in the Amazon faster, more efficient and scalable
- Project made possible by RobotStudio® Cloud technology: ABB experts simulate, refine and deploy robotic programming in real-time from 12,000 kms away in Sweden

A pilot project between ABB Robotics and US non-profit organization Junglekeepers is demonstrating the role Cloud technology can play in making reforestation faster, more efficient and scalable.

ABB Robotics is supporting Junglekeepers in their mission to protect 55,000 acres of Amazon rainforest and reverse deforestation. In a first-of-its-kind demonstration, ABB's cobot YuMi is automating planting tasks in a jungle laboratory, speeding the process and allowing Junglekeepers' volunteers to focus their valuable time and resources on more impactful work.

Through ABB RobotStudio Cloud technology, ABB experts simulate, refine and deploy the programming required for YuMi's tasks in the jungle from 12,000 kms (7,460 miles) away Västerås, Sweden – enabling the world's most remote robot.

"ABB's collaboration with Junglekeepers demonstrates how robotics and Cloud technology can play a central role in fighting deforestation as one of the major contributors to climate change", said Sami Atiya, President of ABB Robotics and Discrete Automation.

"Our pilot program with the world's most remote robot is helping automate highly repetitive tasks, freeing up rangers to undertake more important work out in the rainforest and helping them to conserve the land they live on."

In a jungle lab, located in a remote region of the Peruvian Amazon, a YuMi cobot has been installed to automate essential tasks in the seed planting process, usually an entirely manual effort. The cobot digs a hole in the soil, drops the seed in, compacts the soil on top and marks it with a color-coded tag. YuMi enables Junglekeepers

to replant an area the size of two soccer fields every day in zones requiring reforestation.

At the same time, by automating this task, Junglekeepers' volunteers are able to focus their valuable time and resources on more impactful work, such as patrolling the area to deter illegal loggers, educating locals on the preservation of the rainforest and planting mature saplings.

Creating a fully remote and autonomous cobot installation also overcomes the difficulty of finding people willing to stay and work in the distant jungle location. After its initial installation, YuMi can carry out its tasks autonomously, with only trouble shooting as needed.

"As of right now, we have lost 20 percent of the total area of Amazon rainforest; without using technology today, conservation will be at a standstill," said

Moshin Kazmi, Co-Founder of Junglekeepers. "Having Yumi at our base is a great way to expose our rangers to new ways of doing things. It accelerates and expands our operations and advances our mission."

The destruction of the Amazon rainforest through human activities such as logging and burning to clear land for agriculture are contributing to the devastating effects of climate change. It is estimated that more than 870,000 km² of the Amazon rainforest have been cleared since 1985, an area larger than France, United Kingdom and Belgium combined. With tens of billions of trees already being gone, the region is warming fast.

"The Amazon is in danger. That's why we need technology, science and local knowledge to work together in order to save it. Otherwise, we will be too late. The rainforest can be saved, but we must bring together all these elements to make a difference," said Dennis del Castillo Torres, Director of Forest Management Research at the Peruvian Amazon Research Institute. "It is very important to have a combination of high technology and conservation. There are many technologies that we can use to preserve the forest, and this robot can help a lot to reforest faster, but we have to be very selective. We have to use it in areas of high deforestation to speed up the process of replanting."

The pilot project is supported by ABB's RobotStudio Cloud technology, enabling teams all over the world to collaborate in real time. This remote new way of programming enables new levels of flexibility and instant refinement, resulting in greater efficiency and resilience, and no loss of planting time.

With more than 25 years of offline programming experience, RobotStudio offers best-in-class digital technology, enabling 99 percent accuracy between simulation and reality. This allows



users to reduce time for testing robotic solutions by 50 percent and takes production downtimes to zero.

ABB Robotics' pilot project in the Amazon furthers its objective to contribute to sustainable transformation through intelligent robotics and automation solutions, supporting businesses to increase productivity, reduce waste and maximize efficiency. In 2022, ABB Robotics collaborated with the Parley Global Cleanup network, a non-profit organization collecting marine plastic waste, to create personalized designer items such as recycled furniture, using 3D additive printing. In accordance with the wishes of Junglekeepers, the pilot scheme in the rainforest with RobotStudio Cloud and YuMi will last for approximately six weeks (across May and June 2023). Following the conclusion of the pilot program, ABB will explore opportunities to assist Junglekeepers on a more extended basis as well as exploring further opportunities for its robotic solutions and cloud technologies to play a central role in driving sustainable transformation.

