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**The**  
**LEEAA Awards 2022**

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## Addverb Technologies appoints **Pieter Feenstra** as CEO of the EMEA region



**F**eenstra will lead the EMEA expansion as Addverb Technologies becomes the intra-logistics automation preference and will represent Addverb at LogiMAT 2022

Addverb Technologies, a leading robotics company in fixed and flexible automation, announces a key appointment in the international leadership team to accelerate its global expansion and enhance competitive positioning. The company has appointed Pieter Feenstra as the CEO of the EMEA region. This hire comes amongst Addverb's recent global expansion across US and Europe markets. Feenstra will be formally introduced as the new CEO of Addverb's EMEA region at LogiMAT 2022.

"We are excited and committed to leading warehouse innovation on a global scale," says Sangeet Kumar, co-founder and CEO of Addverb. "We are proud to welcome Pieter as CEO of EMEA region. Under his leadership we will serve our customer in the region in the right way. His thought leadership and rich experience will help us build a strong team."

Feenstra has a proven track record of project-driven warehouse automation business in different parts of Europe, Australia, India and other parts of Asia and the United States. With nearly 30 years of experience in supply chain automation, alongside his strong aptitude for business growth and automation, he is well-equipped to grow the business for Addverb in EMEA.

"Addverb is uniquely positioned due to the fact that they have both fixed as well as mobile robotic solutions, all backed up by a strong software suite", says Pieter Feenstra. "I think the more traditional types of automation will remain important and they have their place, but to be able to complement that with modern mobile robotic solutions is key and that is exactly the reason why I am very excited to be part of the Addverb family."

Prior to joining Addverb, Feenstra was the CEO of Supply Chain Automation North America for Körber. Before his time with Körber, he spent 20 years in various executive roles for Swisslog across the world.

Addverb will be in Hall 3, booth D41 and will be showing their Zippy 10 (sortation robot), Quadron (shuttle for totes), and Dynamo 200 (Autonomous Mobile Robot). These robots and shuttle will be running live and in combination to show Addverb's portfolio of fixed and mobile automation solutions. Addverb will be further displaying videos of their esteemed reference customers sites and showcase their advanced in-house software suite.

### More about Addverb Technologies

Founded in 2016, Addverb offers a unique logistics combination of fixed and mobile automation. Their expertise involves IoT, robotics, and warehousing consulting to create a fully customized solution for each individual customer. Addverb has provided warehouse automation solutions to different customers across FMCG, Grocery, Apparel, Petrochemicals, Pharma, Automotive etc. Including the likes of Unilever, Reliance, Flipkart, Amazon, PepsiCo, Coca-Cola, Marico, Dabur, ITC, Patanjali, and more.



# Rebecca Munson

## appointed Managing Director of Air Spectrum Environmental



**A**ir Spectrum acknowledges new MD's experience, in depth knowledge and dedication from inside the organisation

Air quality specialist, Air Spectrum Environmental, is delighted to announce the appointment of Rebecca Munson as its new Managing Director.

Rebecca is a long standing member of the Air Spectrum corporate family, having joined the company in 2007 as part of the sales team. Over the next 13 years, she progressed from sales to management, learning as much as possible about Air Spectrum's business, people and clients along the way.

In 2017, Rebecca was appointed as Director of the company. Her remit within

the organisation has been on business direction and strategy, and international sales, affording her a broad spectrum of experience to undertake her new role as Managing Director. Her journey clearly reflects the company's dedication to nurturing staff development, promoting talent and rewarding demonstrated skillsets from within the organisation.

Rebecca says, "I'm thrilled to be offered this opportunity. I'm incredibly proud of our organisation, the culture we are creating and more so, of the team who work really hard to satisfy our customer needs. In the most challenging of times, we have achieved excellent growth and we have set our sights high for 2022 and beyond. I am excited to take Air Spectrum on the next part of the journey."

<https://www.airspectrum.com/>



# Despatch Cloud appoints e-commerce expert

**Sean George joins cloud-based warehouse and shipping system for e-commerce, as company prepares for further growth**



**D**espatch Cloud, the cloud-based order, warehouse and shipping system for e-commerce, has appointed Sean George as a Business Development Manager. The company, which has seen its services in huge demand following the surge in online orders over the last couple of years, is now gearing up for further growth.

In his role, Sean will focus on the sales channel product and courier API, working closely with retailers and parcel couriers.

With more than 25 years' experience in

the parcel and e-commerce industries, Sean began his career with United Carriers. Since then, he has worked with a number of parcel carriers, most recently with the parcel reseller, Parcelhub, as Business Development Director.

Commenting on the appointment, Matthew Dunne, founder and COO, Despatch Cloud, said: "We're delighted to welcome Sean to the team. He brings a wealth of experience and knowledge to his role, which will be beneficial as Despatch Cloud continues on its growth path - providing a real solution for the disparate distribution landscape issues that so many retailers face today."

Sean George added: "I truly believe that Despatch Cloud has the best technology in the marketplace, and I wanted to be a part of that. The company is rapidly becoming the go-to solution, and I am pleased to be onboarding clients already and being a part of the success story."

## More about Despatch Cloud

Despatch Cloud, the cloud-based order, warehouse and shipping system for e-commerce, provides state-of-the-art software that automates processes, facilitates scalability and helps clients to reach peak efficiency.

A Software as a Service provider, Despatch Cloud helps e-commerce firms simplify their order flow. It removes barriers to business growth and makes enterprise automation available to businesses of all sizes - across myriad sectors.

The company prides itself on breaking the mould to create simple and intuitive products, designed to manage complex environments and has plans to become the leading innovator in post-purchase technology.

<https://despatchcloud.com/>

## Natalie Dunleavy

**The new Regional  
Manager for the  
United Kingdom and  
Ireland  
Clark Europe**





# New Parts Manager appointment at B&B Attachments



**B**&B Attachments is delighted to announce the appointment of Marie Ridley as Parts Manager.

Marie began her professional career in Forklift Engineering and Mechanical Maintenance. She comes to B&B with more than 20 years aftermarket experience within the industry and brings with her a wealth of knowledge and expertise.

As Parts Manager, Marie is responsible for managing customer parts enquiries and to ensure prices and availability information is provided quickly and accurately. Marie will follow through every order that is placed and guarantee that it is expedited quickly and efficiently. As manager of the parts department Marie's overall aim is to enhance the customer experience. Marie is available to deal with any customer related issues in this area.

"We are delighted to have Marie on board at B&B. Her experience and expertise will help us expand our relationships and develop our parts offering to ensure our customers' needs are being met. Her extensive knowledge of inventory, attachments, and knowledge of B&B's products, together with her combined

experience and commitment to B&B's customers makes her the ideal choice for the position." Comments Craig Lawson, Service Manager at B&B Attachments.

For all parts enquiries call Marie and the team on 01670 737373

<http://www.bandbattachments.com/>

**N**atalie Dunleavy has taken over as Regional Manager for the support and coordination of all sales activities in the United Kingdom and Republic of Ireland at Clark Europe.

Natalie Dunleavy is no stranger to Clark. She can already look back on 15 years of experience as Sales Director within the Clark dealer network in Great Britain at the Clark dealer Knightsbridge Mechanical Handling Ltd. This job gave her a sound knowledge of Clark and the Clark product range. Her responsibilities at Knightsbridge included looking after key accounts in sales and rental, as well as preparing quotations for fleet management for large blue chip companies. At Clark Europe, she succeeds

Kevin Tims, who is taking well-deserved retirement due to age.

