



Materials Handling World

Magazine

December 2021



**NEW HYSTER® LIFT TRUCKS
'POWERING YOUR POSSIBILITIES'
AT LOGIMAT 2022** p 9

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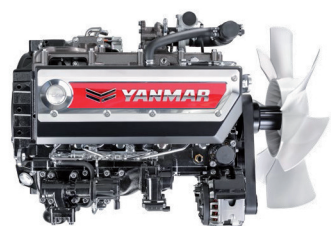


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Dust and Trackout Problems?



MobyDick Wheel Washing and Dust Control Systems

Find out more information at www.mobydick.com



Adrian Fawcett joins Bis Henderson Group as Chairman & Investor

In the healthcare sector he became CEO of BMI Healthcare, where he elevated the company to being the largest private UK healthcare system serving the breadth of the UK. And as Chairman of Silentnight Group Adrian has overseen a transformation of the company's fortunes, taking it to a market leading position in the sleep category.

Andy Kaye, CEO of Bis Henderson Group, commented: "Adrian brings a wealth of experience and a fantastic track record of working with teams to create some of the fastest growing, market leading and transactionally active companies in their sectors. The Board and I welcome Adrian's insight and energy in helping us build for the future and we look forward to working with him in what is planned to be an exciting chapter of growth and development for our business."

Adrian Fawcett commented: "Fast and efficient access to available warehouse space has become increasingly critical and relevant to the new, agile business models of today – and this is true across retail, manufacturing, distributors and supply chain service providers. The Brexit and Pandemic dislocations have created accelerated and unavoidable new requirements – meaning that Bis Henderson's integrated solutions and services are increasingly vital for business success."

Bis Henderson Space resolves logistics capacity problems for businesses, from warehousing to associated services, including handling, fulfilment and transport. www.bis-henderson.com

Bis Henderson Group, the talent-to-solutions supply chain services company, is delighted to announce the appointment of Adrian Fawcett as Chairman. Adrian will join the Board of Directors to help the business accelerate through the next phase of its growth, as the company seeks to develop into the largest platform provider for warehouse space, consulting and recruitment services to the supply chain and logistics sector.

Adrian is also currently Chairman of Park Holidays

UK. The company has seen its fortunes grow during his tenure, through four PE sponsor transactions, from being a sub £15m company into the £1bn business it is today. A sale to Sun Communities of the USA has just been agreed.

His early career was spent at Bass Brewing where he helped build and sell the business and was instrumental in the creation of Tradeteam Exel distribution. He also led the growth of Punch Taverns, successfully floating the business as a 9,300 plus outlet, ftse 100 company.

APPOINTMENTS

Renovotec makes senior sales and marketing appointments

Supply chain technology market leader Renovotec is underpinning its continued growth with two senior sales and marketing appointments. Mark Jones has been appointed group sales director while Carl Chapman joins the company as group marketing manager. "These appointments are key to the future of the company" says Renovotec CEO Richard Gilliard. "As Renovotec continues its rapid expansion, both organically and through acquisition the quality of our management will ensure that we make the best company decisions for our people and for our customers."

Before joining Renovotec Mark Jones worked in senior sales positions for global conglomerate Honeywell. Carl Chapman has spent 15 years in vendor, VAD and VAR B2B marketing including nine years in the wireless technology sector. Commenting on his new role at Renovotec Chapman says: "I will be delivering a customer-centric marketing approach: this places the customer above all else."

More about Renovotec

Renovotec is the UK's fastest growing provider of rugged hardware software and services for supply chain users. The company's approach to rugged hardware purchase and rental is customer-driven and manufacturer-independent. Renovotec's rugged-hardware-as-a-service (r-HaaS) combines ongoing user support with zero



capital outlay, allowing companies to scale their hardware flexibly, and with confidence. Renovotec is an expert in field mobility service technology running on rugged mobile devices, and is the UK's leading exponent of automatic data capture (AIDC) on rugged and mobile hardware using voice, scanning and RFID technology.

www.renovotec.com

Changes to Volvo Penta Executive Management Group

APPOINTMENTS

Lifting Equipment Store appoints new distribution partner in Botswana



Volvo Penta welcomes Tony Kelleher as a new member of the Volvo Penta Executive Group. As of December 1st Tony has taken up the position of Acting President of Volvo Penta of the Americas, replacing Martin Bjuve.

As of December 1st, Tony Kelleher has been appointed as the Acting President of Volvo Penta of the Americas. Tony has several years of experience within Volvo Penta in a wide range of roles and locations around the world. In his current

role, Tony serves as the VP of Customer Support & Training at Volvo Penta of the Americas, with a strong focus on customer satisfaction and service.

"It is exciting to have Tony on board within the Volvo Penta Executive Group," says Heléne Mellquist, President of Volvo Penta. "He has a strong focus on the customer perspective and is well-respected across the Volvo Penta organization. I am confident he will support our employees, customers, and key stakeholders in a leading way."

Effective as of December 1st, Martin Bjuve will leave the Volvo Penta Executive Group. Since January 1st, 2020, Martin has served as President of Volvo Penta of the Americas. This is a mutual agreement between Martin and Volvo Penta. Martin will remain in the Volvo Group and has decided to take the lead on a new assignment reporting to the President of Volvo Penta.

The recruitment of a new President of Volvo Penta of the Americas is ongoing. www.volvopenta.com

Lifting Equipment Store, the global materials handling equipment supplier, has appointed a distribution partner in Botswana. The new partnership with Croma Civil Engineering Pty will help to sell LES's product range to large companies, including Botswana mines.

LES has distribution partners in Nigeria and Ghana so this is not a unique arrangement with an African nation, but the mentorship process that was undertaken between Will Dunn, CEO of LES, and Kelebonye Amanda Mogaladi, MD of Croma, was completely new. Will developed a mentor-like relationship with Kele, teaching her all about lifting equipment and the range of products sold by LES via videocalls, to enable opportunities for local diamond mines to buy higher quality equipment from leading names, thereby reducing the threat of buying the poor quality, fake or non-compliant equipment which is currently supplied to them.

The Citizen Economic Empowerment Programme was launched in Botswana earlier this year by two of the country's diamond mining giants – Bank Gaborone and Debswana Mining Company. It forms part of a commitment to help local business and aims to provide stability and power to those in need on the ground, while ensuring that smaller, local businesses can access opportunities they wouldn't otherwise get due to bigger foreign companies often being favoured. The goal is to exchange skills, knowledge and empower those who need it. Croma had only been working with local



companies due to this programme and as a result its ability to grow had been limited.

Kelebonye Mogaladi said: "This partnership with LES is a step forward for us as we try and improve access to better quality lifting equipment for our mining industry here in Botswana. We are really looking forward to working with LES to achieve this."

Will Dunn, CEO Lifting Equipment Store, said: "We are very proud to be supporting in such a way that it benefits both parties – we work closely with Croma, Croma gets the order and so do we."

LES has other international distribution arrangements in countries including Singapore, Saudi Arabi, Bahrain and United Arab Emirates.

Renovotec Benelux Manager appointed to accelerate company's European expansion

- Jan Marien to launch Benelux business drive, recruit new Renovotec sales and support teams
- Latest move also supports existing multinational Renovotec customers
- Marien joins Renovotec from supply chain technology company Zetes
- “Jan Marien’s appointment is key to the acceleration of Renovotec’s European expansion and the rollout of its chosen products and services across the continent” says Renovotec CEO Richard Gilliard



Leading supply chain hardware, software and services company Renovotec has appointed a Benelux country manager, Jan Marien, to accelerate its continental European expansion as well as supporting existing multinational Renovotec customer needs, the company said today. Based in Oss, Netherlands, Marien is launching a Benelux business drive and recruiting new sales and support teams to strengthen Renovotec’s continental European presence, growing its international customer base. Prior to joining Renovotec Marien worked for Brussels-headquartered supply chain technology company Zetes.

Renovotec plans to roll out its offer for new supply chain and other customers across Europe. Its products and services, rugged hardware and software portfolio

already includes rental, WiFi 6, voice and robotics. Its existing international customers will also benefit from Renovotec’s new investment in resources and personnel according to the company.

“Jan Marien’s appointment is key to the acceleration of Renovotec’s European expansion and the rollout of its chosen products and services across the continent” says Renovotec CEO Richard Gilliard. “We are investing to grow the company in continental Europe by winning new customers and by underpinning our existing relationships with the larger multinational companies we already work with. This is a turning point for Renovotec as we move towards a position of industry leadership.”

www.renovotec.com

NEW HYSTER® LIFT TRUCKS ‘POWERING YOUR POSSIBILITIES’ AT LOGIMAT 2022



At LogiMAT 2022 Hyster will focus on ‘Powering YOUR Possibilities’ and will reveal the first preview of its new tough, scalable lift truck series.

Visitors to Stand C10 in Hall 10 from 31 May – 2 June in Stuttgart, Germany, will be among the first to discover the latest Hyster developments, including a sneak peek of a new modular and scalable IC counterbalanced truck series which is ‘distinctly Hyster – built for you’.

“At LogiMAT, we are excited to bring together our diverse global industry experience and our newest developments, showing how we support our customers specific needs with different solutions,” explains Rainer Marian,

Director Network Development at Hyster Europe.

The expert team from Hyster, backed by the power of Hyster dealers from the DACH region, will be on hand to discuss how Hyster can ‘power your possibilities’ with a range of solutions to address customers’ unique handling challenges across diverse applications and industries. Overall, the full Hyster product portfolio includes a comprehensive range of more than 140 models of counterbalance trucks, warehouse trucks and container handlers.

At the show, Hyster will also be inviting visitors to learn more about the wide selection of different power options available

for its lift trucks and warehouse equipment, including intelligent lithium-ion battery solutions. Sustainability, automation, and lifetime cost reduction will also be high on the agenda.

“Space is becoming scarcer. Time pressure is increasing. Business costs are rising,” says Rainer. “As many companies are in the process of business transformation, Hyster is excited to have a range of solutions to help make it easier to overcome the specific challenges facing customers operations. We are very much looking forward to discussing this with visitors at LogiMAT 2022.”

For more information visit: www.hyster.com.

New Clark high-lift pallet truck

PSX16 with foldable ride-on platform and side protection bars

Clark has launched a new high-lift pallet truck onto the market. The efficient and versatile PSX16 pedestrian stacker with foldable ride-on platform and side protection bars is suitable for the economical transport of goods over longer distances as well as for the storage and retrieval of goods on higher racking levels. For particularly intensive applications, the PSX16 is also available with a Lithium-Ion battery (Li-Ion). It can then be used wherever operators want to benefit from the advantages of this technology, such as easy handling and free from maintenance, the intermediate charging capability or the gassing-free recharging of the battery. With the PSX16, Clark presents its first high-lift pallet truck with Li-Ion battery and expands the product range in the field of Li-Ion vehicles once again.

With a load capacity of 1600 kg, servo steering as standard, a battery capacity of up to 375 Ah of the lead-acid version as well as an side battery removal system, the electric high-lift truck PSX16 offers everything needed for demanding use in industry, distribution and trade.

Robust and powerful

The truck is characterised by a robust design and intuitive operation. Thanks to compact dimensions and a small turning radius, the unit is ideally suited for applications in space-critical work areas and pedestrian operation. For this purpose, both the stand-on platform and the side bars can be folded away. In pedestrian mode, the travel speed is reduced, enabling precise manoeuvring. The powerful lift motor and the proportional

hydraulic system ensure smooth and precise lifting and lowering of loads at lifting heights of up to 5.8 m. The 4-point support system allows the lift to be positioned at any height. With the aid of the 4-point support, the operator achieves a high residual capacity with the PSX16. The modern drive motor in three-phase AC technology guarantees a high degree of efficiency with powerful acceleration and fast change of direction. Thanks to the excellent energy balance of the PSX16, the operator can look forward to low operating costs.

Ergonomic and safe load handling

For easy and ergonomic ascent and descent, Clark has designed the platform step height to be very low at only 160 mm. Good all-round visibility ensures that the operator always has the fork tips and load in view. On longer transport routes and in curves, he benefits from side guards with a soft-grip surface that ensure a comfortable grip. The operator can activate the side guards without leaving the truck. The operator's spine is relieved by the spring-loaded, low-vibration ride-on platform. The driver can thus cover even longer distances without stress.

For a high level of safety, the speed is automatically reduced when cornering. The truck has roll-back protection for safe use on gentle slopes. The standard mast damping system allows the operator to store and retrieve goods safely and without jolts. The ergonomic tiller is equally suitable for right- and left-handers. The display integrated in the frame provides information about the battery charge level, operating hours and error code messages.

Li-Ion power for intensive applications

The PSX16 high-lift pallet truck is also available as a Li-Ion version with a battery voltage of 205 Ah for particularly intensive operations or in multi-shift use. The high energy density of the battery enables high driving performance and availability without the hassle of changing the battery. The Li-Ion battery guarantees extremely short charging times. A 24/7 truck availability can be achieved by fast intermediate charging during break times without limiting the battery life. To do this, simply connect the external charger to the battery. No high-voltage connection is required. The battery can be recharged at any 230-volt socket. Battery and charger in the Li-Ion version are optimally matched to each other, and the built-in battery management system ensures safe operation.

In addition, the operator benefits from numerous advantages that have a positive effect on operating costs: Compared to the lead-acid battery, the Li-Ion battery has a longer service life. There is no additional expense for maintenance work, as the Li-Ion battery is maintenance-free. Intermediate charging can be carried out without the need for a special charging room and the charging location does not need to be ventilated as there is no gassing. Clark uses lithium iron phosphate (LFP) batteries, which have a safe cell chemistry. Thus, using the Li-Ion battery is also a good choice from an ecological point of view. You can also visit CLARK online at www.clarkmheu.com or on Facebook at www.facebook.com/CLARK.the.forklift.



GDR Sales

takes delivery of UK's first Yanmar SV120

GDR Sales has taken delivery of the first SV120 sold in the UK. Retailed through Ben Burgess, Yanmar's official dealer for Norfolk, Suffolk, Cambridgeshire and Rutland, the new model will be used for riverbank maintenance, flailing and general building applications.

One of the most powerful machines in the Yanmar portfolio, the SV120 delivers class-leading versatility, impressive capability and unbeatable performance. Its compact design and short tail make it a hugely popular choice for tight job sites, while its offset boom (unique on a machine of this size) allows operators to work in small spaces, close to walls and across the entire track width without having to reposition the excavator.

Featuring a 3.6 litre 4-cylinder turbo diesel engine, the SV120 delivers 85kW (116HP) at 2,000rpm and 400Nm torque at 1,600rpm, all fed through a pressure-controlled autoshift transmission. A hydrostatic travel drive (with planetary reduction gears) allows the SV120 to travel in two speed ranges, 0-2.7km/h in forward and 5.4km/h in reverse – at gradients up to 60%.

With four independent hydraulic circuits, the SV120 can use a wide variety of tools, making it incredibly versatile – from buckets to rock breakers, loading hooks and pallet forks. A hydraulic pump capacity of 190L/min and a maximum working pressure of 350 bar deliver a digging force of 81.5kN for the bucket and 61kN for the arm.

Recently delivered to the GDR Sales headquarters in Norwich, the SV120 is already proving a valuable investment. Director Gary Riseborough commented: "I've been a customer of Ben Burgess for more than 30 years and have a good working relationship with the team. Over the years I've purchased several machines and have always been really happy with the service received.