ABB is a technology leader in electrification and automation,

enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered, and operated. Building on more than 130 years of excellence, ABB's ~105,000 employees are committed to driving innovations that accelerate industrial transformation. www.abb.com

ABB Robotics & Discrete Automation, as one of the world's leading robotics and machine automation suppliers, is the only company with a comprehensive and integrated portfolio covering robots, Autonomous Mobile Robots and machine automation solutions, designed and orchestrated by our value-creating software. We help companies of all sizes and sectors - from automotive to electronics and logistics – become more resilient, flexible and efficient. ABB Robotics & Discrete Automation supports customers in the transition towards the connected and collaborative factory of the future. The business area employs approximately 11,000 people at over 100 locations in approximately 53 countries. go.abb.com/robotics

TouchPath 'Touch WMS' system enables swift VADO ERP upgrade to Microsoft Business

- No retraining needed plus minimal shopfloor disruption says VADO
- VADO completes a smooth upgrade from Microsoft Dynamics NAV to Microsoft Dynamics 365 Business Central
- TouchPath's WMS can now integrate with ten leading ERP systems, market-wide
- "Touch WMS can be easily reconfigured to support system architecture such as VADO's new ERP regime" says TouchPath CEO David Myers

International supply chain solutions provider TouchPath (www.touchpath.com) has achieved a swift ERP upgrade to Microsoft Business Central for user VADO, a leading bathroom fittings company, part of the £441.0 million Norcros Group*.

The change has been enabled by TouchPath's flexible 'Touch WMS' system, which now integrates with ten mainstream ERP systems market-wide. "It has all been very smooth" reports VADO IT manager Paul Simpson: "no retraining has been needed and there has been very minimal disruption to our shopfloor processes." (*Financial year ended 31 March 2023 revenues: source Norcros PLC)

As a leading British bathroom brassware manufacturer VADO provides high quality taps, showers, accessories and fittings to customers across the globe. VADO has an inventory of over 4,000 products. The company manages four warehouses in Somerset totalling 67,000 sq. ft. and despatches more than 2.8 million units per year to more than 1,200 UK retailers and nearly 100 architects, designers and other hotel and housing specifiers in the UK, and to over 40 countries worldwide.

Commenting on VADO's ERP upgrade, TouchPath CEO David Myers says: "Touch WMS has been designed for use in complex manufacturing and distribution environments, as it can be easily reconfigured to support system architecture such as VADO's new ERP regime."

TouchPath technology uses smart, flexible modules that can be bolted together in almost any combination to deliver a customized solution at an off-the-shelf price, deploying systems technology that captures more information for better business performance and faster ROI according to the company.

TouchPath solutions are COTS (Custom-off-the-Shelf) applications. The user determines which functions are required and the business rules under which they are to operate and receives a bespoke solution configured from pre-existing modules. This gives user organizations the flexibility and control they need to optimize their warehouse and production processes in line with their individual needs and with no need to alter their processes or business rules. TouchPath has operations in the USA (High Point, NC 27265) and the UK (Kent ME13 8NZ).



The Benefits of Predictive Analysis in a Distribution Center Environment:

Q&A with Shreedhar Murthy Hebbur Subbaraju, Product Engineer for Dematic written exclusively for Materials Handling World by Gene Marrano in coordination with Trade Press Services



Shreedhar Murthy Hebbur Subbaraju is a product engineer for Dematic Corporation in Grand Rapids, Michigan, where he focuses on automated conveyor technology and software programs for warehouse environments. Dematic's customers are some of the biggest players worldwide when it comes to eCommerce. A mechanical engineer by trade, Subbaraju has developed unique ways to solve problems in automation equipment by cross utilizing technologies from various mechanical engineering domains. Subbaraju discusses making modern distribution centers more efficient and taking a proactive approach to keep track of spare part inventory, supply chain status, and (primarily) maintenance or repair issues by fully embracing today's technology in the materials handling world. Whereby technological advancement in IoT, machine learning (ML) and artificial intelligence (AI) can be effectively utilized to integrate with mechanical equipment. It's a concept not yet fully adopted by distribution hubs that instead remain in a reactive, putting-out-fires mode.