"I aim to build on the success of our dealers over the next few years and expand the existing Clark dealer network," Dunleavy explains. "This will ensure that we can continue to drive sales of Clark products and grow market share post-Brexit."

"We are delighted to welcome Ms Dunleavy on board the Clark organisation and wish her every success in expanding, planning and coordinating sales activities in the UK and Ireland," says Rolf Eiten, President & CEO of Clark Europe GmbH. As Regional Manager, Natalie Dunleavy reports directly to Stefan Budweit,

Director Sales & Marketing at Clark Europe.

## **CLARK Material Handling International**

CLARK has been one of the worldwide market leaders in the materials handling vehicles business. With more than 100 years of experience in the materials handling vehicles sector and over 1.4 million forklifts sold worldwide, the CLARK brand, which is proud of its roots in America, is associated with modern and robust product design, progressive, sophisticated technology and excellent customer service.

[www.clarkmheu.com](http://www.clarkmheu.com)

# Panduit Board

## Names Shannon McDaniel as Next CEO

**P**anduit has announced that its Board of Directors has appointed Shannon McDaniel as its next Chief Executive Officer (CEO) and President effective January 1, 2022. McDaniel, who currently serves as the company's chief financial officer, will succeed current CEO and President Dennis Renaud, who will retire at the end of 2021.

"As a results-focused leader, Shannon brings his collaborative mindset to the role, drawing from his commercial and financial background, while leveraging the power of Panduit to move the company forward," said Panduit Executive Chair Andrew Caveney. "Shannon has also built the trust of our employees, and the Board is confident that he will apply his deep industry knowledge and keen business acumen to lead Panduit."

Caveney added that McDaniel is taking over the role of CEO at an ideal time. "Our long-term investment horizon, outstanding employees, and agile business processes have allowed us to build business momentum through the downturn," he explained. "The digital economy, the drive for zero carbon emissions, and electrification trends are having a profound impact on our markets. Panduit is well positioned to apply our problem-solving mindset to solve technical challenges as new technologies transform our data centre, enterprise, and industrial businesses."

"I am thrilled for the opportunity to serve as Panduit's CEO and lead the company into its next phase of growth," said McDaniel. "We have a great strategy, an incredibly talented and dedicated



workforce, and an innovative culture that is continually looking to create value for our customers. I am very excited about our future and the opportunities in front of us."

McDaniel has served in a variety of leadership positions over his 30-year career. Prior to joining Panduit as CFO, he excelled in global financial leadership roles during his 14 years with Eaton Corporation, including serving as the company's Director of Finance for its EMEA electrical business and Vice President of Finance for the Americas systems and services group.

Following his planned retirement, Renaud will continue supporting the transition in an advisory capacity through the first quarter of 2022.

"It has been my distinct personal and professional honor to serve Panduit for 10 years - the last four as CEO. Panduit's unrivaled legacy of innovation, quality, service, and continuous improvement has fueled our business growth," said Renaud.

"I'm proud of how Panduit's people embodied togetherness, inclusion, change, and a drive for innovative excellence throughout my tenure. The company is in experienced and capable hands with Shannon, the leadership team, and our outstanding employees."

"I thank Dennis for his contribution to the success of Panduit. Throughout his career, he has challenged our team to be focused and to always be innovating," said Caveney. "He has had a profound impact on our culture, from his passionate support of our diversity and inclusion program to his drive for use of 80/20 principles. Dennis has also displayed tremendous leadership during these unprecedented times, putting our employees and customers first and operating with transparency."

[www.panduit.com](http://www.panduit.com)



# Enter the LEEA Awards 2022



The LEEA Awards is a great opportunity to give your company and colleagues the recognition they deserve. Winners will be announced during the 'party of the year' at the LEEA Awards Ceremony, which will be held at P&J Live in Aberdeen on the evening of 5 October 2022 – Day One of LiftEx.

Why enter an award? In addition to being recognised as among the best companies in the industry by fellow members and customers, successful entrants will receive valuable editorial coverage in The Lifting Engineer publication, both in print and online. You will raise your profile as a successful business leading in your award category, while also rewarding your teams and celebrating your achievements at the prestigious Awards Dinner. Entries will gain endorsement from an independent panel of industry experts, and if chosen as a winner, you will receive the award directly from our special guest – who will be revealed soon. The award categories are as follows:



- 1. Best Accredited Training Scheme Member**
- 2. \*\*Best Contribution to GLAD 2022**
- 3. Best Digital Innovation**
- 4. Outstanding Apprentice**
- 5. Rising Star**
- 6. Craig Morelli Award - Accredited Training Scheme - Best Trainer**
- 7. Kevin Holmes Award - Excellence in People Development**
- 8. \*\*LEEA Member of the Year**
- 9. \*\*LEEA CEO's Award**
- 10. \*\*Robert Gordon University Engineering Award**
- 11. \*\*Stuart Everitt Award for Outstanding Contributions to LEEA**

\*\*These awards are not open for nominations. Winners will be selected by a LEEA /Member panel.

Making your application for LEEA Awards could not be easier. To reach the registration page, visit: <https://awards.leeaint.com/>. You'll find advice and guidance how to open your account and start making your nominations. The portal enables you to track your entries and save them to add to and submit later.

You can also add a supporting document, in a PDF format, to back up your statement. Once submitted, you will receive a reference number and the option to print your entry for your records. You can apply for multiple categories if you wish.

The nomination portal will close at 23:59 on Monday 1 August 2022.



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# £500,000 Truck Delivery for Handling Equipment UK

**H**andling Equipment UK, one of the UK's leading importers of EP materials handling equipment, has recently taken delivery of over 30 trucks with a combined value of £500,000. This latest consignment includes a variety of models including Warrior EP pallet trucks, fork trucks and associated equipment.

The latest generation of Warrior EP electric pallet trucks are exclusively powered by Lithium Ion (Li-ion) batteries and offer safe load carrying capacities from 1200kg up to 2000kg. Comprising four models, the Warrior range is designed to be operator-friendly for extensive use throughout the UK's logistics industry within distribution centres and warehouses. However, the

flexibility and versatility of the range has simplified numerous handling applications in factories, ports, retail outlets and many other environments where safe and reliable handling is essential.

A wide variety of conventional fork trucks was also included in the recent consignment to arrive at Handling Equipment UK's extensive premises in Stourbridge. These units comprised a selection of both diesel engine and Li-ion powered fork trucks offering capacities up to five tonnes whilst the specification of some models included both full driver's cabs and heaters.

Such is the fast-growing popularity of the EP product range that Handling Equipment UK had already sold the

complete consignment before the trucks were offloaded at Felixstowe. Also, the next sizeable delivery of trucks is expected early in 2022 to meet a demand that Handling Equipment UK's managing director, Andy Williams, describes as almost insatiable. He says, "As a main UK dealer for EP handling equipment, we supply an increasing number of distributors and end users across a wide range of industries. In recent times, deliveries into the UK have been hampered by shipping problems and considerable congestion at various ports. However, I'm confident that we shall continue to meet demand with a proven and innovative product range."

**[www.handlingequipment.co.uk](http://www.handlingequipment.co.uk)**



# Clark introduces first counterbalance truck with Lithium-ion technology

Clark has relaunched the GEX and GTX series. The three and four-wheel electric forklifts in 48-volt technology with load capacities of 1.6 to 2 tonnes are now also available with a lithium-ion battery (Li-Ion). With the GEX and GTX series, Clark has for the first time brought counterbalance trucks with Li-Ion battery onto the market and further expanded the product portfolio in the area of Li-Ion technology.