"I was visiting the Norwich site and spotted the SV120 in the yard. It was very similar to my existing midi excavator, but more compact. I asked the team if it was available and bought it on the spot!

"It's been a really good machine so far. It came as standard with all the features you would usually need to add on to a machine and

this particular model actually runs on bio-oil, which (when working close to rivers) is ideal.

We also work in a lot of wooded areas, so the machine's compact size means we can easily fit between trees. Major components are accessible from ground level, so there are no rails to get in the way, and the visibility from the cab is brilliant. I can't say that I've seen a comparable machine do it better!"

Robert Turner, Construction Sales Manager at Ben Burgess, added: "We've worked closely with GDR Sales for a number of years, providing a wide range of class-leading equipment. When Gary purchased the SV120, we knew it would prove the perfect partner. Combining compact design with class-leading performance, we're confident that the new model will continue to deliver above and beyond expectation for years to come."

Located in Norwich, England, GDR Sales provides a wide range of contracting services, including riverbank cutting and maintenance, flailing and weeding for farms. Furthermore, the team delivers a variety of building work for sites across the region.



For more information about Ben Burgess, visit www.benburgess.co.uk/new-machinery/construction-machinery.

For more information about Yanmar's latest range of compact equipment, including the SV120, visit <https://www.yanmar.com/gb/construction/>.

Innovative Online Marketplace for Building Materials Saves Trade Time and Money

Saving trade customers on average 20% on their building materials, Materials Market is the new kid on the block for low prices and speedy delivery thanks to their innovative network approach, which has attracted attention from London VC firm, Fuel Ventures.

Tradespeople looking for low prices and quick delivery times on building materials, are flocking to 'Materials Market' to connect with the most appropriate suppliers to fulfil their needs.

Materials Market was founded in August 2019 following a pre-seed funding round of £130k from angel investors and having just closed a funding round of £1.5m from Fuel Ventures in September 2021, the platform

is primed to change the way the sector buys and sells materials across the UK.

Following its launch in November 2020, Materials Market is turning heads with its quick and easy technology, cutting out the usual 'middle men', by connecting buyers and sellers in one simple online marketplace.

Racking up the recommendations with a rating of 'Excellent' on Trustpilot, Materials Market's customers claim the marketplace has transformed the way they do business.

Kevin Hollands, MD at KGH Build, was one of the first trade customers to convert to Materials Market. "Finding supplies at a competitive price

without compromising on quality is no easy feat. The Materials Market concept is revolutionary and a well overdue solution to the supply chain issues we are all familiar with in this industry," said Kevin.

He added: "Confident in the knowledge that their carefully selected partners are committed to high quality, fair pricing and reliable deliveries; Materials Market has saved us time and resource, totally transforming the way we source building materials."

The website showcases a huge range of products, suitable for both the commercial and DIY market, from insulation materials to timber, blocks and plasterboard on which buyers can save on average 20% compared to bricks-and-mortar stores.

Buyers simply place their order online and the platform takes care of the rest – matching them with a supplier to do their delivery and overseeing their order to ensure it is fulfilled satisfactorily.

Samuel Hunt, Co-Founder & CEO at Materials Market, said: "The sector has been slower than others to embrace technology, and so it's really time that buying building materials online became easier and normalised."

"We designed Materials Market to provide value and efficiency to customers – not just by way of better prices and shorter lead times – but by creating a platform that allowed people to buy intuitively and quickly, and most importantly have confidence that the order would

actually be delivered on-time; something which is all too rare in our sector."

Samuel added: "We are determined to improve efficiency in the construction supply industry. Bringing together a huge variety of products and brands from multiple vendors on one streamlined platform to connect suppliers and customers in one space for the first time – transforming the way the industry buys and sells materials."

Visit Materials Market to benefit from low prices and quick delivery and follow @MaterialsMarket on Twitter. Contact for MM is support@materialsmarket.com

<https://materialsmarket.com>

New analysis: mass robot potential for UK logistics SMEs in next 3 years

Robot technologies – once unattainable for SME's – are now becoming a commodity: Standardised, affordable and easier to implement

A huge range of robot technologies that were considered experimental a few years ago, are now commercially viable for small and medium sized enterprises (SME's) in the logistics and warehousing field according to a recent analysis from global robot hub HowToRobot.com.

The study estimates that robots will be a feasible option for more than 50% of SMEs within the next three years¹ due to a global trend towards “proven robotics” which has reduced both the cost and complexity of implementing robots.

The analysis identified the three key factors driving the trend:

- A range of robot technologies have reached a mature stage – the global warehouse automation market has increased to USD15.59 in 2021 and is expected to surpass USD 30 billion by 2026.²
- Prices of robot technology are falling – by 2025 prices are expected to have fallen by 76 % since 2010.³
- Global availability of suppliers and solutions has more than doubled in the last twenty years.⁴

Commenting on the findings, CEO of HowToRobot.com, Søren Peters said: “The robot market has reached a pivotal moment for small and medium sized businesses. SME's have been hesitant to invest in robotics because of the price and complexity of the technology. Automation used to be exclusively for custom machine builders, developing a new solution for every project. In the last five years however, many new robot technologies have reached a level of maturity and price point where they can be standardised, meaning lower cost and quicker implementation. Logistics and warehousing SMEs can now adopt these technologies on a larger scale.”

Examples of new robotic solutions entering the commercial stage include Autonomous Mobile Robots (AMRs) that can navigate freely in environments with people and handle a range of logistics tasks. Also, pick and place robots that used to handle only large volume production, can now handle small batches more commonly needed by SME's. Additionally, the market for collaborative robots is expected to grow by 30 % per year (CAGR) from 2020-25.⁵

Other growth areas are packing, palletising, machine tending and others where SMEs often lack people or need to cut costs.

Although the density of robots in factories around the world has increased by 71 % in just four years,⁶ most manufacturing companies are still not using robots.⁷

HowToRobot.com's analysis further revealed that knowledge of these technologies is still very limited and that only 1 in 5 SMEs conduct proper market research prior to investing in robotics.

“Very few businesses are fully aware of what's available in the market today, hence the same solutions are often reinvented through expensive and time-consuming development projects,” says Peters.

“In addition, the technology supply locally is often very limited which has historically held back investments. But we see an increasing trend of companies sourcing robots and related services from the fast-growing global market. The rise of digital marketplaces is opening up the global robot market for SMEs,” he adds.

Sources:

1. HowToRobot.com estimates that over 50 % of manufacturing SME's (10-249 employees) within Europe and North America can achieve a positive business case in 3 years or less from investing in robots and automation solutions. The estimate is based on a range of internal and external factors, including labor shortages, increasing personnel costs, falling robot costs, and increasing technology maturity. Source: HowToRobot.com
2. Statista.com
3. Statista.com
4. Between 14 analysed markets, the median growth of

robot & automation companies is 103 %. Source: HowToRobot.com

5. Compounded average growth rate from 2020-25. Source: BIS Research

6. Globally, the density of robots relative to human workers within manufacturing has increased by 71 % in just four years according to the International Federation of Robotics. 2015: 66 robots per 10,000 employees in production. 2019: 113 robots per 10,000 employees in production.

7. Only 16 % of manufacturing companies in the European Union used industrial robots in 2018 according to data from Eurostat.



Renovotec introduces new logo to reflect company strengths



- Logo has been refreshed “in line with rapid company growth and modern, industry-leading innovation” says Renovotec
- Renovotec company growth currently running at 30% per annum, expected to accelerate through 2022
- “As a rapidly growing and changing organisation it is important that Renovotec keeps its brand, including its visual identity under continuous review” says Renovotec CEO Richard Gilliard. “Our new logo is a key part of that process, reflecting the company’s modern approach and the best-in-class standards it continues to set for its industry.”

Supply chain technology market leader Renovotec is introducing a new logo to its customers and the wider marketplace, in line with its rapid growth and the evolution of its brand, the company announced today. The visual refresh is being announced to Renovotec customers and will be deployed across its marketing products and programmes with immediate effect. Renovotec company growth is currently running at some 30% per annum and is

expected to accelerate through 2022.

“As a rapidly growing and changing organisation it is important that Renovotec keeps its brand, including its visual identity under continuous review” says Renovotec CEO Richard Gilliard. “Our new logo is a key part of that process, reflecting the company’s modern approach and the best-in-class standards it continues to set for its industry.” www.renovotec.com

Air Spectrum launches the UK’s first battery powered, zero emissions dust suppression misting system – The ecotech Rotary Atomiser

Energy efficient, non-toxic and environmentally friendly, the UK’s first green, dust suppression system becomes available to buy or to hire.

Air quality solutions expert, Air Spectrum Environmental, introduces its energy efficient, zero emissions dust suppression misting system, the ecotech Rotary Atomiser (RA) – the first of its kind in the UK.

Three years in the making, this misting system is battery powered, rather than using diesel, and therefore does not generate any harmful emissions or noise pollution. The RA can operate for approximately eight hours on one single charge.

Using rotary centrifugal energy, the ecotech RA can be programmed to provide up to 15+ metres of misting at a variety of droplet sizes, according to need. Like the rest of the Air Spectrum misting range, it’s designed to work with their range of non-toxic chemical additives for odour control and disinfection, as well as dust control. Its 1125L bowser tank allows a run time of between six to eight hours, depending on flow rate settings.

The ecotech RA was developed to meet higher customer demand for sustainable solutions, and to fulfil Air Spectrum’s own

environmentally responsible agenda. The company aims to become integral to green supply chains in relevant industries like waste, recycling, construction and demolition.

Steve Hunt, Managing Director of Air Spectrum says, “The ecotech Rotary Atomiser is the result of three years of comprehensive development, and designed to reduce carbon emissions during the dust suppression process. It represents our commitment to our clients, the environment and prioritising air quality in all our

solutions. It’s a first for us, and for UK industry.”

The ecotech Rotary Atomiser is available for purchase, or to hire from Air Spectrum.

Air Spectrum will also be showcasing the ecotech Rotary Atomiser at Let’s Recycle Live/ Demo Expo, Stoneleigh Park on 15-16 September, Stand F6.

To find out more about Air Spectrum and ecotech visit: <https://www.airspectrum.com/fogging-and-misting/ecotech/>



Net Zero Meetups launches first climate positive, AI technology matching service to help businesses connect in a green and sustainable manner

Net Zero Meetups helps businesses connect with the people they want to meet the most by deploying a smart matching technology and decreasing environmental impact

Net Zero Meetups, a digitally native events, and matchmaking company, today announces the launch of the first-ever fully climate positive and sustainable events platform for businesses. The solution is designed to help businesses reach their Net Zero goals through eco-friendly, focused, and productive series of meetings and collaborations sessions.

Net Zero Meetups' AI matchmaking technology provides Net Zero businesses with a cost-effective solution to meet their business objectives all while ensuring they are working towards the betterment of planetary health. The technology provides companies and people with the access to hundreds of industry attendees, perfectly matched 1 to 1 meetings, and a variety of informative roundtable discussions.

Recognising that our planet needs solutions now, Net Zero Meetups was created with a mission to bring greener, smarter,



and sustainable business meetings to the forefront. They hope that today's announcement will help address the events industry's struggle with lessening its impact on the environment but additionally allowing businesses in the Net Zero world to truly commit to their mission of reducing carbon emissions, being sustainable, and reaching Net Zero by 2050. Given that in the UK alone, the events industry is responsible for over 1.2 billion kilograms of CO2e emissions each year, Net Zero Meetups knew there had to be a better way.

"We are very pleased to play our part to accelerate companies and people in navigating the complex challenges of sustainability and going green. With the introduction of our AI matchmaking platform,



businesses can focus on reaching the people that will help them achieve their business goals, all while doing it in a time-effective, cost effective, and most importantly sustainable matter," stated Peter Gould, chairman of Net Zero Meetups.

Net Zero Meetups strongly believes that companies can and should do more to ensure that they are working towards reaching Net Zero Meetups. Their first smart matching event will focus on the green construction industry and will be held on the 5th and 6th of April in 2022. The company plans to create a series of Net Zero Meetups to serve various industries and regions to help the world do business sustainably.

<https://netzeromeetups.com>

BAYWATCH

BigChange helps boost turnover for Dock Solutions

Dock Solutions, a specialist in the manufacture of dock levellers and loading bay equipment, is set to increase turnover by over 85 per cent since implementing the latest field service management software from BigChange. Using the complete Job Management Platform, Dock Solutions has transformed its previously paper-based management process reducing costs and increasing efficiency. BigChange has also helped Dock Solutions improve communication between field-based personnel, back-office staff and the end customer, which is helping to minimise downtime and raise customer service levels.

"We initially selected BigChange for its live tracking as the mapping of vehicles and reports were far superior to the solution we were using," commented Lee Brownson, General Manager of Dock Solutions. "However, with training and support from BigChange, we saw the potential of the platform across different aspects of the business and are

beginning to use more of its functionality which is realising more benefits.

"Using BigChange we no longer need to produce the weekly paperwork in advance. Not only was this costly and labour intensive it was very rigid and didn't allow us to react to changing workloads or priorities. BigChange also improves visibility of the field service operation and allows us to communicate more efficiently internally and with customers.

"To summarise I would say that BigChange saves us time and money processing business critical information and makes it easy to access!" he continued. "This has without doubt contributed to an increase in turnover post Covid by over 85 per cent underpinned by a rise in production of nearly 300 per cent."

Based in Gloucestershire, Dock Solutions was formed in 2004 and has seen continuous growth since its inception. Specialists

in loading bay equipment and industrial doors, Dock Solutions manufactures, installs and services loading bay equipment including levellers and lifts, rising arm barriers, dock bumpers and industrial doors for customers such as Bentley Motors, Halfords Group, Marks and Spencer and Pepsico International. Dock Solutions operates across the UK and currently employs around 40 full time staff including welders, electricians, engineers, salespeople and administrators.

Using the single platform CRM, Job Scheduling, Live Tracking, Field Resource Management and Online Portal, from BigChange has allowed Dock Solutions to move away from paper-based management with automatic job scheduling and reporting. Dock Solutions is also using BigChange's CRM functionality to manage its growing customer base and communicate important product and service announcements and hopes to implement additional functionality including financial management such as payments and invoicing.

"As the UK manufacturer of dock levellers and dock shelters, we can offer our customers the right solution and bespoke service for their projects. With the support of BigChange, and their excellent customer service, we have never hit an issue that was not reacted to positively and promptly," Lee Brownson concluded.

Contact:
email: info@bigchange.com, +44 (0)113 457 1000,

www.bigchange.com



Renovotec

maintains continuity of hardware supply despite computer chip and labour shortages

- Company inventory includes a growing range of Wi-Fi 6-ready hardware, in stock
- “Our strategy of maintaining healthy inventory levels stands us in good stead as it allows us to meet customer sales and rental needs with greater speed and certainty” says Renovotec CEO Richard Gilliard

Rugged hardware market leader Renovotec has taken steps to ensure its inventory levels and maintain continuity of supply for logistics, manufacturing, retail and other supply chain users despite an industry-wide computer chip shortage and a shortage of truck and forklift drivers, the company said today. “We always hold plenty of hardware in stock and so can weather the current storm” comments Renovotec CEO Richard Gilliard. “Our strategy of maintaining healthy inventory levels stands us in good stead as it allows us to meet customer sales and rental needs with greater speed and certainty.”