Q:What are some of the common challenges in a typical distribution center environment today?

Subbaraju: Multiple steps are involved before any item ordered online arrives on a customer's doorstep. It needs to be manufactured, shipped to the distribution center, picked, packed, and sent to the consumer (or retailer) via various delivery methods. Demand and forecasting for a particular product determines how many units are available for shipping at the warehouse. Supply chain issues originating at the manufacturing level and exacerbated by the COVID-19 pandemic (i.e., ongoing labor shortages, transportation issues, material price spikes) may be the biggest ongoing challenge impacting distribution centers today. Highly automated logistic systems and forecasting technology augmented by the use of artificial intelligence (AI) and machine learning (ML) at today's modern distribution center still rely on timely shipments arriving from the product manufacturers to be utilized at peak efficiency. Some of those issues are beyond

the purview of the distribution center operation, but many warehouses can do a better job of being prepared for when those shipments arrive from the manufacturer or assembly facility.

Q: How can distribution centers better stay on top of maintenance and repair issues?

Subbaraju: Take, for example, a conveyor system with multiple moving parts, as it directs items in a warehouse from one area to another after items were picked from shelves for an order being assembled and palletized. When equipment in a conveyor system breaks down without warning, the repair crew is notified, and downtime ensues. This is a typical reactive approach and is often the norm in warehouses. Sortation systems that can route cartons in the hundreds of units per minute range will experience higher wear and tear, creating bottlenecks if they break down and possibly creating a concern for personnel safety. This is a serious problem for distribution centers operating on a slim profit margin in order to stay competitive. It may also mean keeping under-

used maintenance engineers and technicians on standby, or overstocking spare parts, waiting for the inevitable but unpredicted breakdown to occur. That's another hit to the bottom line.

Q: How can distribution centers become more proactive in their approach?

Subbaraju: In an environment full of conveyors, robotic arms, and automatic guided vehicles, optical thermal sensing systems collect and analyze digitized data originating from the sensors and, combined with video analytics systems, can keep track of failure trends to create a forecast for maintenance and repair routines. Using failure mode and effects analysis (FMEA) techniques and tracking failure progression after collecting real-time data from automated equipment such as components, assemblies, and subsystems can help keep the operation running more smoothly while reducing unnecessary downtime. In other words, get ahead of any issues by replacing parts before they shut down unexpectedly.

An analytics platform that tracks failure modes by incorporating AI and algorithms can craft regular reports and warnings for key personnel about when a distribution center asset requires attention. The next step is identifying which system is likely to fail first by establishing a points-based scoring system to create a predictive maintenance routine. If a particular component fails, determine what cascading impact it might have on other automated systems within the warehouse environment—what is identified as having the highest probability for failure and/or the most severe impact? In short, fix an issue before it becomes a problem.

Q:What are some of the specifics about how failure mode analysis can help keep a distribution center 100 percent operational?

Subbaraju: For starters, failure mode and effect analysis provides point-based prioritization based on severity of the damage. Factors including replacement part availability, the expertise required to make the repair, and failure detection accuracy. This prioritization of potential failures can provide advance notice on how much lead time is needed for ordering spare parts without having to pay costly expediting charges. It also helps manage the schedules for maintenance engineers that may work at multiple locations. While some of the major players in the industry are investing heavily in technologies that can define a holistic FMEA and real-time failure progression for distribution centers, many others have not yet successfully implemented this technology and continue to put out fires as they occur.

Q: How will the advancement of IoT, AI and ML impact the distribution center environment?

Subbaraju: Fully integrating mechanical equipment with Internet of Things (IoT) and AI is the next major step for many automated warehouse distribution centers. The mathematical models created by data point collection contribute to improved predictive analysis by using established prioritization systems through FMEA.

This also provides opportunities to effectively build and use repair or training platforms including virtual reality (VR) programs (for the maintenance staff) based on the harvested data when needed.

The benefits of such an approach must be weighed against initial investment outlays and the risk of becoming less competitive with other distribution centers that already decided to become more proactive when it comes to overall operational efficiency. Shipping or processing orders at breakneck speed should be the goal. Virtual reality training programs can be employed, again originating from the digital information collected on a real-time basis, shortening the return on investment (ROI) lead time.