Customers with intensive applications in particular benefit from the properties of the Li-Ion battery, such as longevity, quick and intermediate charging capability as well as freedom from maintenance. The manoeuvrable GEX and GTX electric forklifts with Li-Ion battery are in demand wherever it is important to deliver top performance reliably and cost-efficiency day after day. Particularly in multi-shift operations in distribution or industry, where high availability is important, also in the food, beverage, chemical and pharmaceutical industries, where clean operation is essential, the Clark electric forklifts with Li-Ion battery are an indispensable component that ensures high handling performance with low operating costs.

"The Clark lithium-ion batteries are efficient energy bundles that impress with their high availability," explains Rolf Eiten, President & CEO Clark Europe. "When developing our lithium-ion solution, it was important to us that the customer can not only benefit from all the advantages of this technology, but that in combination with an already proven Clark electric forklift series, he receives a logistics

solution at the usual price-performance ratio, which also pays off for smaller and medium-sized operations."

## Powerful, wear-free motors

Two traction motors in the parallel front drive, each with 4.4 kW power and 48-volt three-phase technology, ensure rapid acceleration of the vehicles and travel speeds of up to 16 km/h. The AC motors used are designed to be wear-free and very robust. The Zapi Dual AC control system is equipped with CAN bus technology. Three driving modes are available for energy-efficient use of the truck. Also individually programmable are the wear-free, regenerative braking with the motor brake and the automatic reduction of speed when cornering. Safe use on ramps is guaranteed by the standard ramp function, which prevents unintentional acceleration or rolling back of the truck and ensures that the operator always has the vehicle under control.

The GTX/GEX electric trucks have lift heights of up to 7075 mm. The range is available with two wheelbases. The GTX16/GEX16 has a wheelbase of 1312 mm. The GTX18/GEX18 and the GTX20s and GEX20s each have a wheelbase of 1420 mm.

## Clark Li-Ion Power - high availability with low operating costs

The Clark Li-Ion solution consists of the Li-Ion battery including battery management system (BMS) and a high-frequency charger. The battery capacity is 460 Ah for all models in the GTX/GEX series. This means that both the vehicles with a smaller wheelbase and those with a larger

wheelbase have the same battery power. The 48-volt (160 A) charger only requires a power connection (CEE 16 A plug) and fully recharges the battery in as little as 2.5 hours. The charging status of the Li-Ion battery is shown on the truck display. During the charging process, the charger's display shows the charging status. The BMS has a safety cut-out and thus ensures safe use of the battery.

The Li-Ion battery can be temporarily charged at any time and within a very short time - whenever breaks occur and without damaging the battery or shortening its life. Approximately 6 to 7 % of the charge quantity can be achieved in 10 minutes. Decentralised charging points directly at the place of use ensure that fast and safe charging can take place at any time. Li-Ion trucks can thus be used around the clock without the need to change batteries. This reduces the downtimes required for battery replacement. In addition, the operator does not have to keep any exchangeable batteries or infrastructure for battery replacement. He can use the expensive storage space thus gained for other purposes.

Another advantage of the Li-Ion battery is the fact that the battery scores with a constant voltage during the entire operation. Full power is always available even when the battery is 85% discharged. In short, Clark Li-Ion batteries bundle a lot of energy in a small space. They have an extremely long service life and are optimal for intensive use. Operators can therefore not only increase their productivity by using Li-Ion batteries, but





also save costs for maintenance, infrastructure and replacement batteries.

#### **Safe and durable**

Because Clark always focuses on safety, Clark Li-Ion batteries are based on lithium iron phosphate technology (LiFePO<sub>4</sub>). With LiFePO<sub>4</sub> batteries, no oxygen is released during the chemical reaction within the cells. This means that there is no risk of spontaneous combustion or explosion of the battery. The use of the battery is therefore very safe. Trucks with LiFePO<sub>4</sub> battery perform efficiently even at very low and high ambient temperatures. With 2500 guaranteed charging cycles, the service life of the Li-Ion battery is at least twice as long, and depending on the application even many times as long, as the service life of a lead-acid battery. And even after that, the battery can still be used for 10+ years for further uses. In addition, LiFePO<sub>4</sub> batteries are more environmentally friendly than, for example, lithium nickel manganese cobalt oxides (NMC batteries), because these require problematic raw materials, such as cobalt. Moreover, NMC batteries can

burn if they leave certain operating parameters.

"The investment in a Li-Ion truck is not only worthwhile for intensive applications, but also for all drivers who want to operate a maintenance-free, long-lasting and fast-charging battery with a high safety standard," says Rolf Eiten.

#### **Ergonomic operator workplace**

In addition to high availability and high performance, the GTX/GEX series also has a lot to offer the operator: The extremely spacious operator workplace with a generous footwell and plenty of leg and headroom ensures that operators can feel comfortable at work. A choice of adjustable comfort seats with air or mechanical suspension contribute to the high level of operator comfort. The tilt of the steering column can be individually adjusted to suit the operator. The pedals are car-compliant. The truck can be operated either by adjustable mini-levers integrated in the armrest or by ergonomically arranged hydraulic levers on the truck bonnet. A change of direction

is made via the steering column, the armrest or via a double pedal. The multi-coloured, high-contrast display provides information on all important driving parameters. Storage options for documents and mobile phones round off the workplace. In addition, thanks to the nested mast profiles, the vehicle offers the operator a very good view through the mast to the forks and the load.

#### **Tailor-made for the application**

The Clark three- and four-wheel electric forklifts are available with extensive additional equipment so that they can be individually adapted to a wide range of operating conditions. The optional equipment includes, among other things, different cabs, such as rain protection (steel roof), weather protection (steel roof and front windscreen), partial (steel roof, front and rear windscreen as well as PVC side panel) and full cab, mini-levers or mechanical levers, blue LED warning lights, orange safety belt, attachments as well as additional safety options.

[www.clarkmheu.com](http://www.clarkmheu.com)

# Conker launches wearable barcode scanning system to drive logistics productivity

**-First-to-market rugged portable glove scanner and PDA companion designed to optimise workflow and reduce human error-**



Conker, which provides reliable devices for mobile workforces, is proud to launch its dual wearable barcode scanner and PDA combination. The first-to-market portable and low weight device combination is designed to drive logistics productivity, by increasing operator efficiency and uptime.

The scanner delivers an average of 15 hours working time, and the PDA 10 hours of battery life. The vigorously tested BG2 glove has shock-proof industrial grade housing and comes with charging dock and spare battery. With a four-inch screen, the PDA companion can be strapped to the arm to create an all-in-one wearable system for barcode scanning and data management on-the-go. Unlike some other devices on the market, both devices are IP65 rated and have removable

batteries making them ideal for the physical work environment and long working patterns.

Using Bluetooth connectivity, barcode data from the scanner is transferred instantaneously to the device, ensuring the operator can easily double-check the item scanned. Workflows can be optimised because, at all times, the operator's hands remain free to continue with other critical tasks, such as picking and packing boxes.

James Summers, CEO at Conker, said: "We're extremely proud to be launching this new platform, supporting the need to improve productivity and workflows in logistics. With the exceptional growth of the sector[1], and increasing demands on warehouses and logistics workers,

digitalisation is essential. This glove and PDA device combination will help by simplifying and speeding up tasks, as well as reducing errors.

"As the system is worn it is more secure and less likely to be dropped. Our focus is always upon developing products that are designed to be used in real-world rugged and rapid conditions - providing reliable devices for mobile workforces[2]."