Renovotec is a champion for industry Wi-Fi 6* adoption and its current products include a growing range of Wi-Fi 6-ready hardware from major manufacturers such as Zebra and Honeywell.

Zebra’s MC3300ax mobile computer’s increased Wi-Fi 6 bandwidth and efficiency enable

a major increase in devices and traffic without impacting application performance, according to the manufacturer: while Zebra’s rugged TC52ax mobile computer enhancements include Wi-Fi 6 and a new extended range scanner option with intelligent focusing.

Zebra’s ET80/ET85 rugged 2-in-1, Wi-Fi 6 Windows tablets adapt as workers move from the field to a vehicle to the interior of a facility, transforming into a laptop or a full fixed or mobile workstation to best meet changing user needs.

And Honeywell’s CT45 XP handheld computer leverages the latest Wi-Fi 6 technology to facilitate access to essential information with low latency, even in a highly dense connected environment.

*Wi-Fi CERTIFIED 6™, the industry certification program based on the IEEE 802.11ax standard

www.renovotec.com



Partnership working delivering supply chain success story

Two of the most well-respected and growing names in the logistics and warehousing sector have joined forces to deliver a tailor-made solution to one of the biggest global household names.

Carlton Forest 3PL and Longs of Leeds, who have worked together for many years, have partnered to offer seamless storage, order picking, stock management and onward delivery to retail outlets to ensure essential household

items are supplied in accordance with the surging demand.

“Our partnership with Longs of Leeds is well established, and we continue to enjoy new wins and contracts together as our service offerings complement each other perfectly,” said Adam Jones, Managing Director, Carlton Forest 3PL. “The challenges of the industry continue to pose daily issues for us all – working together to support the supply chain, customers, and

consumers seems the best way to head off problems wherever possible and deliver solutions to our customers that make a measurable difference to their operational efficiencies.”

The multi-million pound warehousing contract has brought other benefits too including increased employment opportunities at the groups Bawtry Park site. In addition, the site has acquired Lower Tier COMAH (Control of Major Accident Hazards) registration which has allowed the team to increase the portfolio of services that it offers to all its clients, including Longs of Leeds.

Andrew Long, Longs of Leeds commented; “We have an excellent partnership agreement with the team at Carlton Forest 3PL who have been able to offer us even more support in the last twelve months as their portfolio of services and facilities has grown. Both businesses are independent and family owned, and retain their focus on ensuring these values are upheld in all that we do – as such, our mutual customers benefit from a service that is customer focused, flexible, and personable and it is these values that are contributing to our continued successes.”

For any 3PL enquiries please visit <https://carltonforestgroup.com/>

Further information about Longs of Leeds can be found at <https://www.longsofleeds.co.uk/>



CPR Manufacturing has plan to continue growth in the new year, as UK shifts towards UK manufacturing

It has been almost 2 years since Cromwell Polythene Ltd expanded its UK manufacturing and recycling base with the acquisition of a long-established recycling and extrusion facility based in Alferton, Derbyshire. Keeping with the 'Cromwell' identity, the business was rebranded as Cromwell Plastic Recycling and later changed to CPR Manufacturing Ltd.

Investments in new machinery and highly skilled extrusion and conversion operatives, has enabled CPR to not only maintain, but expand their portfolio of capabilities.

The manufacturing site is now innovating with bespoke polymer blends and manufacturing a wider range of polythene films and products, capable of meeting the needs of more industry applications. The plant now has its very own Polythene Recovery Service, dedicated to collecting clean polythene from customers and brought in to be mechanically recycled into plastic pellets.

The Derbyshire based firm have their eyes firmly set on growing their industry leading status further in sectors like animal and furniture bedding,

postal and mailing amongst many others. James Lee, Managing Director of CPR Manufacturing and Cromwell Polythene stated, "UK based manufacturers will be an essential partnership to have in the very near future as supply chains from the far east suffer from disruptions and lead times need to be maintained. According to Bob Biesterfeld, CEO of C.H Robinson, the chances of your vessel from the far east arriving on time are about 40%, when it was 80% this time last year.

Alex Lee, Commercial Director at Cromwell Polythene said, "Cromwell's partners benefit from short lead times and proactive notifications on stock usage. Our industry-leading reputation also grants access to trusted suppliers that meet supply, even through global

struggles like polymer shortages.

Some may consider products made in the UK to be subject to higher costs when compared to international markets. These markets are now catching up as they increase their prices as a result of rising raw material costs, rising labour costs and commitments to investing more in sustainable production and transport.

Delays and price hikes may suggest a need for companies to establish strong UK based manufacturing partnerships. CPR Manufacturing and their sister company Cromwell Polythene, have a joint mission to be the most resourceful companies in plastics by supplying products that help make the world cleaner, greener, and more resourceful. They are continually

exploring and implementing new methods to ensure they meet this vision and contribute to a circular economy. Some of these steps include a product range with 100% recycled content, a polythene recovery service, company wide litter picks and a resource efficient distribution hub and transport vehicles.

This social movement is also being backed by legislative change too, with pending reforms like Extended Producer Responsibility, Deposit Return Scheme, and a consistency of waste collection across the UK. As the legislative landscape is forever changing, customers depend on industry leaders to inform them of the latest developments. Members of Cromwell's team keep their customers updated on what changes will be, how the changes will affect them and advise

on the best way forward. For example, from April 1st 2022, The Plastic Packaging tax of £200 per metric tonne applies to plastic packaging which contains less than 30% recycled plastic and manufactured in, or imported into, the UK. For any national company with a large customer base, these changes could have a commercial impact with ramifications to continued growth. The ramifications don't just occur as a result of the tax, there is also the recycled resource cost to consider. As the tax incentivises recycled material, reprocessed polythene becomes more valuable, harder to source and costly.

UK manufacturers like Cromwell with in-house recycling systems provide a quick and effective route for companies to increase their rate of polythene recycling. Polythene

currently, is not widely collected for recycling in the UK, despite being fully recyclable. Cromwell's Polythene Recovery Service provides a viable route for companies to recycle their clean polythene waste. Cromwell collects clean material from customers and reprocess it in-house into recycled, recyclable plastic pellets, that are reused in the manufacturing of new film, contributing to the goal of a circular economy.

Since the acquisition in January 2020, CPR Manufacturing has furthered its service offerings considerably, maintaining their heavy weight reputation in the industry. As the future points towards a possible steer towards UK manufacturing, Cromwell's future plans are leaving them as ones to watch in the manufacturing and recycling sector.



Howard Tenens Logistics awarded UFAS Certification

Howards Tenens Logistics, a quality-focused, independent family business delivering mutual value through great people, collaboration, and technology, has been awarded UFAS certification.



Howard Tenens Logistics' Andover warehouse has been awarded the certification to the Universal Feeds Assurance Scheme. The UFAS work to ensure the safe practice of manufacturing, merchandising and distribution of feeds for food-producing animals in order to protect human and animal welfare. In particular, it provides an assurance system to ensure that feed destined for UK livestock meets safety requirements defined by legislation and industry standards.

Howard Tenens Logistics is aware that the primary objective of its business is to satisfy or exceed the expectations of its customers. The Company is dedicated to striving for this goal and will seek always to be focused on the needs of producers, their livestock, and the food markets they supply. As a third-party logistics service provider of Compound Animal Feeding stuffs and Animal Feed Materials, Tenens is committed to the nutritional integrity and physical, chemical, and microbiological safety of its products and to providing timely advice and good service.

In order to meet the criteria for certification, Howard

Tenens Logistics demonstrated commitment to several requirements. For example, the prevention of cross-contamination, pest infestation and damage by storing feed strategically for good stock rotation purposes. In this way, any outdated or unsuitable products are easily identified and removed and do not enter the food chain. Additionally, Tenens ensure regular reviews and cleaning of storage areas are taking place, whilst actively monitoring pest control. Further measures are actioned to reduce contamination risks upon transportation.

"Throughout Howard Tenens Logistics, employees have been trained to understand the pivotal role of Animal Feed in the Human Food Chain and to operate accordingly. In this way, we can support our customers as an extension of their supply chain in not only meeting the industry standards but also allowing for a sound and trusted supply chain for their customer base" – Jeff Marshall, Operations Manager at Howard Tenens Andover.

www.tenens.com

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4 Ways to improve Customer Service in your Logistics Business

Customer experience is becoming the top priority in many businesses, even in logistics service providers. It seems that everyone is buzzing about it, and with good reason. A solid 80% of consumers would pay more for an improved customer experience, one study states. (1)

Positive interaction with customers, whether face to face, over the phone, or online, allows businesses to put their best foot forward. That's because excellent customer service results in higher customer satisfaction, higher retention rate and repeat sales.

Delivering exceptional customer service, no doubt, should be the priority of every company. Here, we talk about four ways logistics businesses can improve their customer service. Read on to learn more.

What's a logistic business?

First, let's define what a logistics business is and what it does. A logistics firm is any business that plans, implements, manages, controls and stores goods and services between the points of origins to consumption points. In other words, logistics is the practice of coordinating and moving matériel, inventory, equipment and even people from one location to the other.

How to improve customer service in a logistics company

There are several ways of enhancing customer experience in your logistics business. Here are some strategies you can implement:

1. Collect client feedback

Understanding where you are with your clients is the first step toward improving customer service in your logistics business.

Customers are eager to share their experiences and voice their concerns — you just have to encourage them to do it. You may receive negative feedback, yes, but this will allow you to adjust or improve where necessary. The opportunity to improve will ensure that you continue providing excellent service to your clients.

There are several ways to collect client feedback. You can do it through the following:

- Surveys
- Direct phone call
- Social media post
- A chatbot on your business website or app

2. Leverage omnichannel technology in communicating with clients

People interact with businesses across multiple channels nowadays. They may contact you through your customer service department, website, social media pages and more. The challenge for logistics service providers is how to deliver a consistent, contextual experience across every channel and at every touchpoint throughout the customer journey.

Similarly, here's what logistics businesses can do — leverage omnichannel technology in communicating with clients. They should look for a software solution that allows them to

hold their communication across different channels in one single, intuitive platform. The good news is that many CCaaS in the UK and around the world already act like that. They allow contact centres as a service provider to connect with their customers when and where their clients want to interact with their brand — phone calls, text messages, email, bots, video and more — all from one system.

By leveraging omnichannel technology, logistics companies can aggregate customer data from multiple channels, enabling representatives to quickly understand a customer inquiry based on previous interactions. This would result in faster response times and overall better customer experiences.

3. Adapt logistics process for personalization

People are no longer satisfied with services or products and messaging being delivered in the same manner for every person.

That's why poor personalization practices lead to brands losing 38% of their customers. It makes sense because every prospect and customer have specific needs. This is true even in the business-to-business (B2B) world. (2)

Logistics service providers must adapt their logistics process for personalization to survive now and in the future. Below are a couple of tips that can help logistics companies better personalize their operations:

- Understand who your customers are: Understanding

your customers better is the first step toward adapting your logistics process for personalization. From demographic basics to preferences, study the data that your clients have provided to you. Doing so will help you redefine your goals as their logistics partner. With a strong grasp of your customer's identity, you can start seeing the path toward end-to-end visibility in the logistics service that your company provides. This will also help you ensure that your clients' individual needs are met for maximum customer satisfaction.

- Build an integrated network: This tip applies to both the tools you use and the people in your company. Why is building an integrated network essential for improving customer service?

You could start with the tools logistics firms use in their operations. The problem is that many logistics service providers see their business apps, such as customer relationship management (CRM) software and warehouse inventory system, as independent structures. As a result, there's a lack of communication between these systems.

Instead of looking at your business tools as independent platforms, let them 'talk' to each other. Doing so can significantly reduce downtime and help make shipping operations run much more efficiently. More importantly, it helps your company to provide solutions to customers' concerns adequately. After all, most business systems interact with customer data.

Of course, it's also essential that the different departments or people within your company talk to one another. That's because collaboration facilitates sharing of ideas, which can bring about creative solutions necessary for optimizing the communication between your systems.

Simply put, logistics firms can



adapt their current process to curate an improved customer experience by utilizing valuable client data and ensuring systems communications.

4. Automate the majority of the logistics process

Automation is one of the best things that can happen in a logistics business. Automation in logistics refers to the utilization of software or machinery to enhance the efficiency of operations. What usually gets automated are the processes that must be performed in the distribution centre or warehouse.

The benefits of automation in logistics businesses are countless, but one significant advantage is that it makes it possible to carry out the logistics process faster, more precisely and more economically. Consequently, automation could also eliminate errors and mistakes that could've been committed when relying on manual work, thus improving customer service.

Final thoughts

Better customer service increases a logistics firm's profitability. That's because outstanding customer experience reduces customer churn and transforms clients into brand advocates, enhancing a logistics service provider's reputation and popularity. It also sets your company apart from others while staying cost-effective.

Improve customer service in your logistics business by taking the time to collect client feedback and leveraging omnichannel technology in communicating with clients. Also, don't forget to adapt the logistics process for personalization and automate the majority of it. These might seem like minor changes, but they can definitely help your brand become a top player in the current consumer-driven landscape.

Just keep in mind that improving customer experience in your logistics business is an ongoing endeavour — it's never complete. So keep optimizing your operations whenever and wherever possible.

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SICK's Master Data Analyzer Stops You Storing and Shipping Fresh Air



A simple-to-use track-and-trace system that collects measurements and images of incoming stock or packaged goods and turns them into valuable Master Data is being launched in the UK by sensor manufacturer SICK with a free trial offer.

The SICK Master Data Analyzer is already deployed at hundreds of retail logistics hubs worldwide capturing 100,000s of products every hour.

Now UK operators are being given their first opportunity to see for themselves how easily the system records and integrates data into warehouse management and ERP systems.

The SICK Master Data Analyzer is a Dimensioning, Weighing and Scanning (DWS) system with the option of associated image capture, supplied as an all-in-

one static or mobile operator station. It promises significant returns on investment through more consistent track and trace of products, reduced packaging sizes, and space-saving efficiencies both during storage, and when loading goods for onward transportation. Says Mark Harris, SICK's UK product manager for Systems & Auto Ident:

Threats to Cost-Efficiency

"The greatest threat to both cost-efficiency and environmental performance in logistics, comes from storing or shipping fresh air because packages are oversized, or because they are stacked in bays or packed into transport inefficiently. Equally, the danger of the wrong, or incomplete, products reaching a customer can mount up to significant cost through returns or customer penalties."

"Not only does the SICK Master Data Analyzer provide the data building blocks to eliminate these inefficiencies, it has also been shown to increase operator capacity by more than 20%. A study conducted with one major international retailer demonstrated a significantly reduced cycle time in inputting data of a wide range of Stock Keeping Units (SKUs) entering the customer's facilities."

Unpack, set-up and connect the SICK Master Data Analyser to begin capturing the weight, length, width, height, image and the bar code of goods or packages in a single step.

The trolley-mounted mobile version is powered by a rechargeable battery and transmits data via WLAN so it can be moved to the best location for efficient input of data.

Simple to Operate

Simply place the item to be measured on the toughened glass weighing plate and use the hand-held scanner to read the barcode. Slide the Measuring Light Grid (MLG) frame across the object in either direction to reliably capture the dimensions. A consistently stable measurement is produced whatever the shape of the object, and even if it has a highly reflective surface, such as a foil.