Q:What do distributors need to do to remain competitive?

Subbaraju: First, realize this industry is advancing toward becoming even more highly automated. That may mean fewer employees, which reduces labor costs, but then it becomes even more crucial to keep all the machinery operating at 100 percent with minimal risk of failure. It is more efficient to be proactive and not reactive by creating predictive maintenance and repair routines. Companies can also start making smarter decisions about upgrading warehouse equipment, based on what data it can provide to assist to employ predictive analytics. It may be another five to ten years before the proactive approach and the investment needed is universally accepted in the distribution center environment. Meanwhile, automation technology will continue to evolve, making it even more difficult to make capital decisions. The alternative is to remain in the reactive mode when running a distribution center, but this will not work long-term in an increasingly competitive environment.

For more information email gmarrano@cox.net.

Top 8 Considerations for handling Hazardous Materials

Hazardous items can be found in many industries. Material handling businesses are responsible for ensuring that these dangerous substances are managed safely and in compliance with international regulations. To do it effectively, they must consider several factors. Here are the top 7 considerations that businesses need to take into account when managing perilous materials.

1. Identify hazardous sources of pollution

The first step is to identify the specific materials present in your workplace. Hazardous substances include asbestos, chemicals, dust, fumes, gases, paints, batteries, pesticides and other substances. It is crucial to understand the potential hazards associated with each item and how they affect workers and the environment. This information can be obtained through safety data sheets (SDS), which provide details on the handling procedures and emergency response measures.

2. Label them

To minimise accidents, companies must ensure that hazardous materials are clearly labelled with contents and potential threats. This complies with regulations such as the Globally Harmonized System of Classification and Labelling of Chemicals (GHS) and informs workers of potential dangers. Proper storage of these items in designated and secured areas also prevents unauthorised access and further reduces the risk of accidents. In the event of an incident, emergency responders can use the labels to respond appropriately and minimise the impact.

3. Assess the risks

The next step is to assess the risks. This includes evaluating the potential exposure routes, such as inhalation, ingestion or skin contact, as well as the severity of the hazards, such as toxicity, flammability or explosiveness. You should also consider the likelihood of exposure and the potential consequences, such as acute or chronic health effects.

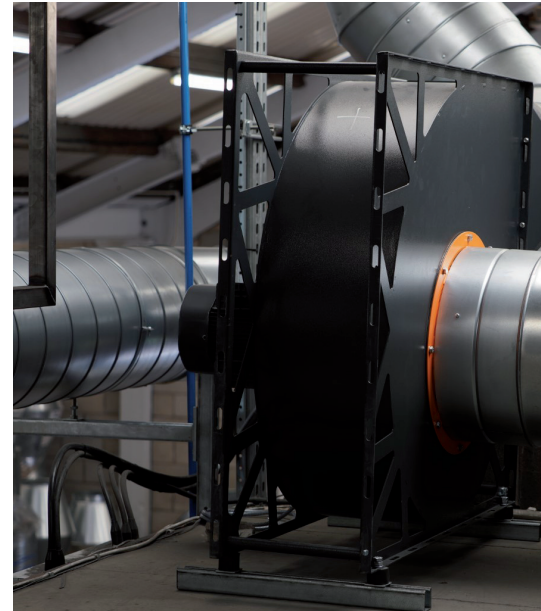
4. Implement control measures

To control the threats associated with hazardous materials, you should implement a hierarchy of control measures, starting with eliminating or substituting the materials wherever possible.

If this is not feasible, you should implement engineering controls, such as ventilation systems, to minimise the release and spread of airborne contaminants.

Spiral ducting is one cost-effective and efficient solution that material handling businesses can use to ensure their air quality is up to standard and complies with government regulations.

This equipment has many benefits, including its air-tightness, ease of installation and durability. Additionally, spiral ducting effectively distributes air evenly throughout a space, ensuring that all areas are adequately ventilated. Companies can also use a variety of fittings, connectors and accessories to confirm that their spiral ducting solution is complete and reliable. Administrative controls, such as policies and procedures, likewise reduce exposure risks.



5. Training the staff

Personnel who handle hazardous materials should receive appropriate training to understand the risks associated with the substances and how to manage them safely.