All Conker products come with a free one-year 'Relax' accidental damage warranty, which means customers are covered on all their devices, whatever happens, no quibbles. Three- and five-year accidental damage warranties are also available with no small print and no exclusions.

[www.weareconker.com](http://www.weareconker.com)



# Renovotec Acquires Jade Solutions



Leading supply chain hardware, software and services company Renovotec has acquired 100% of Jade Solutions Ltd (Jade), Renovotec announced today. Jade has thirty years of expertise in developing IT solutions. Today, its specialisms include the development of contactless retail environments; Jade customers in this high-growth market include Pret a Manger, Marks & Spencer, Nando's and Bet Fred.

£50 million and increase its headcount in the UK and continental Europe to more than 160 employees.

Commenting on the acquisition Renovotec CEO Richard Gilliard says: "Renovotec is now the largest consultative company in its industry. Our strategy of meeting our supply chain customers' business needs with best-in-class technology is paying off".

[www.renovotec.com](http://www.renovotec.com)

This latest acquisition will boost Renovotec's annual turnover to more than

## What You Need to Include on a Business Trip Itinerary

Heading out on a business trip can be a highly stressful activity – particularly if you have not planned it properly. A document that can seriously help you out when it comes to ensuring that it all goes smoothly is a business trip itinerary. However, you may be wondering what are the crucial pieces of information that you need to include. Well, let's take a look at some of them right here and now.

### Travel and Transportation Dates and Times

First of all, you certainly do not want to miss the flight that is going to take you to your final destination. Therefore, it is important that you include all of your transportation details, including your flight number, check-in desk, and anything else that may prove to be useful. If you want to be even more detailed, you can put the time that you should actually arrive at the airport rather than leaving this vague and blank. In terms of any other travel details, you can print out confirmations in case you have anything that you need to refer back to rather than

leaving this info in a hard-to-reach part of your phone.

### Details of Your Accommodation

Beyond the travel itself, the other crucial element of your trip is where you will be staying, so you need to have this clearly displayed in your itinerary. This means that it is worth having the check-in and check-out times, as well as a map to the location, your room confirmation, etc. Again, some screenshots can help to give you peace of mind, as well as make the whole process that little bit more streamlined, which is certainly important in so many ways.

### Business Meetings and Events

Of course, your trip is not going to be much of a success without actually attending all of the business meetings and other events that you had set out to. A travel management firm can certainly help out with the more specific advice that you may need along the way. It is worth having the meeting times and locations mapped out, as well as the names and contact info of anyone that



you may need to get in touch with along the way.

### Details of Leisure Activities

While you may be going on the trip to work, the time that you spend relaxing and unwinding can actually be crucial in ensuring that you are feeling fully refreshed for everything else that you have in front of you. Therefore, you may wish to have the details of your potential leisure activities. Making some bookings at an early stage can help to avoid any disappointment.

### Any Extra Information

Finally, you can then start to include any extra information that may prove to be useful. For example, what to wear, break times and length, and even the weather forecast can give you the edge. Ultimately, planning out your business trip with care and attention can really help it to go smoothly.

# Beat the Red Diesel Ban with Lithium Ion Trucks, says Handling Equipment UK



**O**n 1st April 2022, the government is removing the entitlement to use red diesel and rebated biodiesel in most industrial sectors to help meet its climate change and air quality targets. Andy Williams, managing director of Handling Equipment UK, suggests a proven solution to the impending ban which will affect thousands of fork truck users throughout the UK.

"Today's generation of Lithium Ion (Li-ion) powered yard trucks offers comparable performance, reliability and durability to ic-engine models," says Andy. "Also, with no mechanical transmission system, there's the extra benefit of no moving parts which means there's no loss of efficiency."

Typifying this development is the latest range of EP electric trucks which are exclusively powered by Li-ion batteries and offer safe load carrying capacities up to 10 tonnes. The extensive EP range is designed to be operator-friendly for extensive use throughout the UK's logistics industry within distribution centres and warehouses. However, the flexibility and versatility of the range has simplified numerous handling applications in factories, ports, retail outlets and many other environments where safe and reliable handling is essential.

Previous users of red diesel trucks are now achieving more efficient, more reliable, cheaper and cleaner performance by using Li-ion batteries to power their warehouse and yard trucks. Latest

generation LiFePO4 batteries also last up to four times longer than lead acid batteries. Additionally, these super-efficient batteries are fully charged from empty in just 2½ hours.

"By specifying Li-ion powered electric trucks, you can make 2022 the year that you ditch your dirty diesel yard trucks and future-proof your business," says Andy. "I suspect that the red diesel ban will actually turn out to be the prompt that forces companies to consider emission-free, electric alternatives."

**[www.handlingequipment.co.uk](http://www.handlingequipment.co.uk)**



# Goupil electric utility vehicle range are just the job

Issues such as a lack of charging infrastructure and limited range are still causing somewhat of a roadblock for the electric vehicle industry.

However according to Ramsy Labassi, Marketing Manager at Bradshaw Electric Vehicles, whilst charging, or range-induced anxiety is understandable when considering the switch to electric, such concerns often don't consider one vital factor – what the vehicle is being used for.

As a leading supplier of the Goupil electric utility vehicle range – which cater for last mile distribution, waste management and local authority requirements – Ramsy suggests that its vital common preconceptions do not cause businesses and organisations, which are actively looking to scale their carbon-neutral goals, to overlook electric road-utility vehicles as a viable alternative to petrol or diesel powered vehicles.

Ramsy commented: “It’s often the first question that any potential customer will ask. What about the range? Of course, while this is a reasonable enquiry as all varieties electric vehicles do have a limited range when compared to a petrol or diesel powered vehicle, the mass anxiety surrounding the issue of electric vehicles running out of battery is relatively misguided.



“Granted, if you drive far enough without stopping then it’s more than likely that the vehicle will die. However, it’s unlikely road users would run down their petrol or diesel tank until it hits empty, so why would they do the same with an electric vehicle?

“Unfortunately, this sweeping argument seems to exclude a key fundamental factor - what the vehicle will be used for, which is a vital element to take into account when considering a transition to an all-electric vehicle.

“For instance, our Goupil electric utility vehicles are extremely popular within the local authority, waste management, hospital and last-mile sectors as they offer a flexible, cost-effective and

environmental alternative that is perfectly suited to their on-road operational needs as travel distances in such industries will be relatively low.

“Equally, users have the comfort of knowing that the vehicle is able to be charged from any mains socket. Unlike many electric vehicles, the G4 doesn’t require any additional and expensive charging infrastructure, this not only negates any concerns over charging and also shows how an electric commercial vehicle is a perfectly viable alternative to traditionally powered utility vehicles. It’s essentially no different or more difficult than charging a phone.

“With LEZ’s being introduced in towns and cities, the UK is aiming to cut greenhouse gas emissions by 50 per cent by 2025 with the end goal of net zero by 2050, businesses and organisations need to be actively seeking ways to reduce their carbon footprint – and the Goupil range provides potential users with the prospect of not only improving their environmental footprint, but in turn enhancing operational performance and lowering their vehicle operating costs as well.”

<https://www.bradshawev.com/>



# Thorworld

## installs modular dock at Genesys International



**L**oading and unloading specialists, Thorworld Industries, has supported a leading chemicals specialist with the installation of a new modular dock, to support employees and business operations at its Cheshire site.

Genesys International needed support to help improve loading and unloading times of 20ft and 40ft containers, as well as manage loading box trailers more efficiently. In addition, the modular dock was needed to ensure Genesys' employees were able to do their job safely and efficiently.