The system then merges the barcode, dimensions and weight into a single data string which is output immediately in a format that can be imported into any management software, such as an Enterprise Resource Planning (ERP) system.

The SICK Master Data Analyzer can also be supplied with an IP Camera so that an image of the product can be associated directly with the object's barcode, part number, or European Article Number. A correlating physical image of each SKU or package is saved in the system, enabling the shipper to check back to verify that the correct item was delivered, and identify any in-transit tampering or damage.

The SICK Master Data Analyzer has a volume measurement accuracy of 2.5 x 2.5 x 2.5 mm and weight determination with an accuracy of ± 5 g and can work to a maximum objects size of 800 x 600 x 600 mm.

Free Trial Offer

"Recording basic data accurately, consistently and quickly is the starting point of any efficient warehouse or logistics operation. Armed with these valuable Master Data building blocks, operators are better equipped to drive logistics processes more efficiently and save costs," Mark Harris continues.

"That's why we are offering a one-week trial to any operator on a first come first served basis. We want customers to see for themselves how easy it is to start collecting Master Data. Whether you use one unit, or many across a site, we are confident you will begin to make cost and storage savings immediately."

To book your free trial contact Andrea Hornby on 01727 831121 or email andrea.hornby@sick.co.uk. www.sick.co.uk

How can ERP systems improve the UK's productivity in 2022? **neuways**

IT Strategy, Security & Support



With the recent news from the Confederation of British Industry (CBI) conference that the country's economy needs to 'level up', it got us IT specialists Neuways thinking:

How can ERP systems improve productivity across the nation?

Software can do a great deal of positives for an organisation. Improvements can be made by implementing the right type of business system, but why should a fully optimised business system be at the top of every business' wish list for 2022 and beyond?

Neuways has been involved in many ERP (Enhanced Resource Planning) implementations over several decades.

Managing Director, Martin Roberts, pictured, has been central to many of these projects. Here is Martin to explain how ERP can help improve your productivity...

"At the recent CBI conference, we all heard that the UK is experiencing a case of 'chronic under productivity'. One of the answers to this is an increased use of automation within your company. But what does that actually mean for businesses?

"We would advise fully utilising the existing resources you have within your business first. This could involve a strategic review - looking at your current way of working and identifying areas of improvement.

"Measuring the performance

of equipment can be carried out by an ERP system, such as Microsoft Dynamics 365 Business Central. Processes can be analysed to ensure they are working as efficiently as possible, and if not, they can be streamlined. The detailed data your business can receive from your ERP system can give decision makers a wealth of information that can benefit the entire business."

But how exactly can ERP improve existing processes? Martin says it's all about assigning the right job roles to the most appropriate people, or technology...

"Having to record data and manually fill spreadsheets takes time for a human being to input. If you're currently collecting data manually then by simply allowing your business system

to capture the information automatically from one end of the business to another, you are freeing your staff to fulfil more beneficial roles for the business.

"If you have areas where productivity is particularly important, such as a warehouse, then this is where the investment would give a positive return. Performance in the warehouse is critical, to ensure your customers are happy and receive the goods they require promptly. By removing manual processes, such as filling out paperwork and involving technology to automate activities, timeframes can be drastically shortened and accuracy increased.

"But it's not just replacing paperwork for technology. No, the information you receive can tell you the best pick route to take which could cut down the work staff are having to do in the long run by giving them the quickest route for the items that need to be picked."

Business Central, in particular, produces positive changes in how businesses operate. Its ability to adapt and offer new modules to add on to existing business systems gives organisations a way in which to evolve their systems over time.

It means as you grow, Business Central can grow. If you have a recruitment drive, more user licenses can be added to your existing subscription, allowing for more of your organisation to benefit from Business Central's functionality.

ERP systems also don't have to be brand new for businesses to benefit from a productivity increase. What Martin has found over his years of working with

ERP, is that systems can grow as a business comes to fully realise its potential – which can often come long after the go-live date.

Martin adds: "For people who already have ERP, they should go and check their data to make sure it is accurate and up-to-date: review your queue times, purchase lead times and safety times – do they all make sense and reflect reality?

"Plan, execute, measure and adjust is a mantra for all businesses – many don't do this and they work with base data that is, simply, wrong. This can impact on your efficiency. Do you have plenty of inventory, but not stock of what you need or how about having to 'borrow' items from other works orders to meet deadlines after the stock has been issued?"

"These are all indicators that your base data needs reviewing."

"ERP implementations should be a process, not an event. After your company has completed selecting, implementing, training and then the go-live of your ERP, you should plan to have optimisation phases – to keep the use of your system under constant review. Look at the functionality you are not currently using in the system and see how it could work for you and bring continuous improvement.

It is critical for businesses to fully involve their staff. Employees are at the heart of any business, and central to the success of an organisation. In turn, for any ERP system to be a success, staff need to live and breathe the business system.

They need to not only understand the changes that

will be coming along with the implementation of an ERP system, but also the reasons why. Some may be hesitant to change the way they do their job initially, but if they can see the many benefits that come with ERP, then there may be less transition time experienced as a result.

Here is Martin, to summarise why ERP could be right for you and your organisation: "ERP can be a great investment for businesses – through the scheduling and planning abilities, the add-on apps, such as MxAPS – productivity can be increased without having to buy a new machine. It really should be a consideration for any business, small or large, as we have seen it can bring benefits to all types of enterprises, across many different industries.

"For those with an existing business system, you are one step ahead, but time still needs to be put into understanding, 'how can our ERP system improve and do more for us?'. In the long-term this will really help any business looking to improve its productivity, both in the UK and around the world".

More about Neuways

Neuways is a managed service provider (MSP) that delivers bespoke IT solutions with a security-first focus. With decades of industry experience supporting over 300 companies worldwide, Neuways helps organisations of all sizes reach their growth potential with the effective implementation of technology. Neuways offers exceptional IT services, support, and strategies with integrity, honesty, and outstanding expertise.

www.neuways.com

Logistics as a service – KlearNow raises £38m as investors back smart supply chain technology

There has been no shortage of challenges for the logistics industry this year. The onset of the coronavirus pandemic in 2020 ground industries across the world to a halt. But, as the world began to open up this year, businesses were faced with new problems: crippling supply shortages, from materials to shipping and labour. The effect of supply chain disruptions has only been exacerbated over the festive period due the surge in demand. However, there is renewed optimism across the logistics industry as investors back new solutions which aim to remedy the disruptions through digitisation.

KlearNow, the smart Logistics as a Service (LaaS) pioneer founded in 2018 and launched in the UK 2021, has raised £38M (\$50M US) in new capital to transform broken supply chains, simplifying and providing real-time cargo visibility to the customs clearance and drayage processes. KlearNow's AI-powered platform eases the worldwide supply chain disruptions that have left businesses grappling with delays and shortages.

The Series B investment was led by Kayne Partners Fund, the growth private equity group of KayneAnderson Capital Advisors, with continued participation from existing investors including GreatPoint Ventures, Argean Capital, and Autotech Ventures, plus new investment from Activate Capital.

Though the global logistics market value is £6.5T, it is a

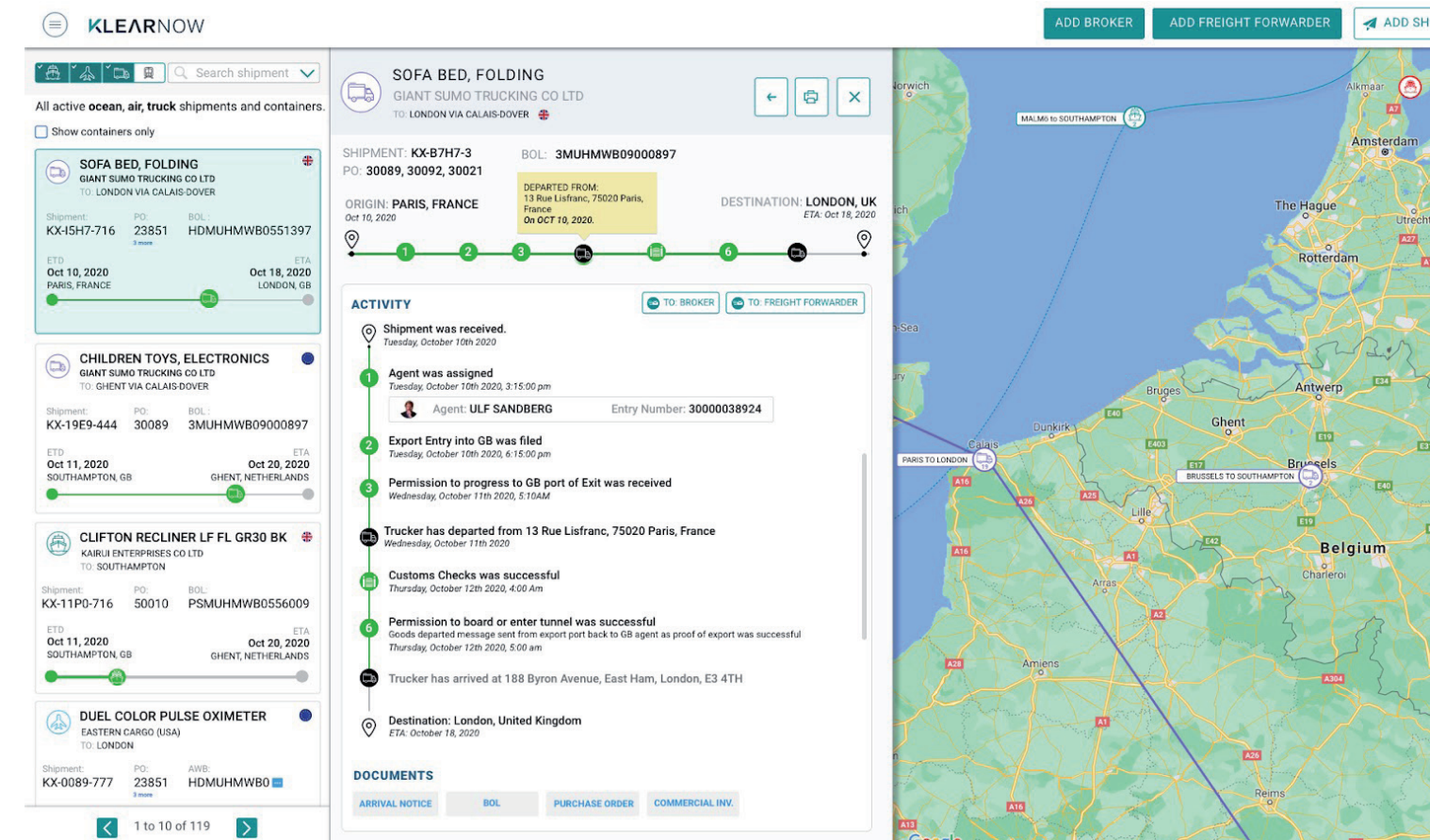


fragmented and archaic industry and one of the last to embrace technology and collaborative innovation. The global pandemic has further exacerbated supply chain bottlenecks, accelerating the need for digital transformation.

Investors were drawn to KlearNow's platform as it eases import/export burdens by digitizing and streamlining complex paper-based logistics

processes, reducing manual entry times and human errors. The platform takes the digitized data to power its customs clearance marketplace, providing an unprecedented level of real-time end-to-end visibility, collaboration, and cost savings for its customers.

Since its £12M Series A funding round led by GreatPoint Ventures in January 2020, KlearNow has grown exponentially, increasing



its customer base tenfold and its monthly revenue run rate by more than 50 times. During this time, U.S.-based KlearNow has expanded into Canada, and launched its UK service in January 2021 to support UK and EU businesses operating in the post-Brexit landscape.

KlearNow recently added a drayage marketplace to its smart LaaS platform to support drayage companies facing planning and scheduling challenges and importers demanding extended visibility. With both customs clearance and drayage marketplaces, KlearNow provides a single view of multi-leg shipments from port of loading to the warehouse. The Series B investment strengthens KlearNow's position as the go-to digital supply chain solution for businesses that trade across borders.

Sam Tyagi, CEO and founder of KlearNow, pictured, says: "This latest round of funding enables us to aggressively accelerate our technology development and deployment,

geographical expansion, and talent investments, helping us transform supply chains that power commerce.

"We are excited to have strategic partners and investors with deep knowledge in this space, and we believe that with their support, our technology can lead to a meaningful, sustainable impact on global supply chains."

Nishita Cummings, Managing Partner and Co-Head of Growth Equity at Kayne Partners, says: "The supply chain and logistics industry is primed for incredible disruption in the upcoming years and continued investment in technology and tech-enabled infrastructure is a critical component of the solution."

"KlearNow is the leading technology partner in this space, with an advanced AI-based platform that removes friction in moving goods across borders in an easy, efficient, and cost-effective manner."

Tyagi added: "Global supply chains have been in a chaotic

state for the past couple of years, but businesses in the UK have faced the additional challenge of dealing with an opaque and hard-to-navigate post-Brexit trading landscape. We're proud that our platform has been able to ease the burden for a wide range of UK businesses, from flower growers to car parts manufacturers. This funding partnership will help us offer more innovative solutions to more businesses in the UK, EU and around the world."

Ashok Krishnamurthi, Managing Partner at GreatPoint Ventures added, "Digitalization has become mission-critical for supply chain logistics. During the pandemic lockdowns when the world and companies needed work from home capabilities, KlearNow stepped up, unshackling employees from the office, scanners, and fax machines. With a smart digital solution, supply chain logistics teams were able to work remotely from home and leave the paper world behind. Visibility, productivity, and sustainability are a great combination."

Streamlining new vehicle launches with real-time visibility

By Wesley Haaksma,
Strategic Account Executive, Shippeo



There is excitement in the automotive market every time a new model is launched. From the assembly line to sales, everybody must collaborate to balance supply and demand within each market. And this is no standardised undertaking, as every launch is different. Assembly plants must produce within allocated time frames, and quality and technical teams must find the right balance between batch validations, reworks and postproduction operations. Subsequently, logistics teams have to monitor handovers

between stages and must book the right capacity with local road and rail freight providers at the right time to avoid demurrage costs or other surcharges related to exceeding transport capacity.

In addition to these challenges, National Sales Companies (NSC) and importers add pressure to distribute more units to their local distribution compounds in order to maximise sales opportunities, resulting in time-consuming calls and emails asking what stock is available and when it will arrive. Obtaining meaningful

information about the real-time whereabouts and the estimated time of arrival (ETA) of goods during a new vehicle launch can consume significant means and resources. That is, if companies continue to operate in an unstructured and manual fashion.

The value of real-time visibility

The real-time transportation visibility (RTTV) of goods is no longer considered a “nice-to-have”, but rather a “must-have” capability. In the B2C world, grocery home deliveries are now

normal, and customers expect timely updates on their order. While this level of information may be unnecessary when a customer purchases a new car online, within a B2B context there are clear benefits for automotive manufacturers and their (internal) customers.

RTTV enables companies to decrease freight costs through better carrier management while increasing the productivity of manufacturing or warehouse employees. It also enables them to improve the productivity of customer service employees who will no longer, or at least not as extensively, need to communicate with dealers. Plus, the costs of urgent and exceptional transports can be significantly diminished.