This includes training on handling procedures, emergency response measures and other control efforts. Employees should also be instructed on exposure to airborne contaminants, such as dust, fumes and gases.

6. Inspect the use of PPE

In addition to proper ventilation and ducting, material handling businesses must also ensure their workers have access to appropriate Personal Protective Equipment (PPE) when dealing with hazardous materials.

PPE includes items such as gloves, respirators, goggles and protective clothing. Companies must consider the specific hazards associated with the materials they are handling and ensure that

workers are given appropriate protective equipment to shield them against those dangers.

Regular maintenance and replacement of PPE are also essential to ensure its effectiveness. Additionally, it is paramount to regularly inspect PPE use to guarantee that workers wear it correctly.

7. Create cleaning stations

Personal hygiene practices, including regular hand-washing, are critical. Corporations should provide access to cleaning stations that are adequately stocked with soap, water, and paper towels or hand dryers.

Having easily accessible cleaning stations encourages employees to regularly wash their hands before and after handling hazardous materials. It prevents the spread of harmful substances and bacteria, as well as protects workers from potential health risks.

Additionally, cleaning stations must be regularly sanitised and maintained, and employees should be instructed on proper hand-washing techniques.

8 Monitor and evaluate

Besides implementing control measures, it is equally important to monitor and evaluate their effectiveness.

This includes conducting regular air quality testing to ensure that exposure levels are within safe limits, and reviewing incident reports to identify any areas where improvements can be made. You should also regularly check and update your procedures and control measures to confirm they are up-to-date and effective.

Handling hazardous materials requires careful consideration and planning. By taking these steps, businesses can effectively manage dangerous materials and protect the health and safety of their workers.

adhoc networks launches world's smallest smart waste sensor

adhoc networks has launched the world's smallest, smart, waste sensor module, OSCAR, measuring only 71x43x28mm. The optics can measure up to 4m within a container with a cone angle of 27° to determine the fill level. The company's waste sensor modules are the key to its automated, fill-level detection and collection scheduling technology for local authorities and private companies that can reduce unnecessary collection trips to containers that are only partly filled.

The optical sensor in the device monitors the fill level in the waste container and sends that data for centralised processing to enable a schedule of waste collection to be created. Because waste is only collected when the containers are actually full, CO2 emissions by the collection fleet can be reduced by up to 40%.

"Knowing the exact level in every container ensures that there are no wasted collections of part filled containers and, even more importantly, no overflowing containers," explained Ole Ostermann, adhoc networks' CEO. "Our approach is the perfect solution for monitoring the new generation of waste containers that are larger and discretely located below ground level. These are not currently easy to check the fill level apart from lifting a lid so they are usually emptied more often than necessary just to be sure, but that is a waste of resources."

OSCAR uses a Nordic Semiconductors' nRF9160 SiP to collate data and send it to the Cloud over the mobile network LTE-M and Narrowband-IoT. It has a low power need so its 3.6V Li-Thionyl Chloride battery has an operational life of up to five years based on, typically, twelve fill measurements a day and three

uplinks of the data to the Cloud.