Having searched online for support, Genesys found DARMAX and contacted them to discuss their project requirements. DARMAX is a trusted sales agent of Thorworld Industries and Director James Corfield scoped out the project and worked with Thorworld to design the modular dock, prior to its production.

The solution provided to Genesys included

bespoke stairs to ensure the safest and quickest route to the dock from the building. They also integrated the existing container ramp on site, so that the costs to Genesys and environment impacts were kept to a minimum.

James Corfield commented: "In line with our environmental philosophy, the option to re-use the existing ramp rather than replace it was well received by Genesys." Since the modular loading dock was installed, loading and unloading times have improved, resulting in the Genesys team working smarter and boosting output. In addition, employees have remained safe whilst operating a new piece of business-critical equipment.

Nick Davenport, Senior Production Manager at Genesys, commented: "We are incredibly happy with our new modular loading dock, which has already made a big difference to our business, whilst aligning with our core values surrounding team member safety."

"I was very impressed with the service from both Thorworld Industries and DARMAX and would recommend their services to anyone. The whole process, from conception to completion, was flawless.

James Corfield, Director at DARMAX, commented: "We are pleased to collaborate with Thorworld Industries again and deliver another solution to a customer who is an expert in their field. The DARMAX team is delighted with the positive feedback received from Genesys and we wish them well with their new product."

Ian Langan, Technical and Engineering Director at Thorworld Industries, said: "We are thrilled to hear how much of an impact our modular loading dock has had at Genesys and, once again, it was great to work with DARMAX on another successful project."

<https://www.thorworld.co.uk/>



# Despatch Cloud: 2022 shaping up to be an exciting year for fulfilment and warehousing

**“Whether 2022 will be the tipping point remains to be seen, but the trend is clear”**



**2**021 was another year of massive growth for the warehousing industry. Online retailers became accustomed to handling yet larger volumes and clicking ‘buy it now’ the established norm for the consumer.

Despatch Cloud, the cloud-based warehousing and delivery solution specialist for e-commerce, saw its services in huge demand following the surge in online orders. Matthew Dunne, founder and CTO, believes that 2022 is shaping up to be an exciting year for fulfilment and warehousing, but he is quick to highlight the issues that are holding the sector back from colossal growth.

## **Fulfilment and warehousing**

“Sadly, capacity issues restricted some businesses across the sector in 2021, but these should hopefully be resolved in the coming year, and with the continued likely growth of e-commerce,” comments Matthew Dunne.

When it comes to physical warehouses, he cites:

“Two kinds of warehouses are emerging to cater for the growing requirement for space and different needs of the industry and the consumer. The demand for mega warehouses is still high with significant numbers of construction projects planned in 2022[1]. Meanwhile there is an explosive growth in mini warehouses in central locations within cities, which enable the same day delivery of common items.”

He believes that due to continued e-commerce growth, 2022 will see the ongoing trend of warehouse automation, from cobots to a fully automated warehouse. He adds: “The cost savings of automated warehouses will impact the industry greatly. Whether 2022 will be the tipping point remains to be seen, but the trend is clear.”

## **E-commerce**

“Due to the pandemic, we have witnessed 5-7 years of growth compressed into the

last two years. Whilst we expect, and hope, that the world will head towards stability and normality in 2022, the move to online shopping is not one we or our clients expect to reverse”, adds Dunne.

“We are expecting to see increased sales through social media platforms in the 12 months ahead. Rumours continue to swirl around Meta (Facebook, Instagram and WhatsApp) and the potential ability to monetise the huge traffic volumes on social media apps into more value-added services.

“C-commerce (chat commerce) where you can ask to be shown items which are then sent to your phone for you to browse, select and purchase, is predicted to break into Europe and the UK soon.

“Consumers are increasingly seeking to buy from smaller firms, with local and/or ethical connections. Now is the time where traditional bricks and mortar shops must go online, leveraging another fulfilment trend.

“With the rapid emergence of same-day delivery companies, same-day, or even more rapid, delivery is becoming more of an expectation within bigger cities, bringing us full-circle to today’s warehousing and fulfilment needs.

“Retailers must seize the moment or risk being left behind.”

<https://despatchcloud.com/>

# Renovotec brings multiple systems and consulting to Retail Technology 2022

**F**rom queuing systems and kiosks to in-store communications, wireless networking, scanning and CCTV. Plus, Renovotec claims a 'show first' for its independent on-stand consulting service

Independent supply chain hardware, software and services company Renovotec is bringing a full range of retail sector systems plus an on-stand consulting service to Retail Technology 2022 (26-27 April, Olympia Stand 6H10), the company announced today. "Renovotec is already known for its supply



chain warehousing and distribution systems, and is now also deploying its knowledge and experience for retail users" says Renovotec CEO Richard Gilliard. "We are already working closely with a number of major retailers. At Retail Technology 2022 we will be out in force,

demonstrating CCTV surveillance and queuing systems, kiosks and in-store communications, as well wireless networking, scanning and labelling technologies."

In what it claims is a 'show first' Renovotec is also offering a free, independent consulting service for visitors to its stand. This service enables retailers to define their business priorities, pinpoint their operational problems and focus on the specialist retail technologies that can be deployed to solve them.

[www.renovotec.com](http://www.renovotec.com)

## Renovotec to open Customer Experience (CX) Centre



**R**enovotec's free Customer Experience Centre blends full technology immersion with supply chain business advice – the first mix of its kind says Renovotec

Visitors to the Centre experience a range of business solutions for their sector and can work with Renovotec consultants to pinpoint what is best for them

Centre also provides a 'vital new forum' for the exchange of business ideas

"Renovotec is now the largest consultative company in its industry and our new CX centre reflects that strength. It is free to use and has been launched to

encourage best supply chain practice" says Renovotec CEO Richard Gilliard

Leading supply chain technology specialist Renovotec is launching a new customer experience (CX) initiative the company announced today. The dedicated 'Renovotec Customer Experience Centre' or 'REX', which can accommodate up to 50 visitors blends visitor supply chain technology immersion and interaction with free on-the-spot business advice from Renovotec consultants – the first mix of its kind in the industry says Renovotec.

The Centre will draw on Renovotec's relationships with major technology providers for manufacturing, warehousing,

transport, logistics, retail and other markets, and includes carefully curated workflows. Customer experiences on offer include robotics, scanners, computers, wearables and networking, plus the latest solutions from major vendors, developers and digital disruptors.

Renovotec is also offering the Centre as a 'vital new forum for the exchange of business ideas' by running user events and providing professional meeting and office space.

"Renovotec is now the largest consultative company in its industry and our new CX centre reflects that strength" says Renovotec CEO Richard Gilliard [pictured]. "It is free to use and has been launched to encourage best supply chain practice."

<https://renovotec.com/quick-contact-form>



# Which Is the Best Chinese Port to Import From?



**B**ritish importers have a great deal of choice when it comes to choosing ports in China. Along with some of the better-known ones, like Shanghai and Macau, China has numerous lesser-known ports that are geared up for containerised transport. Shekou, Nanhai and Shantou are just three that you may never have even heard of. And yet, they all have their strengths which UK-based importers should not overlook.

Overall, it will depend on what you are importing and where your supplier is based to determine which Chinese port will be best given your circumstances. That's why it is always good to rely on the expertise of a freight forwarding company. Nevertheless, some Chinese ports inevitably stand out from the rest as good places to start importing from. Let's take a look at the top five in no particular order.