Another benefit relates to technological innovation. Most of the automotive companies use Electronic Data Interchange (EDI) technology to securely share data with partners. Compared with EDI, new Application Programming Interfaces (APIs) offer faster, more cost-effective ways to connect systems and share information. Below is a summary of the key differences:

When choosing an effective RTTV platform, it's essential to ensure it is fully compatible with both API integrations and mobile applications. It should also leverage telematics and transport management system (TMS) integrations to automatically capture exact departure and arrival times and locations, which enables users to trigger events when geofenced zones at delivery sites are entered. Given the high value of cars and the volume of daily departures from assembly plants, vehicle compounds and ports, the ability to instantly confirm the arrival or departure of vehicles has a significant positive impact on the cash flows of OEMs.

Improve the customer experience

Following some large Finished Vehicles Logistics (FVL) carriers' digitalisation initiatives, web portals now allow dealers or NSCs to see the latest workflow status for ordered units. But in most cases, the ETAs tend to be calculated on only theoretical lead times. As a result, emails are still being exchanged regarding shipments in transit, and response times range from one to four days, depending on whether the unit has been transported by a managed fleet or a subcontractor. Full visibility in the automotive sector would improve the customer experience by reducing the number of “where's my car” enquiries.

Shift from manual to automated

Further value is added through day-to-day benefits for employees monitoring vehicle launches. For example, the inefficiency of using spreadsheets filled with launch unit lists costs carriers' and NSCs' logistics teams days of work on double checking in-transit and ready-for-transport units. It also requires continuous manual updating due to a lack of connectivity amongst FVL partners' systems. For these reasons alone, implementing real-time visibility across outbound transport processes for finished vehicle logistics greatly improves overall efficiency and success rates by increasing car availability and on-time delivery during the launch phase. With RTTV tracking, teams can focus on exceptions and reduce the risk of missed demonstrations. This helps FVL professionals to get back on track faster while also allowing dealers and NSCs to concentrate efforts on selling and increasing pre-orders.

Visibility as the basis for a control tower

In order to ensure a smooth

vehicle launch, most OEMs already have a pre-established responsibility assignment matrix covering roles and responsibilities between all parties. When it comes to measuring and following success on a daily basis, a control tower solution is a must.

However, in order for a control tower to be effective, it is necessary to have a basic layer of visibility in place. This basic layer helps to reduce days on hand, reduce risks, and improve reliability. It is a foundation for establishing connections with integrated business planning systems, TMS, WMS and ERP systems.

Why carriers benefit from real-time transportation visibility

In addition to the benefits for shippers, RTTV is also beneficial for 3PLs and carriers, enabling them to transmit real-time information to shippers by securely collecting real-time data from their systems and sending it to their customers' platform of choice. Data can be collected from onboard telematics, installed on trucks, or on TMS or other internal IT systems.

The automated data collection eliminates the need for time-consuming calls or emails, and any manual input of delivery information into multiple shipper portals. In addition, delivery times can be proven more objectively to clients, as they are precisely recorded using GPS data and geofences.

By providing shippers with access to real-time and predictive data on deliveries, carriers are able to stand out from their competition. The tools available today help to make new vehicle launches smoother and easier than ever before, helping both 3PLs and OEMs to stay competitive in a fast-moving world.

Why digital transformation is changing the manufacturing industry as we know it

The manufacturing and distribution industry has faced many challenges as a result of the pandemic. These challenges have led to businesses prioritising digital transformation much earlier than anticipated.

Yoav Kutner, CEO and Founder of Oro, Inc., believes that it has never been more important for businesses to have a B2B eCommerce platform that supports their digital strategy in order to provide long-term value and increased resilience to uncertainty.



The manufacturing and distribution industry has faced many challenges as a result of the pandemic; from spikes in demand, crippling border delays and supply and driver shortages – to name just a few.

This pandemic has forced many businesses to turn to B2B eCommerce solutions, such as OroCommerce, to access a diverse range of B2B features and capabilities, including personalisation, localisation, built-in multi-channel CRM, powerful workflows and a pricing engine. Doing so, they have revolutionized their operation and introduced clarity and cohesion right throughout their organisation and its manufacturing supply chain.

Earlier this year Fictiv released their State of Manufacturing report which says that 95% of industry leaders acknowledge that digital transformation is a necessity for their company's development and success.

So what is digital transformation? Simply put, whenever a company modernizes its IT systems (ERP, CRM, WMS, TMS), needs access to cloud-based applications or automates core business processes, that's digital transformation.

Digital transformation is changing the manufacturing industry as we know it. According to McKinsey, in 2020 almost 70% of manufacturing companies struggled to pass the initial stage of digital transformation.

Those manufacturers and supply chains that thrived during the pandemic were the ones designed for flexibility and agility. Digital transformation created the flexibility and agility that needed to respond to changing market conditions so they can turn on a dime.

A new world of work

Traditionally, B2B manufacturers, distributors and retailers have

relied on print materials, face-to-face meetings, live events and conferences to stay connected. Before the pandemic, trade show attendance reached a record high with events being the best way to network and build relationships with customers.

The Covid-19 pandemic forced workers to stay home and limited in-person interactions – and forced organisations to source digital solutions overnight, solutions that, within 18 months, became essential to customer outreach and support.

While our return to the new-normal is underway, it's debatable how much manufacturers and distributors will be able to return to their old means of trading. One thing that is guaranteed, is that today's manufacturing and distribution businesses no longer have the luxury of relying on yesterday's strategies if they want to keep up with digitization in manufacturing.

The Millennial factor

It's not only Covid-19 that has driven digital transformation within the industry. More than 73% of B2B transactions now involve millennials as decision makers, meaning that the change in online B2B buying behaviour is absolutely here to stay.

New generations of B2B buyers are making more purchase decisions, and the only way to reach them is through digital channels. This demographic is comfortable with making everything from small to sophisticated purchases online and as a result, B2B buyers are demanding more control of their purchasing experience, turning to the internet to research, self-educate, and self-serve.

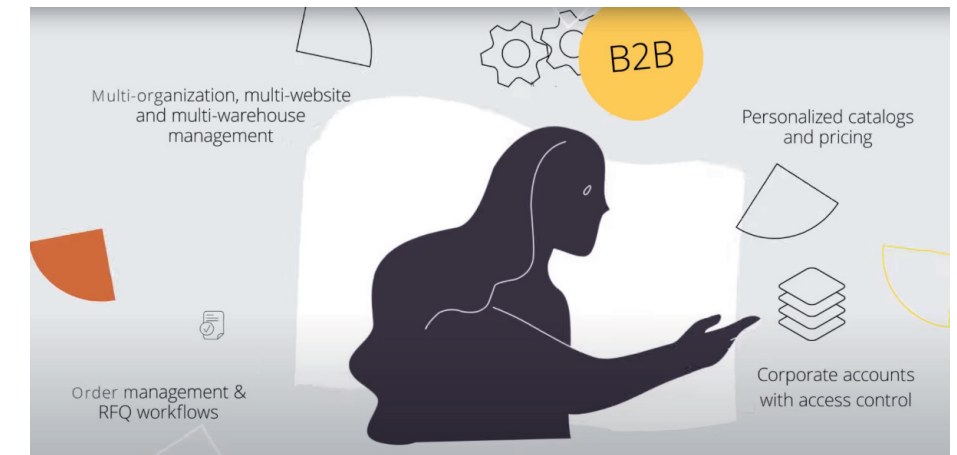
As a result, the number of eCommerce users is expected to grow by 7%, to 61 million users in the UK by 2024. That's why many manufacturing and wholesale companies are turning to platforms such as OroCommerce to ensure they don't get left behind.

Leading the race

The biggest challenge for manufacturers today is the desire and the need to stay on the front foot and to lead their competitors in the race against a constantly evolving digital transformation market.

Increasing competition in the industry is putting pressure on organizations to reduce costs, improve customer experience and increase profitability. Organizations must now go beyond the hype of new technologies and develop future-ready digital strategies to manage change and capitalize on opportunities – and that's where an enterprise-grade B2B eCommerce platform such as OroCommerce comes in.

Utilizing platforms such as OroCommerce, that is built with a comprehensive set of features ready for any B2B commerce model, will help to digitally



transform your businesses and revolutionise the eCommerce landscape.

A changing landscape

Covid-19 has been a rollercoaster for many businesses, and manufacturing is no exception. The pandemic has shown all the vulnerabilities and expedited digital transformation. The pandemic transformed the landscape, and B2B businesses of all sizes explored innovative methods to attract and retain their customers.

In order to compete in this constantly changing market, manufacturers are now expected to provide more and more digital-driven services such as real-time production, tracking, and analysis.

It has never been more important for businesses to have a B2B eCommerce platform that supports their digital strategy and we're pleased to be able to offer our flagship platform to UK businesses looking to improve their online offering to remain competitive within the industry. The platform has been specifically designed for manufacturers, distributors, wholesalers, and multi-channel brands.

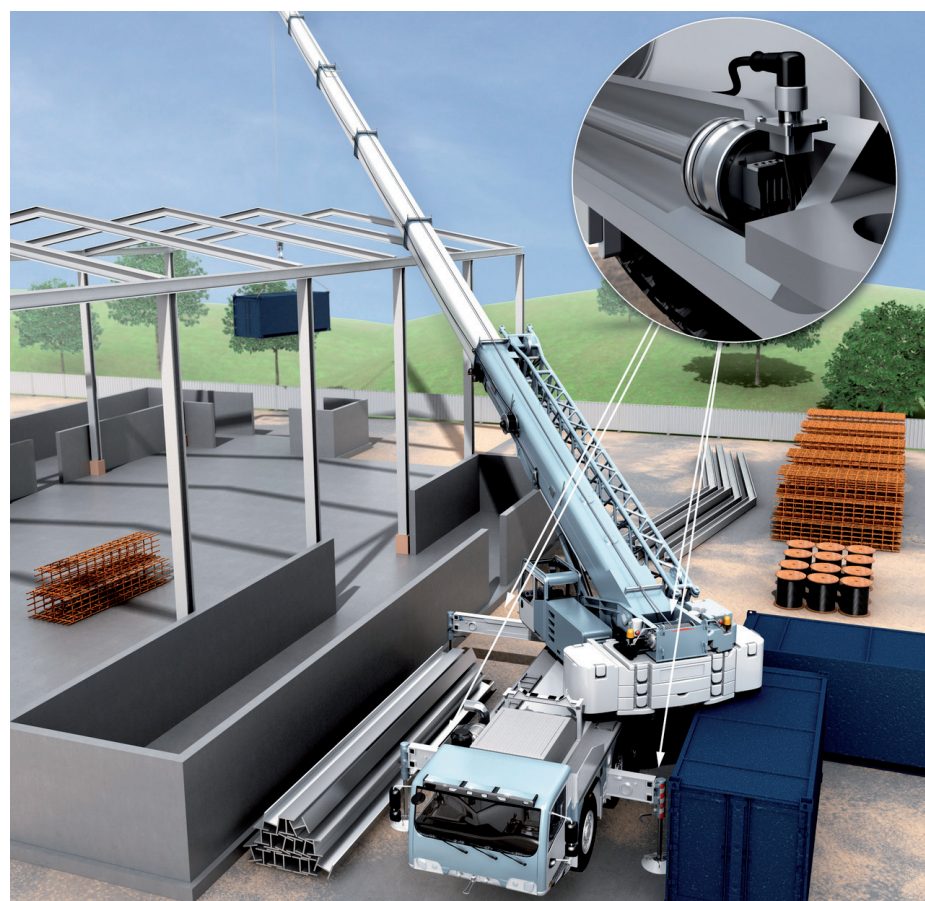
For businesses that haven't yet made the move to digital channels, there is no better time than now. The shift in customer preferences is here to stay and a digital strategy is essential for providing long-term value and remaining more resilient to uncertainty, supply chain shifts, or pandemic-style disruptions.

SICK “MAX-es” out its In-Cylinder Magnetostrictive Linear Encoders

SICK has expanded its MAX® family of linear encoders to extend the space-saving, operating cost and maintenance benefits offered by its innovative magnetostrictive measurement technology to smaller hydraulic cylinders and more harsh operating environments.

The rugged SICK MAX30 and SICK MAX48 linear encoders use reliable, non-contact magnetostriction technology to measure the piston position in the hydraulic cylinders widely used in cranes and materials handling machinery. The SICK MAX encoders offer compact integration benefits for new machinery designs. They also provide an opportunity for end users to upgrade to more rugged performance and diagnostic feedback through quick and easy retrofit into existing cylinders.

The SICK MAX30 is believed to be the smallest in-cylinder magnetostrictive linear encoder on the market, with a head dimension of 30mm x 35mm, extending the innovative MAX® positional feedback technology to smaller cylinders with more limited space. OEMs therefore have new opportunities to take advantage of the SICK MAX's highly-reliable, contactless and wear-free positional accuracy, including in axes with lower operating forces. This enables



them to be installed in material handling machinery such as mobile cranes, reach stackers,

and lift trucks, for example in outrigger cylinders, lift and tilt cylinders and steering systems.



The new SICK MAX48A introduces a highly-durable full stainless-steel enclosure and axial wire orientation to extend the benefits of the popular 48mm SICK MAX48 linear encoder to the harshest industrial operating environments.

Space-Saving Benefits

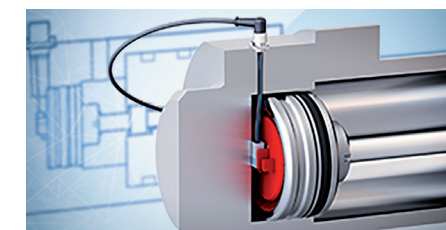
Darren Pratt, SICK's UK product manager for encoders, explains: "Ever since SICK's MAX48 was launched in 2017, cylinder manufacturers have welcomed its ability to achieve a longer usable piston stroke length within the tight space of a standard-sized hydraulic cylinder due to its smaller damping zone. This space-saving benefit enables, for example, a greater useful reach for a hydraulic arm with several cylinders.

"The MAX30's installation depth is considerably smaller than for competitive units. So, a MAX encoder could deliver up to 10% more travel in a cylinder with a stroke of 300-400mm, for example. The SICK MAX®'s

innovative design concept means there is no need to fit a spacer when assembling the magnet in the piston, making installation easier and less prone to assembly errors."

Built-in Diagnostics

All SICK MAX® linear encoders feature built-in diagnostics to record data for preventative and predictive maintenance, enabling, for example, analysis of operating cycles and the determination of operating limits. This diagnostic information provides data to machinery control systems to ensure performance, safety and reliability in machine operation and maintenance. End users can easily incorporate the instrumented cylinders in existing systems to maximise machine availability and avoid costly unplanned downtime.



The SICK MAX30 is suitable for smaller cylinders with piston diameters of 30mm or more and piston rod diameters of 20mm or more. Maximum stroke length for the MAX48 is 2500mm, while the MAX30 is available with stroke

lengths up to 1500mm; any length can be specified upwards from 50mm in 1mm intervals.

Rugged Performance

All the SICK MAX® encoders give a resolution of 0.1mm and repeatability of ± 0.2 mm. Because of the sensing technology employed, the encoders give absolute position data, so there is no need for a teach-in at start-up.