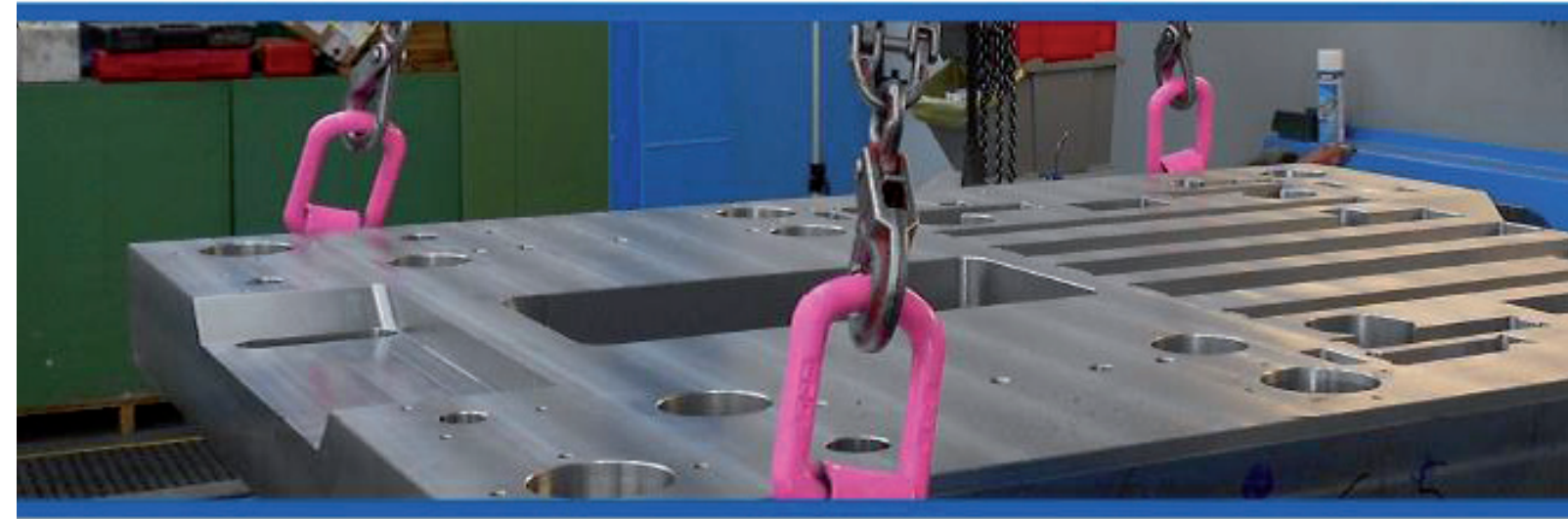
OSCAR replaces the company's first-generation sensor called PHIL that has been in use by local authorities around the world with over 1000 deployed since its launch in 2021. Over this time, the company has perfected a monthly subscription service for customers that includes supplying all the sensor hardware and replacing batteries when required, monitoring all the data and creating the collection schedules. This holistic solution handles all the logistics so that the waste collectors just have to follow the collection schedules.

Ostermann concluded, "This miniaturized version is so small with a footprint of a stack of ten or so credit cards that it can even be used in small bins in parks, airports, etc. This opens up a wide range of new applications apart from waste where companies want to measure levels in a container remotely to know when to do a collection or conversely a top up. Examples include donated clothes, agricultural produce in storage hoppers or industrial materials such as plastic pellets used for injection moulding. Naturally, we would be only too happy to work with customers to customize our software to suit their application."

A product video can be seen at <https://www.youtube.com/watch?v=L4oUPcjIBUs>
adhoc networks GmbH www.ad-hoc.com
+49 40 60060 160



LIFTING POINTS FOR BOLTING



Power Point Star Lifting Point

- Pivots 180°
- Turns 360°
- Operates to -40°
- "Clevis Fitting" allows 3 types of connections into the clevis; chain, hooks & master ring



VLBG Load Ring

- VLBG can be turned 360°
- Loadable in all directions
- Ultimate safety in lifting



VWGB Load Ring

- One of RUD's most popular load rings
- Suitable for loads that swivel & tilt
- Loadable in all directions
- 4:1 safety factor



INOX-STAR Lifting Point

- Offers 50% higher working load limit than DIN eye bolt
- No directional restrictions
- Can be set to direction of the pull
- Turns through 360°
- High resistance to corrosion



Star Point VRS Lifting Point

- Known as the star among eye bolts
- Swivels to direction of the load lift
- The working load limit is therefore always at the direction of the load
- Removes chance of bent eyes, backed out threads, or over-tightening



WBPB Hoist Ring

- 85-200 tonnes
- Heavy duty lifting
- Operates to -10°
- Suitable for lifting & turning of loads



www.rud.co.uk
01227 276611

katie.crane@rud.co.uk RUD Chains Ltd, Units 10-14, John Wilson Business Park, Thanet Way, Whitstable, Kent, CT5 3QT

WORK SMARTER GET PAID FASTER



ServiceSight is the straightforward tool to control your jobs, field staff & cashflow

- + Get more done in a day
- + Eliminate paperwork
- + Get paid faster

Find out how at [ServiceSight.com](https://www.servicesight.com)



Service Sight

Powered by ProteanSoftware

Prize comprises of a £4,000 contribution towards a van lease and £1,000 worth of tools.