## **Hong Kong**

Many British importers understand the historical links when it comes to importing from Hong Kong which makes them feel more comfortable using the free port to import from mainland China. According to Barrington Freight, a Chinese importation

specialist based in Essex, Hong Kong benefits from some of the lowest tax rates in Asia. It is suited to both free on board (FoB) and ex-works (EXW) imports. What's more, the standard of English is very good in Hong Kong whether you are dealing with sea or air freight, something that some British importers find reassuring.

## **Ningbo**

Ningbo is one of the most important ports in the whole country. Located about 140 miles from Shanghai, its central location on the East China Sea and its deep waters make it ideal for container ships of all kinds. According to a recent report by the International Association of Ports and Harbours, Ningbo offers the greatest growth potential and cost benefits of any Chinese port. It is certainly worth checking out this port if you are importing heavy cargo.

## **Shanghai**

Shanghai's port is under a three-hour drive from Ningbo, so you might well ask why you might consider one over the other? The major reason is that Shanghai is one of the busiest ports in the world. Therefore, if shipping items out quickly is important to you, Shanghai offers certain

advantages. It is a good place, for example, to choose for less than container (LCL) loads since shippers will soon be able to marry up your consignment with others heading to the UK. Equally, many Chinese suppliers are used to it and, therefore, prefer it. This means it's a good port for FoB importers to select.

## **Shenzhen**

If your supplier is in southern China, then you'll often need to decide whether to choose the port of Shenzhen, also known as Yantian, or Guangzhou. The bottom line is that Shenzhen is one of the cheapest ports for goods to pass through. This is a good choice, therefore, if you are importing relatively low-value items with small margins associated with them.

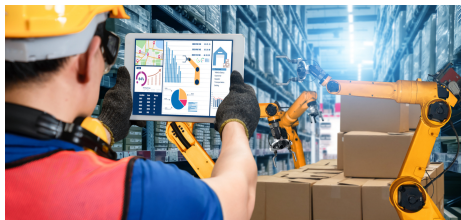
## **Tianjin**

Situated in the north of China, Tianjin has the largest storage yard capacity of any major Chinese port, so it is a good place to choose if you want to avoid potential bottlenecks. Northern China tends to be more industrial than the south which is more associated with manufactured products. As such, Tianjin may be the port for you if you are looking to import raw materials.

# New agreement with Commscope Ruckus will reinforce Renovotec's warehouse networking leadership

**--Renovotec will leverage Commscope's wired and wireless networking portfolio for its supply chain customers**

**L**eading supply chain hardware, software and services company Renovotec ([www.renovotec.com](http://www.renovotec.com)) has struck an 'Elite Solution Provider' agreement with wired and wireless communications expert Commscope (NASDAQ: COMM) and its recently acquired Ruckus Networks subsidiary, Renovotec announced today. The agreement will give Renovotec access to Commscope Ruckus' Wi-Fi, switching and other networking technology and expertise for its supply chain customers, while Commscope will benefit from Renovotec's high penetration of warehousing and industrial environments.



"As an independent provider Renovotec scours the marketplace to select the best technology and highest-impact solutions for its customers" says Renovotec CEO Richard Gilliard. "Commscope Ruckus provides tried and tested technology that has been voted 'best wireless' in independent tests, and an innovative product portfolio that we can draw on for our user base."

**--Commscope will benefit from Renovotec's high penetration of warehousing and industry**

Renovotec provides a complete range of wireless networking services, from site surveys, design and planning to installation of networks, maintenance and support, remote monitoring and health checks according to the company. Users can monitor the health and performance of their network infrastructure 24/7 with 'Renovotec Network Alert' monitoring and alerting software, a sophisticated system backed by the company's expert support team.

[www.renovotec.com](http://www.renovotec.com)

## Wearable Barcode Scanner maker ProGlove taps into New Market Segment

**N**ew scanner, wearable and extensive software initiative demonstrate thought leadership claim, open industrial wearables to more SMBs

ProGlove is making it easier than ever for small and mid-sized companies to switch to wearable barcode scanners for their workers. The leader in wearable barcode scanners launches a new scanner and matching wearable. Both LEO and the Hand Strap come with an outstanding price-performance ratio. The new solution offers up to 30 percent savings in comparison to the current ProGlove portfolio. As a result, small and medium size businesses that still rely on conventional scanner guns can now effortlessly benefit from the advantages of wearable barcode scanning with

ProGlove. Additionally, ProGlove introduces other key innovations including Narrative Insights for its industry analytics solution. This new ProGlove Insight feature enables automated updates about critical shop floor events and developments. Finally, users of the MARK family of products get to benefit from a firmware update that packs a punch with a battery life extension of up to 40 percent.

LEO = LIGHT weight, EXPENSES eliminated, OVER the air updates

At only 1.23 ounces, LEO is a lightweight world champion, so to speak. It weighs less than any other barcode scanner from ProGlove. LEO's extremely appealing price makes it a real alternative for companies that still rely on conventional scanner

guns. At a threshold of only 300 scans per shift LEO usually pays for itself within 12 months. Thanks to the extensive integration portfolio, connecting LEO with other smart devices such as tablets or smart phones is straightforward and simple. Moreover, LEO is fit for "over the air" updates. LEO immediately delivers tangible results and allows for extremely easy handling: Users simply plug it in and start scanning. LEO can process all common 1D and 2D barcodes between a range of 6 inches to 2.3 feet and - as part of the ProGlove eco system - easily connects to ProGlove's industry analytics solution Insight. LEO handles up to 4,000 scans per battery charge and loads within one hour.

<https://www.proglove.com/products/wearable-scanners/leo>



## Five year deal secured at key Yorkshire warehouse site for Carlton Forest 3PL

**A** 3PL provider, who enjoyed exponential growth in 2021, has started 2022 in a similar vein with the acquisition of a further warehouse.

In a five-year deal in partnership with CPP, Carlton Forest 3PL has secured the final warehouse at Bawtry Park near Tickhill, where it has been operating since spring 2021.

"This final warehouse gives us a great site that offers superb flexibility for our customers and gives us complete autonomy over the facility, how we operate, and what we offer," said Lisa Tomlinson, Divisional Director 3PL, Carlton Forest Group. "We've already secured new contracts for the facility and together with our Worksop, Hellaby, and Tuxford sites we can continue to create bespoke 3PL solutions for a wide range of customers."



It takes the space at Bawtry Park to almost 650,000 sq ft all of which is COMAH and BRC AA accredited. Together with its other sites, almost 1.5m sq ft of warehouse space is operated by the team.

Toby Vernon at Commercial Property Partners commented; "It's been great to

close on another deal with Carlton Forest 3PL and to secure them as tenant across the whole site for five years. We wish them continued success and look forward to working with them on other deals as they continue to expand their operations across the region."

[www.carltonforestgroup.com](http://www.carltonforestgroup.com)

## Renovotec measures the benefits of its new Customer Experience (CX) Centre

**A**s it moves towards the opening of its Customer Experience (CX) Centre later this year, leading supply chain technology company Renovotec is focusing on the user benefits that membership of its new Centre will deliver. By using the free resources of the Customer Experience Centre including Renovotec's specialist supply chain consulting services, members can reduce warehouse staffing levels by 30% and increase picking speed and accuracy by 35% according to Renovotec, while overall company warehouse performance can be improved by a third.

In a related move Renovotec is launching a Supply Chain Technology Special

Interest Group (SIG) whose members will meet at the new CX Centre. Regular surveys of SIG members on supply chain technology issues will be conducted, with the results shared amongst Group members and other visitors to the Centre.