All the encoders are resistant to shock and vibration and operate in fluid temperatures of -30°C to $+95^{\circ}\text{C}$. Excellent EMC (electromagnetic compatibility) performance helps to boost reliability, even when used close to high-powered electrically 'noisy' equipment such as motors. Provided a suitable electrical connector is used, MAX® linear encoders are protected against the ingress of dirt and moisture to IP69K.

Positional data can be output via a choice of analogue formats (V DC or mA), PWM, and CANopen and SAE J1939 industry-standard digital protocols.

For more information on SICK MAX® magnetostrictive linear encoders for in-cylinder position monitoring, please contact Andrea Hornby on 01727 831121 or email andrea.hornby@sick.co.uk. www.sick.co.uk

Randex launches vertical storage lift online planning service

- Organisations can now use the free 'Compact Configurator' tool on Randex.com to produce their own automated storage and handling specification
- "By sharing our vertical storage technology freely we are helping to democratise business planning" says Randex director James Roberts

Leading vertical storage lift company Randex is claiming an industry first for its rollout of a free online service that organisations can use to generate CAD drawings and specifications for their automated handling using vertical storage. The new service is available online at <https://www.welandsolutions.com/en/build-your-storage-lift/>

"By sharing our vertical storage technology freely with organisations and the supply chain community in this way we are helping to democratise business planning" says Randex director James Roberts.

Manufacturing, logistics and other supply chain users of the 'Compact Configurator' service tool on the [randex.com](https://www.welandsolutions.com/en/build-your-storage-lift/) website at <https://www.welandsolutions.com/en/build-your-storage-lift/> enter key data including their building height, storage and picking needs. The tool then generates a customised CAD drawing and specification showing their vertical storage lift height and footprint, optimum storage capacity and other information. An additional, warehouse optimisation questionnaire can also be accessed online at <https://www.welandsolutions.com/en/test-your-inventory/>

Randex Ltd is the sole UK distributor for Compact Vertical Storage Lifts, manufactured in Sweden by Weland Solutions, a member of the privately owned, global group Weland AB. Compact Vertical Storage Lifts save up to 90% of floor space compared to standard shelving and pallet racking say Randex, minimising the floor area while maximising storage volume, and can manage loads of up to 100 metric tonnes.

Their load tray system enables warehouse operatives to complete up to four times more picks than in a traditional warehouse, with greater accuracy and without the need to search for goods, which are automatically presented to the picker.

The 'Compact Twin' also doubles any picking rate by utilising two load trays simultaneously - unique in the industry. Compact Vertical Storage Lifts can be integrated with all leading WMS and other business systems and typically pay for themselves within a year, based on Randex user feedback.

Randex customers include Bombardier, DHL, Fujifilm, Howdens, Hutchison Ports, Jaguar Land Rover, Ministry of Defence, P&G, Pfizer, Rolls Royce and Specsaver.



New Renovotec 'Warehouse Walkthrough' service combats industry staff shortages; boosts productivity

- Renovotec's free 'warehouse walkthrough' consulting service pinpoints critical areas for technology intervention and staff reduction in warehousing and logistics
- Warehouse walkthrough recommendations can reduce warehouse staffing levels by 30%; cut warehouse walking time by 50%; increase picking speed and accuracy by 35%
- "Our warehouse walkthrough service is designed to solve the current staffing problems faced by the industry. It is free, and timely, and we encourage supply chain companies to take advantage of it" says Renovotec CEO Richard Gilliard

Supply chain technology consultant Renovotec is introducing a 'warehouse walkthrough' service designed to combat industry staff shortages and boost operational productivity. The new service, which is free pinpoints critical areas for technology intervention to achieve major staff reductions in warehousing and logistics operations say Renovotec: when deployed, warehouse walkthrough recommendations can reduce staffing levels by 30%, with no reduction in service; cut warehouse operatives' walking time by 50%; and increase their picking speed and accuracy by 35%.

Depending on the warehouse staff reduction and performance improvement needs of each company the technologies deployed following a warehouse walkthrough can include voice picking, robotics and other forms of warehouse automation. When selected, technologies are always closely aligned with the



warehouse processes they drive according to Renovotec, whose in-depth knowledge of warehouse workflows is central to its consulting methodology.

"Our warehouse walkthrough service is designed to solve the current staffing problems faced by the industry. It is free, and timely, and we encourage supply chain companies to take advantage of it" says Renovotec CEO Richard Gilliard. www.renovotec.com

How Barcoding helps meet the current Labour and Staffing Crisis in Warehouses

If you are part of an industry that requires work to be completed in warehouses, such as manufacturing, wholesale, and customs, for example, you will be aware of the current labour and staffing crisis.

This has been brought on by several factors and is being received by industry professionals in various ways.

Some see it as an opportunity for new technologies to flourish, others are not so keen and are being impacted negatively by the lack of staff and the necessary increases to current staff wages.

In this article, we're going to be exploring why the labour and staffing crisis in warehouses occurred, what impact this has had on the industry and how barcoding technologies can assist in solving it.

Why Is There a Labour and Staffing Crisis in Warehouses?

There has been a multitude of factors that has led to the current warehouse staff crisis. Let's investigate a couple of them:

- **Coronavirus Pandemic.** One of the main causes of the labour crisis in warehouses is the pandemic, which we are still feeling the effects of over 18 months later. When furlough was put into place to help tackle the ongoing issues of the pandemic, we, of course, saw a huge decline in manual labour in all industries.

This put a halt on deliveries, left shelves empty, and many warehouses across the country were forced to close. It is unclear



whether the end of furlough will lead to the return of workers to warehouses, or if employers will continue to struggle with low staff.

- **Brexit.** Due to post-Brexit's immigration laws, many EU workers are now unable to travel to complete work in the country. This has had a serious impact on the labour and staffing crisis and there is now a worry that the positions filled by workers from overseas are unable to be filled.
- **Increased Hiring.** As a result of these two factors and the labour crisis, there has been an additional knock-on effect.

Warehouses are advertising the same or similar roles with various benefits, perks, and pay, meaning potential employees have more options than ever before.

People interested in working in warehouses can be picky, as there are so many jobs available, making the competition for workers even higher.

How Has the Warehouse Labour and Staffing Crisis Affected the Industry and the Outside World?

There have been major effects on the industry due to the labour and staffing crisis such as stock going out of date due to it being unable to be shipped, leading to serious financial losses for companies. Additionally, current employees are being overworked, which has led to illness, stress, and fatigue, and those workers having to take time off. These issues have had a ripple effect into the outside world.

- **Delivery delays.** A reduced number of staff means that the warehouse processes slow down. This delays warehouse jobs, which leads to a delay in dispatches and deliveries.

- **Empty shelves.** Because of the delivery delays, there is no stock arriving at stores, no medicines being delivered to pharmacies and hospitals and, most recently, there's a shortage in drivers and

fuel as well.

- **Panic Buying.** Finally, this leads to panic buying. When a shortage is discussed in the media, more people become aware of the issue, resulting in more panic buying. This puts a further strain on the industry and it takes a longer amount of time for the market to catch up on it. As mentioned, some industry professionals believe that warehouse managers should be utilising this difficult time to implement new technologies that could potentially replace workers or, at least, reduce the pressure on current warehouse workers.

How Can Technology Assist in Solving These Issues?

At this point, you may have a few questions. Can technology really improve these trying times? How quickly can they be implemented into your warehouse? Are they easy to pick up for those who aren't tech-savvy? Let's look at some of the benefits of choosing warehouse technology from GSM Barcoding and see if they help answer any of your queries.

- **Efficiency.** The main reason for implementing technology such as barcoding systems for warehouses, is that they speed up productivity and make for a more efficient working day. Industry professionals claim that they have increased productivity by up to 30%.
- **Easy staff training.** Using one of our simple barcoding systems means that less time will be spent training staff. They are easy to use, and the technologies can be picked up quickly, no matter your previous experience with tech.
- **Stock-control systems.** Don't waste time manually keeping track of stock. Minimise the risk of human error and speed up the process by taking advantage of the stock-control systems such as a Sage Barcode Warehouse Management System.

Are Smart Technologies the Future?

There are concerns that the labour and staffing crisis will take years to recover from, and the industry will be permanently changed due to the amendments having to take place to keep

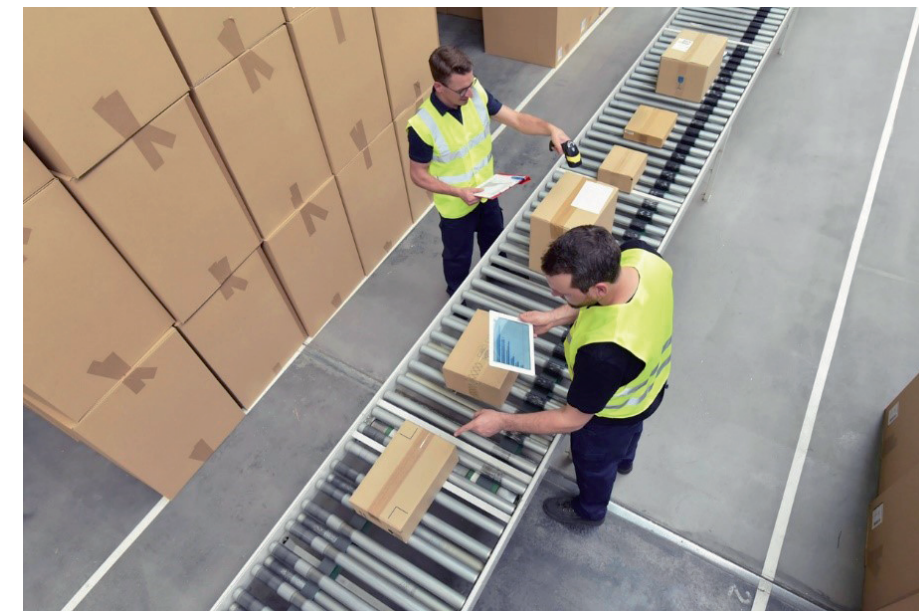
businesses running day-to-day. This could mean that these new technologies stay in place and evolve over time to become the future of warehouse practices. But what are these new technologies?

- **Wearables.** We've all heard of smart watches, but what about durable wearable technology with user-friendly interfaces and graphical applications that can be used to track stock, reduce labour costs, and eliminate human error? These small computers can be worn on a worker's body or as a piece of clothing and are a great, convenient way to implement technology into your warehouse.
- **Robotics.** As futuristic as this sounds, robotic technology isn't uncommon in modern day warehouses and the current crisis has only increased the use of such technologies. Zebra technologies have recently implemented Fetch Robots, which bring stock items directly to the pickers and packets - reducing time travel time and creating a more efficient process.

We hope that this article has been informative, and you are now considering the use of barcoding technologies in your warehouse.

GSM Barcoding is part of the GSM Group – the largest label and nameplate company in Europe that has been trading since 1974. We provide the industry with complete labels, printing, and barcoding solutions, specialising in wireless networking and mobility technologies.

To find out more, please visit our website where you will find information about our incredible barcoding systems for warehouses, including those from Zebra technologies.



Supporting Britain with LINK51 Storage Products for 70 years



Celebrating 70 years of Link51

Whittan, the UK's leading storage manufacturer, is celebrating its 70th Anniversary as a trusted supplier of storage products and solutions.

Whittan's story - capturing 70 years of British design, manufacture and installation of pallet racking, shelving and lockers by one company - remains unique today. It was in 1951 that father and son James and Peter Kinnear established The Handy Angle

Company at Brierley Hill in the heart of England's industrial 'Black Country'. They set up a small workshop with an original staff of six. From there, they started manufacturing a range of practical slotted steel angles.

The region was already considered influential in shaping trends and consumer tastes, and the company was well placed to tap into that growth. They developed a tensioning

plate design which provided a stable and highly configurable storage system. Building on this innovation, the business grew to meet the increasing demand for improved, purpose-built storage equipment. In 1966, it changed its name to Link51, combining the year of incorporation and the word Link which described the various types of storage equipment and techniques grouped within one company. It has never looked back.

Throughout the seven decades, Whittan tracked the changing needs for storage while innovating and setting trends. Today they are the UK's largest manufacturer and supplier of steel storage systems, recognised for their extensive range of solutions that expand capabilities with storage.

The backbone for many of the UK's leading and household brands and organisations, Whittan's solutions continue to meet the demand for rigorous and effective storage management for all types of industries and specifications. They are present in warehouses, retail, stores, offices and organisations across industries and sectors - from creating the space to store defence equipment on board a Royal Navy submarine; housing 13.5 million litres of Macallan single malt; protecting Stella McCartney's couture archives; to providing secure storage lockers for offices, schools and gyms, or storing decades of film reel for the BFI.

Jon Templeman, Whittan CEO, commented on the achievement, "Not many businesses have the durability to last 70 years. Whittan and its predecessor businesses, Link51 and Apex, have demonstrated their resilience and ability to adapt to a changing market over the years."

As the largest UK manufacturer, Whittan has been at the forefront of changes in the industry. They have also been influential in the development of industry standards, at SEMA in the UK and in Europe, where they have become an increasingly important player since their acquisition of the Permar (now Polypal) business in Spain.

Jon added, "Our use of



technology, and the knowledge and experience of our experts has enabled us to respond to the growing demand for inventive, automated solutions. We have also changed our customer service approach from being product-based to focusing on solutions for customer challenges.

However, it has been the commitment and innovation of generations of Link51-Apex-Whittan staff that has enabled the business to thrive. I am confident that this dedication and success will continue."

As Whittan celebrates seven decades of expanding storage capabilities and maximising opportunities with Link51, it brings an outstanding range of trusted storage brands.

These include Link51 and Apex, providing design, manufacture and installation of racking and shelving products; HiStore, for mezzanine floors; market-leading display and storage solutions for retail sectors from Polypal UK and an extensive range of lockers and workplace products from Probe and Link Lockers.

Whittan products are part of the UK legacy showcasing quality in manufacturing. The company is committed to sustainability and is moving towards net-zero. All Whittan products are manufactured locally, keeping them close to installation sites.

This cuts down on carbon emissions, delays, cancellations to orders and disruptions to timelines. It also maps against an extensive UK-wide network with experts to help with queries and handle simple to full turnkey environmentally-efficient installations.

In the tradition established in 1951 by James and Peter Kinnear, Whittan continues to bring the power of storage to help businesses large and small, across sectors, with a huge array of storage needs. Throughout, it makes space work harder by providing the most innovative, flexible and future-proof storage solution possible.

For more information please visit: www.whittan.com

and www.storagedirect.co.uk

Magazino extends robot fleet at Zalando

Autonomous picking and transporting of shoeboxes in fulfillment centers 20 more TORU robots from Magazino will be deployed at Zalando's logistics center in Lahr. Part of the fleet is already actively supporting Zalando's logistics center for Cyber Week. The mobile robot TORU picks shoe boxes fully autonomously and supports employees.

Magazino extends the robot fleet at Europe's leading fashion platform Zalando. For the young robotics company, it is the largest delivery in the company's history. The existing fleet of eight robots at the Zalando logistics site in Lahr (Germany) will be expanded by 20 additional robots. Some of the additional robots will already support the picking of shoes ordered online during Cyber Week 2021.

The first ten additional robots were delivered by Magazino in September. These will support Zalando employees and the existing robot fleet in the upcoming Cyber Week at the end of November.

The remaining robots will be delivered to Lahr by the end of the year and put into operation next year. The working area of the robots in the Zalando logistics center will also increase from 4,000 to 16,000 square meters.

Carl-Friedrich zu Knyphausen, Director Logistics Development at Zalando, says: "We see the mobile picking robots from Magazino as an important support for our logistics processes. Often, automation technologies are difficult to implement in confined areas such as a picking warehouse. But the TORU robots have proven that they can relieve our colleagues of non-ergonomic tasks. They actively and reliably cooperate - and not only in daily business, but also at peak times like Cyber Week."

Frederik Brantner, CEO and founder of Magazino, says: "The scaling of the robot fleet clearly shows the added value of TORU. Zalando's decision to roll out our technology on a large scale is proof that mobile robots like TORU have long since left the testing and prototype phase behind and are now an integral part of modern, high-performance intralogistics."

Zalando launched an initial project with two TORU robots from Magazino at its logistics site in Erfurt back in 2018. This was later followed by the relocation of the robots to the Lahr site and the expansion of the fleet to a total of eight robots in 2019. When all additional robots are in live operation around April 2022, Zalando will be operating the largest fleet of TORU robots.

More about Zalando

Zalando is Europe's leading online platform for fashion and lifestyle. Founded in Berlin in 2008, we bring head-to-toe fashion to around 45 million active customers in 23 markets, offering clothing, footwear, accessories, and beauty. The assortment of international brands ranges from world famous names to local labels. Our platform is a one-stop fashion destination for inspiration, innovation, and interaction. As Europe's most fashionable tech company, we work hard to find digital solutions for every aspect of the fashion journey: for our customers, partners and every valuable player in the Zalando story. Our vision is to be the Starting Point for Fashion and a sustainable platform with a net-positive impact for people and the planet.

More about Magazino

Magazino GmbH develops and builds intelligent, mobile robots that perceive their environment and make their own decisions. These autonomous robots work alongside people and make processes in e-commerce, fashion and production logistics more flexible and efficient than ever before. With over 110 employees in Munich, Magazino is the largest Advanced Robotics team in Europe. Magazino's investors include Jungheinrich AG, Körber Group, Zalando SE and FIEGE Logistics.

Randex launches 'Compact 24/7' Vertical Storage- Robotics Integrator

- New system integrates automated vertical storage with robotics for continuous, 24/7 picking with 50% fewer warehouse workers
- Robotics doubles the impact of vertical storage automation according to Randex user feedback

Leading vertical storage lift company Randex is launching 'Compact 24/7', a solution that integrates the company's 'Compact' family of automated vertical storage systems with robotics technology to allow continuous, 24/7 warehouse picking with up to 50% fewer warehouse workers say Randex. 'Compact 24/7' allows automated vertical storage

to be integrated with a wide range of robotic types including autonomous mobile robots (AMRs), collaborative robots (or 'cobots') and automated guided vehicles (AGVs). "Automated vertical storage already delivers proven benefits for warehousing and logistics users" says Randex director James Roberts. "Randex user feedback shows that robotics doubles its impact."

'Compact' vertical storage lifts already save up to 90% of floor space compared to standard shelving and pallet racking. They can manage loads of up to 100 metric tonnes and already enable warehouse operatives to complete up to four times more picks than in a traditional warehouse, with goods automatically presented to the picker. When the same goods are presented to a robot using Compact 24/7, picking performance improves by a further 100% according to Randex users.

Randex Ltd is the sole UK distributor for Compact Vertical Storage Lifts, manufactured in Sweden by Weland Solutions, a member of the privately owned, global group Weland AB. Randex customers include Bombardier, DHL, Fujifilm, Howdens, Hutchison Ports, Jaguar Land Rover, Ministry of Defence, P&G, Pfizer, Rolls Royce and Specsavers.

www.welandsolutions.com



LPR scares up a storm ahead of Halloween with K J Curson Growers



Europe's leading pallet pooling business, LPR (a division of Euro Pool Group), welcomes established pumpkin grower K J Curson Growers to its impressive line up of fresh produce providers.

LPR will be responsible for providing Wisbech based K J Curson Growers with the pallets needed to get their pumpkin harvest into major UK retailers ahead of the Halloween celebrations.

Stuart Gibson, Sales Manager at K J Curson Growers said "Getting our harvest ready each year is a challenging and time consuming process, but making the decision to choose LPR to provide our pallets this year has taken away an element of stress and uncertainty. We are looking forward to seeing the relationship develop".

Speaking of the win, Stephen Ambroziak, Business Contracts Director at LPR said "LPR works with businesses of all shapes and sizes in the FMCG sector,

so being able to work with a specialist grower such as K J Curson, means we are able to demonstrate that the customer service provided to all of our customers, regardless of size, is of paramount importance to us".

More about La Palette Rouge (LPR)

LPR - La Palette Rouge, a division of the Euro Pool Group, has specialised in pallet-pooling for more than 25 years, operating exclusively in the fast-moving consumer goods sector. Thanks to its acknowledged expertise, customer focus and network of more than 125 service centres throughout Europe, LPR provides a full pallet service to its customers and their retail partners.

Using our reusable pallet system, our customers are able to reduce their environmental impact and contribute to the transition to a circular economy across the entire supply chain. www.lpr.eu

Brammer Buck & Hickman Introduces Innovative Safety Footwear

Following the launch of the comprehensive GISS PPE product range in the UK, Brammer Buck & Hickman, the UK's leading supplier of industrial maintenance, repair and overhaul (MRO) products and services, is pleased to introduce the GISS Linzor Safety Boot and GISS Luxsar Safety Shoe.

Both GISS Linzor Safety Boot and GISS Luxsar Safety Shoe are innovative in design and performance.

Incorporating Infinergy® for an increased level of comfort and Putek for extremely high levels of abrasion, the footwear offers all day comfort with extreme durability.

The Infinergy® technology helps to maintain energy levels for longer than any traditional sole with the added benefit of lightness, freedom of movement, anti-fatigue and reduction of musculoskeletal disorders. The main feature of Infinergy® is its high resilience. Tests of the resilience elasticity under ISO 8307 (the ball rebound test) and under DIN 53512 show that Infinergy® achieves a rebound of over 55%.

The Putek technology offers a lightweight, water-repellent upper which is highly resistant to abrasion, is ultra-light and ultra-breathable meaning users receive an extremely comfortable shoe,

while overall improving user wellbeing.

The GISS Linzor Safety Boot and GISS Luxsar Safety Shoe form part of the GISS range, which offers a wide choice of protective clothing and equipment for a complete head-to-toe solution of fully compliant high-quality PPE. A colour 68 page catalogue detailing the range is available online at <https://uk.rubix.com/catalogue-library>

Brammer Buck & Hickman is part of the Rubix group, Europe's largest supplier of industrial MRO products and services. For more information, please go to <https://uk.rubix.com/giss>.



SAFETY AT WORK

SICK Releases All-in-One Muting Sets for its deTem4 Active/Passive Light Curtains

SICK has released 'all-in-one', plug-and-play muting systems for its deTem4 Active/Passive range of safety light curtains, providing a fast-track to improved productivity for safe entry/exit applications.

The compact SICK deTem4 LT Muting Active/Passive multiple light beam safety systems are supplied as complete muting sets designed for rapid mounting, connection and commissioning. Customers can choose between a 'T'-shaped system for bidirectional muting, or a left- or right-handed 'L'-shaped system for exit-only muting. Each set has pre-mounted and pre-aligned SICK GL6 retro-reflective muting sensors for 'plug and play' integration.

Minimum Commissioning Time

The SICK deTem4 A/P safety light beam systems are Type 4 devices (EN 61496), enabling compliance in applications with requirements up to PLe (EN ISO 13849) and SIL3 (EN 62061). Commissioning time is minimised thanks to automatic parameter setup, with integrated status LEDs and alignment aids. Easy adjustment of the muting arms is also possible if required.

Easy Set Up of Muting

"With the deTem4 LT Muting A/P systems, SICK is enabling quick and easy implementation of muting," states Dr Martin Kidman, Product Manager (UK & Ireland) – Safety Solutions at SICK UK Ltd.

"One part number covers the complete kit of parts, which is partly pre-assembled



prior to delivery. Standard M12 connectors, simple brackets with alignment aid and autoconfiguration ensure that mechanical and electrical connections are simple and cut commissioning time dramatically. The simplicity of this system ensures that muting works as it should, allowing movement of, say, palletised goods but preventing personnel from accessing hazardous areas."

The SICK deTem4 LT Muting A/P systems are ideal for many safety applications in material handling or logistics applications where access protection is required with muting for automated flow of material to safely protect operators from hazardous areas.

Smart Safety Diagnostics

The SICK deTem4 LT Muting A/P systems are smart, with IO-Link connectivity to enable remote access to status and diagnostic data. Using NFC (near-field

communication), diagnostic data can be viewed on a smartphone using the SICK Safety Assistant app. This means that maintenance engineers can react rapidly and accelerate fault-finding. As a result, machine downtime can be minimised, while plant efficiency and availability are protected. The integrated top LED status indicator is also a popular feature of the SICK deTem4 light curtains.

With a compact design, the SICK deTem4 LT Muting A/P systems minimise wiring effort and machine space and the auto-configuration, pre-mounted aligned sensors, simplicity and optional restart interlock all support maximum uptime of the safety system to optimise productivity.

For more information, please contact Andrea Hornby on 01727 831121 or email andrea.hornby@sick.co.uk www.sick.co.uk

How Important Is Ear Protection?

Human ears are fragile, and many workers spend time around loud noises, which can cause hearing damage. Many of us take our hearing for granted, but it's a sense that needs to be protected. Anybody who works in a noisy environment is likely to wear ear protection as part of their uniform. But, it is often seen as an inconvenience and, sometimes, workers don't wear the protection as much as they should! This could cause irreversible damage; just because ear defenders can get in the way doesn't mean you should go without. Why is it a vital part of workwear? Let's discuss this in more detail below.



It's Always Worthwhile To Use Ear Protection!

It's always better to be safe than sorry; ear protection is no exception. If you are exposed to any form of loud noises in your workday, it's always sensible to wear ear protectors. You can never be sure whether the environment affects your ears or not, but wearing the protection ensures any damage is avoided. Ear protection is not always a legal requirement, but investing in your health is always worth it.

What Level Of Noise Causes Hearing Damage?

Some people's ears are more sensitive than others; age is also a factor. There have been studies into the damage caused by noise. Here are some of the findings.

Fifteen minutes of music at 100dB can cause hearing damage. When the noise level rises to 110-120dB, damage can be caused in even less time!

An aircraft taking off averages around 130dB, so imagine the damage that the noise could cause if you're a groundworker at an airport? Also, power tools often reach 100dB and can cause damage due to prolonged exposure! Ear protection is a sensible option for anybody dealing with power tools.

What Different Forms Of Ear Protection Are Available?

Depending on the industry you work in, there are different forms of ear protection suitable. Ear defenders cover the whole ear and look similar to chunky headphones. They provide a

level of protection that suits very noisy industries, like construction work.

For something more discreet, you can use earplugs. They're not suitable for high noise levels; they're more suited for workplaces where noise can be irritating but not particularly damaging.

Over-ear defenders are the most comfortable to wear, and earplugs can sometimes fall out and become sore.

Another option is helmet-mounted ear defenders, the perfect choice for workers who wear a hard hat! Standard ear defenders will not fit over a helmet, but they're both essential pieces of equipment for many workers. This solution combines the two!

Which Industries Require Ear Protection?

Roles that include working in a noisy environment or with loud equipment require ear protection. Any workplace with an average daily or weekly volume of 85dB or above has a legal requirement to protect the hearing of its staff. Risk assessments and training for employees about the dangers of loud noise is a legal requirement at an average of 80dB. Here are some industries where workers should use ear protection:

- Ground control at airports
- Nightclub and concert work
- Any form of construction
- Tree surgery and forestry
- Motorsport maintenance and driving
- Carpentry
- Metalwork
- Military tank driving
- Farming with machinery

- Factory working
- Lawn mowing

Always Use High-Quality Ear Protection

So, as mentioned, ear protection is a crucial part of uniform in any work environment with an average volume of 80dB or more. Employers need to determine which form is best suited; ear plus, helmet-mounted, or standard ear defenders. This step protects the health of staff!

Take a look at Cobra Workwear; they stock a range of ear protection suitable for various industries. Contact them today if you have any questions about protecting your staff's hearing. They also stock a vast range of workwear, all available with bespoke embroidery to fit your company branding! Time to take your employee's health & safety seriously.

Logistics in the Spotlight: The Safety Implications of the Current Supply Chain Backlog & Driver Shortage

Lately, the logistics industry and supply chains have been receiving more media attention than ever, unfortunately it's not for the best reasons. With headlines in the media such as "Supply Chain Crisis Risks Taking Global Economy Down With It", "No End in Sight for the COVID-Led Global Supply Chain Disruption" and "Truck driver Shortage Worsens Supply Chain Backlog" there's no wonder consumers are concerned.

In this article, we will address why the logistics industry is seeing this history making backlog, the impact it is having, what is being done to address the issue and the implications on safety.

Why the backlog?

For decades, the logistics industry has operated quietly in the background of the global supply chain, ensuring goods are transported from manufacturers to consumers dodging the spotlight, their impact going unnoticed. Why has the logistics industry recently been brought to light and the spotlight intensified through the media's lens?

Growth in Ecommerce

Ecommerce is growing at a rapid pace and manufacturers, warehouses, and logistic companies are trying to keep up with consumer's demand. An article in Inside Intelligence forecasts US retail ecommerce sales will grow 13.7%, reaching \$908.73 billion in 2021. This increase in ecommerce has resulted due to many reasons and does not look to be slowing anytime in the future.

Covid – 19

The global covid-19 pandemic played a large part in many issues that are affecting logistics and the

global supply chain. Consumers have been slowly changing their purchasing habits over the last few years due to convenience and time savings. However, the shift in ecommerce grew significantly due to the pandemic. The Inside Intelligence article goes on to say, "prior to the pandemic, we expected sales would grow just 12.8%." Due to social distancing guidelines and lockdowns many consumers couldn't physically go to a store for months and in order for them to get what they needed it was necessary to begin shopping online. This increase in ecommerce is expected to continue with the global online retail volume predicted to grow at a rate of 15% until 2023, as stated in a Deloitte research article.

In addition to changing consumer behaviours fuelled by the pandemic, entire work forces were contracting the virus resulting in whole facilities having to shut down operations, further intensifying the difficulty to meet consumer demands. Restrictions and guidelines differ across the globe on positive Covid -19 test protocol; these positive test results have a massive effect on the company, profits, and even the global supply chain. For example, China partly shut down the world's third busiest port after a single port worker tested positive for the virus back in August.

The Meidong Terminal, where the employee worked, processes 25% of the cargo that passes through the Ningbo-Zhoushan port. Even a partial shutdown of a terminal had a large impact on the global shipping line. While this shutdown may seem severe, it is a prime example of how the Covid-19 pandemic has affected the supply chain.

Decrease in International Air Traffic

With the global travel restrictions put in place during the pandemic, international air traffic became scarcer. Therefore, cargo typically stored in the cargo hold of passenger planes were halted in their travels, having a large impact in the transportation of international goods. This may not seem like it could have impacted the supply chain in a large way but in an article by the Global Economic Forum it states that 40% of annual global air cargo is typically transported in the cargo hold of passenger aircraft." The article goes on to say, "The other 60% of annual global air cargo is usually moved around in dedicated freighter aircraft by freight forwarders and cargo operators. These cargo operations are primarily hub-focused and follow key trade routes, so are less comprehensive than passenger air networks."