"Our objective is to provide a supportive environment in which supply chain and other companies can learn from each other, sharing technology problems and solutions for their business" says Renovotec CEO Richard Gilliard.

The dedicated Renovotec Customer Experience Centre can accommodate up to 50 visitors. It blends visitor supply chain technology immersion and

interaction with free on-the-spot business advice from Renovotec consultants – the first mix of its kind in the industry says Renovotec.

The Centre will draw on Renovotec's relationships with major technology providers for manufacturing, warehousing, transport, logistics, retail and other markets, and includes carefully curated workflows. Customer experiences on offer include robotics, scanners, computers, wearables and networking, plus the latest solutions from major vendors, developers and digital disruptors.

<https://renovotec.com/quick-contact-form>

# The cold logic of using mobile robots



**Frazer Watson, UK - Ireland Country Manager at AMR designer and manufacturer iFollow, examines the productivity boosting benefits of using Autonomous Mobile Robots in coldstores.**

**C**oldstores are playing an increasingly crucial role for grocery retailers, food producers and third party logistics operators. The move to reduce waste of temperature sensitive products together with an increasing consumer demand for frozen food – not just ready meals and convenience food but also for pre-prepared vegetables – are driving the UK cold chain logistics market to reach a projected value of approximately £18 billion by 2026. In addition to Fruit and Vegetables other key UK cold chain logistics end user segments include Bakery & Confectionary, Dairy & Frozen Desserts as well as Meat, Fish and Sea Food. Drugs & Pharmaceuticals is another important cold chain area – and one that has risen to particular prominence during the roll out of the Covid vaccine.

Operators in all of these sectors are seeking larger cold store floor areas to scale up operations to meet the increased demands. They also need greater flexibility within the buildings to handle not only changes in consumer demand but also a greater variety of products in a

broader range of temperatures – from chilled to frozen. And, of course, solutions need to offer efficiency while boosting productivity.

## **AMRs for a cold climate**

Robots are a great solution to help meet these challenges particularly if, like iFollow AMRs (Autonomous Mobile Robots), they can operate at temperatures from -25°C to +40°C without degradation of battery life. The temperatures of the key electronic components in these AMRs are regulated by an iFollow-developed servo system, which ensures the absence of condensation – even when moving from a very cold environment to a temperate space. This is one part of a rare combination of abilities that give iFollow's AMRs a unique advantage in coldstores – the other being the ability to carry two roll cages at once, which means more product can be moved more quickly in a cold area, while also ensuring that coldstore doors remain closed for a greater proportion of a day. This is particularly relevant in the fast moving world of grocery logistics where minimising time spent in coldstores as well as the number of times coldstore doors have to be opened will reduce costs.

Importantly, AMRs can be used to alleviate the difficult aspects of working in the extreme environment of a coldstore, where people are limited not only in terms of the amount of time they can work in the facility, but also in their productivity. Working in cold temperatures reduces

performance and slows reactions. There is also the hazard of condensation, ice, and freezing surfaces that increase the risk of slipping.

According to the Health and Safety Executive (HSE), operators need to keep individuals warm by providing suitable protective clothing, heated rest facilities, task rotation etc. For work in chillers around 0oC suitable clothing and normal breaks are usually sufficient. For work in blast freezers operating down to -30oC no personal protective equipment (PPE) will be sufficient and breaks at ambient temperature or in warming rooms will be needed.

Wrapped up in thermal coldstore gear, including headwear, makes it harder for workers to be aware of warehouse truck traffic in the confined area around them. Thick thermal wear will also limit their ability to perform tasks, and if physical activity increases then perspiration can become problematic in a coldstore. Other coldstore hazards for people include rapid opening and closing doors, which are a commonly used to minimise temperature loss but can close quickly on a hesitant worker pushing a roll cage. The risk of accidental lock-ins also needs to be considered. All of this can also impact significantly in terms of psychological stress experienced by a worker in a coldstore.

## **Picking rather than pushing**

Using AMRs for transporting roll cages, pallets or other storage units allows





workers to remain at the pick locations, where they are more productive, rather than pushing roll cages across a coldstore floor. Crossing transport routes for warehouse trucks places people at greater risk of potential accidents – the results of which can be serious. At the pick face, a worker can pick items into multiple AMRs simultaneously. So potentially, on a single pick walk an operator attended by two AMRs could be assembling the orders for four different stores or customers. In practice, improvements in overall operational productivity of between 28% and 42.5% are routinely reported.

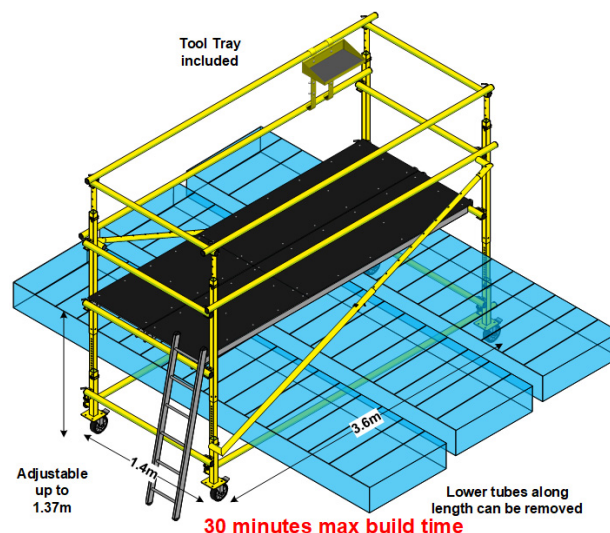
AMRs provide a flexible transportation alternative to fixed conveyors that will require routine maintenance, and to costly coldstore-standard warehouse trucks that

require drivers. The ability of an iFollow AMR to turn within its own footprint, combined with the operating software's tight control of speeds and accelerations, both linear and angular, is a further advantage within the confined spaces of a coldstore. Installation does not require expensive and disruptive infrastructure, while the robots are built to cope with rough floors and at just 17cm high, do not raise any height issues.

Productivity as well as health and safety improvements combined with potential reductions in the costs associated with enabling people to work in coldstores creates an attractive Return on Investment proposition. There is therefore a clear logic in letting AMRs carry the load in the coldstore.

[www.ifollow.fr](http://www.ifollow.fr)

## Federal Express chooses The LOBO System for preventative maintenance



**F**ederal Express follows a long line of automated logistics companies by choosing LOBO's unique working at height system for their preventative maintenance. Companies include Witron, Knapp, Amazon, and Dematic who have already used LOBO with great success.

Federal Express distribution centres have automated conveyor belt systems that speed up package processing times & ensure each package gets to the correct location for onward travel. Packages often

travel long distances, and automation improves processing time. Together with tracking systems, it transports items from one end of the distribution centre to the other.

Motors, belt repairs, sensors and conveyor rollers need preventative maintenance to keep the lines running. LOBO provides a reconfigurable work at height system that allows safe access to these areas.

Traditionally, outsourced scaffolding companies and fixed aluminium tower

systems are deployed. However, outsourced scaffolding labour is expensive and unavailable 24/7; aluminium frame systems are cumbersome, inflexible, difficult to transport and will not adjust into awkward areas.

Using the LOBO System solution, Federal Express will dramatically improve its logistics systems operation by reducing scaffolding labour costs, improving service levels and increasing operator safety.