Labour shortage

The labour shortage is visible throughout the entire global economy and is the result of several factors. A news article by CNBC looks at what factors are contributing to the shortage globally. In the US, they believe that families have built up savings buffers and don't have urgency to return to work. Additionally, it is believed that "there is a more permanent loss of workers driven by a large number of older workers taking early retirement. The thought of returning to the office and the daily commute may seem unpalatable for many people and with surging equity markets having boosted 401k pension plans, early retirement may seem a very attractive option."

The article goes on to say that in the UK the labour shortage

has been "exacerbated by Brexit, with many foreign workers that the country relied on going back home during the pandemic." In Europe the labor shortage can be seen as well: "while concerns about labour shortages have started later than in the U.S. and are less pressing than in the U.K., they are increasingly mentioned as a concern for businesses."

The shortage of labour is impacting various industries such as agriculture, warehousing, and logistics. Farmers are having to let food go to waste because they do not have the help they need to process it in a timely manner. In an episode of The Guardian podcast, Today in Focus, they discuss a UK pig farmer who was not able to process his hogs at the correct age due to a lack of workforce. Unfortunately, this has been seen at meat processing plants throughout the globe and has contributed to meat shortages. Additionally, with agriculture margins so tight, farmers not only aren't profiting off of their hard work, but they are losing money.

Warehouses are struggling to operate with reduced staff, adding to the supply chain backlog issue. There are simply not enough workforce resources to operate at their normal pace resulting in increased loading/unloading times at loading bays and trailers having to wait to be unloaded/loaded.

Not only are delays present at the warehouses but often delays are likely when transporting goods to the warehouse facilities due to the global driver shortage. Without the drivers, goods are not able to be transported to their end users further intensifying the backlog. "There are several reasons for the shortage" explains The Guardian podcast, "this has been an existing issue with an older workforce, and we've seen a lack of younger drivers entering this field." In France too they are experiencing similar issues. A BFM Business article states, "In France there is a shortage

of transportation professionals amounting to 50,000 people." Making an existing issue worse, long training times, less than comfortable accommodations, extended periods away from family, and a global pandemic does not help recruit the new drivers needed to alleviate the issue. The BFM Business article continues, "Salaries and working conditions are making these trades are no longer attractive."

The impact and what is being done about it

Unfortunately, the backlogs, shipping delays and supply chain constraints have had and will continue to have massive effects on consumers. Efforts have been made to address some of the effects, but will it be enough? Only time will tell.

New Staff

Take a drive through town and you're bound to see several "We're Hiring" signs posted on billboards and storefront windows in an effort combat the labor shortage that so many are experiencing.

Due to the difficulty of finding skilled workers, companies are often willing to hire workers with little or no experience. Hiring these new staff members may alleviate their labor issues for the time being but could potentially be creating another issue around workplace safety.

Low Stock

High levels of demand, labor shortages, and a lack of transportation means have resulted in low stock levels of goods throughout the globe. Food, supplies, metals and lumber shortages have been present the last several months, at times worse than others, and very noticeable to consumers.



To resolve this issue government agencies have extended port operating hours around the clock to help elevate the backlog, for example in the US, the Biden administration has recently announced that two major shipping ports on the west coast will operate 24/7 to alleviate some of the bottleneck.

The Los Angeles and Long Beach California ports account for about 40% of the US cargo container imports, according to an article in United Press International. In addition, the decreased HGV driver training time and other incentives are part of the effort to attract new drivers to the industry to transport goods to consumers. Wage increases have also been seen throughout the globe to attract individuals to work to kickstart the supply chain and ensure the goods arriving at the ports reach the consumers shelves.

Price Increases

Not only have items been hard to come by on the shelves but when consumers do happen to find what they are looking for, they will have to pay a higher price than what they used to.

A large reason for this is the increase in wages to help attract workers. However, when companies do raise wages, they are not able to absorb the costs within the company. Therefore, they need to raise prices for consumers to stay afloat.

A variety of other issues have led to increasing prices as well. An article from CNN states, "A growing list of crises on the supply side has exacerbated the commodities crunch. The Suez Canal blockage delayed goods shipments in March. Drought in South America has weighed on corn and sugar output. A deep freeze in Texas and the Colonial Pipeline ransomware attack tightened the market for plastic and fuel, while India's Covid-19 outbreak disrupted ports and supply chains." "It's really been a perfect storm" says Warren

Should you wear Prescription Glasses under Safety Glasses?

Patterson, head of commodities strategy at ING.

Long Lead Times

As you can imagine, all the issues previously discussed are causing in long lead times around the globe. "The time it takes to ship an item from Asia to the United States has roughly doubled — 15 days by air, 90 by sea — during the pandemic" states Neel Jones Shah, global head of airfreight for Flexport, a logistics technology company. "The backlog, coupled with labor shortages and pandemic-related shutdowns at every point in the process, has led to months-long waits for electronics, furniture and other imports. Shippers are scrambling to figure out how to get their goods to market in time for the Christmas selling season." If children are asking for that special gift for the upcoming holidays, now is the time to purchase. Lead times are increasing, and experts suggest that holiday shopping should happen earlier this year than ever. "There's no logical way that everyone is going to find what they want in time for Christmas," said Isaac Larian, chief executive of MGA Entertainment, the toy giant behind Rainbow High and such popular lines as L.O.L. Surprise and Little Tikes. "Everything is up the air."

Implications on Safety

As you can see, the impact of the supply chain backlog and driver shortage is having a large effect on consumers. While governments and companies have made steps to try to address these issues, such as decreasing the time it takes to train HGV drivers and increasing the number of hours they can drive on the road before requiring a break, they could be creating an additional issue while trying to address another.



The labour shortage, particularly with truck drivers and warehouses personnel, coupled with the increase in the demand for ecommerce, could have massive implications on safety.

With new drivers on the road being trained in a shorter amount of time, the number of risks increase for both the driver and people sharing the road.

While the shorter training time opens up additional testing spots for individuals to take the test needed to become an HGV drive, it also means that learning crucial skills have been removed from the test. A BBC article states

"The Road Haulage Association (RHA) is concerned that changes like removing the reversing manoeuvre from the test - which makes it shorter - and assessing it separately is a step backwards when it comes to safety." Further in the article Andrew Malcom, chief executive of the UK based logistics company The Malcolm Group, states

"In principle, I can understand what they've done, to try to unlock test dates. However, I am seriously concerned about the safety aspect. I think they've cut far too much out the process of the test - that's my biggest worry."

With limited labour resources and increased demand, coupled with the pressure facilities are continuously faced with to perform at high levels of throughput, safety risks emerge.

To meet daily quotas, warehouse personnel need to work at a high speed which often results in shortcuts being made. The pressure to work more quickly, combined with drivers working long hours with less experience will have an impact on safety, especially at the loading dock.

An article from Industrial Safety & Hygiene News (ISHN) states "Twenty-five percent of all industrial accidents occur at

the loading dock. And for each accident that occurs, there are about 600 near-misses." That statistic is prior to the increase in ecommerce demand, supply chain backlog, pandemic, and labor shortage, one can only imagine that statistic has increased since.

To mitigate the risk of accidents at warehouse facilities between new HGV drivers and forklift operators, loading dock safety systems are strongly recommended to ensure clear communication during the loading and unloading process.

Conclusion

The supply chain backlog we are experiencing is the result of an increase in demand, a global pandemic, lack of transportation means, and a labor shortage all present at the same time. These issues have resulted in new staff, low stocked items, higher prices, and long lead times all which have implications on safety.

While effort has been made by government leaders, agencies, companies, and individuals to reduce the effect these issues are having on the global economy, we may be seeing lasting safety implications as well as numerous other effects from the history making supply chain backlog and driver shortage of 2021 for years to come.

Boilerplate:

Castell Safety International believes everyone has the right to be safe at work. Castell provides sequenced process safety solutions to the logistics and energy industries. Our logistics solution, Salvo Loading Bay Safety Systems, prevent drive-aways during loading/unloading by interlocking the trailer's air brakes with the bay door, ensuring that the trailer cannot depart until loading/unloading is complete and the bay door is locked closed.

For more information on the Salvo Loading Bay Safety System visit <https://www.castell.com/> or contact sales@castell.com to talk to a loading bay expert.

In certain occupations, wearing eye protection is vitally important. It only takes one spark, or one stray piece of sharp metal, to cause serious and irreparable damage to your eyes.

But if you're wearing prescription glasses, you might rightly wonder whether it's worth going the extra mile and strapping a pair of protective goggles over the top of them. It's a topic that doesn't get the attention it deserves, so let's take a look through the relevant points.

Do Prescription Glasses Offer Protection?

Normal prescription glasses do offer a degree of protection against certain kinds of hazard. But they aren't as robust as purpose-made protective glasses, and they don't cover the eye socket to the same degree.

Moreover, there's always the danger that the glasses might break — especially given that you're going to be working in a hazardous environment. If you're dealing with hazardous chemicals, then obviously ordinary eyeglasses aren't going to protect you from the fumes.

You'll find that even the more compact, stylish safety glasses come with side-shields, which offer protection against objects coming in from one side or another. Traditional goggles, which form a more-or-less complete seal around the entire face, are an upgrade further — though they are more prone to fogging.

Can I wear both?

You might think that wearing your safety goggles over your



prescription glasses would represent a good solution. In a lot of cases it is, though there are some drawbacks worth mentioning.

While safety goggles might offer the space for your eyeglasses to occupy, they often aren't designed for this. Thus, the fit is sometimes a little less than ideal. You might feel excessive pressure against the bridge of your nose and your ears, or you might find that you can't get your goggles on properly, causing them to move around and fall off.

If you're working with hazards, then these sorts of distractions are the last thing you should be worrying about.

What are the alternatives?

If you're comfortable wearing

contact lenses, then these might be a good option. With their help, you'll be in largely the same position as people who don't need glasses at all — though they're not right for everyone.

An alternative comes in the form of PPE safety glasses with dioptre already built in. Some safety glasses, as we've mentioned, provide enough room to stow a pair of ordinary eyeglasses underneath — though they're often an imperfect solution.

If you're working with hazards, then you need to be able to see what you're doing. But this visual clarity needn't come at the expense of basic eye-safety. If you're just getting by with an improvised solution, it might be time to invest in something a little more permanent. After all, you only get one set of eyes!

New Report

highlights
post-pandemic sign blindness threat

Leading health and safety experts are warning that the UK faces a 'sign blindness' epidemic as people continue to return to the workplace.

Recent research from the Office of National Statistics showed that 60% of adults expect to be back in their normal place of work before the end of autumn. Now, health and safety solutions provider Seton has joined forces with top academics and psychologists to review the risk that sign blindness poses with many offices reopen and manufacturing teams returning to full strength following the end of furlough.

Together, they are advising that overexposure to signage, rules and safety warnings during the pandemic is likely to lead to complacency amongst employees and a failure to register the standard safety signs in front of them.

The new report highlights that sign blindness potentially poses one of the biggest risks to workplace health and safety in decades.

As Ed Barnes, Product Innovation Manager at Seton explains, sign blindness is such a threat because we are all susceptible to it:

"The human mind has a remarkable ability to interpret abstract symbols, shapes and colours quickly – but we can

soon become desensitised to something, even though the hazard remains the same.

"Over the last 19 months, our lives have been saturated by signage and messaging such as 'please wear a face covering', 'wash your hands regularly' and 'keep two metres apart'. They have been incredibly important messages, but it's only natural that over time we become desensitised to them.

"Now, as millions of us return to work, there's a real concern that sign blindness could cause serious issues when it comes to changes in workplace rules, including new procedures that need to be communicated and signage relating to old ways of working that is yet to be removed.

"While a handful of people break the rules on purpose, many more do so unintentionally. We expect this number to increase as the pandemic has resulted in safety messages becoming 'background noise' to many people, meaning signs could fail to drive the right behaviours.

"We know that the world is changing quickly, so organisations need to make sure they are continually reviewing the effectiveness of their current signage and adapting quickly to new and existing hazards as they emerge. By taking a flexible approach, you can drive up safety standards and reassure

staff, customers and visitors that you take your responsibilities seriously."

Professor Thorsten Chmura is an experienced behavioural economist and Director of the Centre for Behavioural Sciences at Nottingham Trent University. Contributing to the report, Professor Chmura believes different forms of communication can help reinforce health and safety policies alongside traditional signage:

"Some people learn better by listening, while others like to read a message or watch a video. Offering all methods of communication and learning will certainly help individuals to engage with their preferred method.

"During the pandemic we received easy, simple instructions. This is because instructions must make sense, otherwise we will not follow them. They should also be clear.

"There can be too many signs, which we perceive as overregulation, and this makes us feel confused. A mixture of pictograms, texts and other communication media can break the pattern and lead to positive behaviour enforcement."

You can read the full free report Sign Blindness: A big risk to health and safety here.



Cromwell Polythene

proud as Pembrokeshire County Council is crowned 'Best Recycler' in the country

Cromwell Polythene takes pride in the accomplishments of its partners, so they were delighted to hear that Pembrokeshire County Council were announced as the 'Best Recycler in Wales' for the second year in a row.

Between April 2020 to March 2021 Pembrokeshire Council achieved a phenomenal recycling rate of 73.2%. Not only does this surpass the 64% national target, set by Welsh Government, it also represents a year-on-year improvement for the authority. This comes after Pembrokeshire Council's decision back in 2019 to improve the recycling and waste collection services for its 64,000 households.

Residents, businesses, and fellow local authorities are all thrilled with ever-advancing recycling statistics. Cllr Cris Tomos, Cabinet Member for the Environment, said he was extremely proud at Pembrokeshire topping the charts for the second year in a row.

The local councillor went on to state, "I want to say a huge thank you to you, the people of Pembrokeshire, for your efforts and taking so enthusiastically to the waste and recycling kerbside collections that enabled people to recycle a wider range of items from home than before."

Working through various frameworks, the local authority



has sourced bags and sacks from Cromwell for several years. Cromwell's commercial director, Alex Lee, has worked with the authority for the past three years, stating "we are delighted to see Pembrokeshire achieve a recycling rate of over 73% this year. To have accomplished this amidst huge pressure from increased volumes of household waste and all the technical challenges presented by Covid-19 is nothing short of remarkable. Cromwell are proud to have supplied the woven PP recycling sacks which have played a small but important part in this phenomenal achievement."

Alex continued, "It is a helpful and timely reminder that we, the residents of UK towns, villages, and cities, can make a significant positive impact on the destiny of the climate and our local environments by simply ensuring

we consume responsibly, recycle more, and waste less. We see the provision of woven PP bags, polythene refuse and recycling sacks, litter bin liners and compostable food waste liners as fundamental to delivering ever higher recycling rates in the UK."

If you are looking to improve the uptake of your existing recycling and food waste schemes, or are about to introduce new schemes, contact Cromwell Polythene for a discussion about what solutions will work best for the capture and containment of the materials.

For more information about Cromwell Polythene and its sister operation, CPR Manufacturing, email info@cromwellpolythene.co.uk, call 01977 686868 or visit www.cromwellpolythene.co.uk

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