[www.lobosystems.com](http://www.lobosystems.com)

## iFollow at IntraLogisteX 2022

**i**Follow will be showcasing its premium, slimline autonomous mobile robots (AMRs) at

IntraLogisteX 2022, which takes place at the CBS Arena, Coventry on 29-30 March 2022. Frazer Watson, UK - Ireland Country Manager at iFollow, said: "IntraLogisteX provides the perfect opportunity to meet the iFollow team on Stand 130. We will be discussing the latest agile automated intralogistics techniques involving robots for a broad range of applications in different sectors including grocery,

manufacturing and logistics. We look forward to meeting you there."

Designed and made in France, iFollow's AMRs have the flexibility to transport different storage units such as pallets, trolleys and roll cages. They also have the standout feature of being able to carry two roll cages at once in cold stores and ambient warehouses, making them an ideal productivity boosting solution for grocery logistics. In addition the robots are able to operate in temperatures from

-25° C to +40°C without degradation of battery life and their robust build happily withstands travel on rough floors. Being just 17cm high – approximately half as tall as other AMRs – gives the iFollow robot a further advantage in reducing overall height when carrying roll cages. Find out more from the iFollow team at IntraLogisteX stand 130.

[www.ifollow.fr](http://www.ifollow.fr)



# Magazino launches pilot project at ZF with the robot SOTO

The Germany-based robotics company Magazino wins technology group ZF as a customer for a pilot project with the SOTO robot. The mobile robot SOTO automates material supply between the warehouse and the assembly line and transports small load carriers (KLT) completely autonomously. The pilot project started at the Friedrichshafen site in the transmission assembly for commercial vehicles and offers both sides the opportunity to gain experience with the robot for live operation.

ZF and Magazino have already had a close development partnership in recent years. Among other things, the prototype of the robot and the gripping mechanism for different small load carriers, also known as KLT, were tested. The pilot project started in September 2021 and is designed to run for about one year. During this period, a pre-series model of the robot will be used in several presence phases in the production environment in Friedrichshafen.

Dr. Hermann Becker, Head of Production at ZF in Friedrichshafen, says, “ZF sees mobile robots such as SOTO as an elementary element for fully automating logistics processes in production, supporting employees and reducing costs. The goals of the pilot project are: both sides gain experience for later live operation, ZF can contribute its own requirements to the development, Magazino can further optimize the robot and make its processes more robust.”

Markus Ruder, the responsible project manager at Magazino, describes the target process as follows, “The SOTO robot takes over the transport of an average of more than 10 KLT with



material from the automated warehouse to the assembly line. There, the robot transfers the KLT to flow racks. At the same time, the robot also handles the return transport of empties. The VDA KLT can weigh up to 20 kilograms and have a footprint of up to 600 x 400 millimeters. Cameras and sensors allow safe operation alongside humans — the cameras are also used to identify the correct pick-up and delivery shelves via Data Matrix Codes.”

It is the first time the VDA 5050 interface will be implemented on a robot system from Magazino. The cross-industry interface primarily helps with higher-level traffic control on the factory floor. The SOTO robot will eventually operate in a very busy work environment. Numerous other traffic participants such as forklifts, industrial trucks, AGVs and trolley trains share the traffic routes with SOTO — so it is always important to keep an overview.

While assembly lines in the manufacturing industry are highly

automated today, the supply of replenishments still takes place predominantly manually. Previous solutions such as trolley trains or simple automated guided vehicles (AGVs) do not fully automate the process, as manual labor is required again in each case during loading or unloading.

The SOTO robot combines these elementary process steps in a single, fully autonomous solution: picking up KLT of different sizes, autonomously transporting several KLT from source to sink, and delivering them to flow racks at different heights. Picking up empties and rotating KLT 90° to 180° are also among the capabilities. The combination of these capabilities clearly sets the SOTO robot apart from the market environment, and for the first time, enables true end-to-end automation in material supply.

<http://www.magazino.eu>

## Randex announces new Vertical Storage - ERP Systems Integration

**L**eading vertical storage lift company Randex is announcing the latest integration of its 'Compact' automated storage technology with an ERP system – the IFS, or Industrial and Financial System. Compact can now be integrated with over twenty established enterprise systems including IBM Maximo, SAP, JDA, Red Prairie and Blue Yonder. "Integrating these two core technologies optimises picking and replenishment, including pick to light, setting the industry standard. Users can achieve this using their existing IT environment" says Randex director James Roberts. Organisations report productivity improvements of up to 400% following a successful integration using its simple API say Randex.



'Compact' vertical storage lifts 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 enable warehouse operatives to complete up to four times more picks than in a traditional warehouse, with goods automatically presented to the picker.

## Randex launches new 'Compact' Vertical Storage System

**L**eading vertical storage lift company Randex is launching a new version of its 'Compact' system, built using its industry-benchmark automated vertical storage technology. New features of this latest system include a modern, updated HMI\* touchscreen that is highly intuitive and user friendly according to early feedback from Randex users. The touchscreen offers varying levels of user access, and can be seamlessly integrated into company operations, early users report. In response to market demand Randex has also introduced a new four-metre-wide, modular tray option: this can be used to increase storage more flexibly, say Randex who expect it to be popular with manufacturing and logistics companies.

The new system will be launched publicly on the Randex stand at the March 2022



'IntraLogisteX' and April 2022 'MACH' shows.

Compact vertical storage lifts save up to 90% of floor space compared to standard shelving and pallet racking say Randex. They can manage loads of up to 100 metric tonnes and allow warehouse operatives to complete up to four times more picks than in a conventional

warehouse environment, with goods automatically presented to the picker.

Compact Vertical Storage Lifts are suitable for many types of organisation and can support a wide variety of inventory management and stock handling processes.

[www.randex.com](http://www.randex.com)



# Microsoft partnership helps SICK's Visionary-T Mini Set New 3D Standards



**S**ICK has released a groundbreaking miniature version of its powerful and robust Visionary-T 3D snapshot vision sensor. Thanks to a pioneering collaboration between SICK AG and Microsoft Corp, the SICK Visionary-T Mini packs precise, high-resolution and rapid image capture into a robust design that is both compact and lightweight for materials handling and logistics applications.

The SICK Visionary-T Mini uses best-in-class time-of-flight snapshot technology to set new standards of data accuracy for detailed environmental perception at high speed. It captures both the 3D depth and 2D intensity values of every pixel at an exceptional (512 x 424 px) resolution in a single shot of light, at up to 30 3D frames per second.

The Visionary-T's high repetition rate ensures there are no blurring effects as a result of movement of the camera or the object. It is particularly well-suited to dynamic applications where lower weight is an advantage, or installation space is at a premium.

## **Visionary T Mini loading optimisation of trailers - Versatile Industrial Applications**

With a low-weight and no moving parts, the SICK Visionary-T Mini performs reliably despite the shocks and vibrations of

applications such as robot palletising and depalletising, or, when used as part of object detection, collision warning or navigation systems in automated guided carts, forklifts and mobile robots. Its precise data quality is an advantage for 3D dimensioning and level detection duties, for example for packaging completeness checks, warehouse storage and retrieval systems, or for intelligent loading of freight trucks.

"The SICK Visionary-T Mini fuses the best of SICK's industrial camera expertise with the type of precision sensing technologies from Microsoft Corp that you would more normally expect to find in mobile phones," states Neil Sandhu, SICK UK product managing for imaging, measurement and ranging.

"The Visionary-T Mini also makes it easy to integrate the data stream into your applications, particularly where the target is moving, such as for anti-collision for mobile vehicles or for robot picking from a belt, for example."

The automatic High Dynamic Range of the Visionary-T Mini ensures even widely-varying contrasts and lighting conditions across a scene are captured reliably in each frame without the need for complex set up, or expert knowledge of time-of-flight settings. The high-density 512 x 424 px resolution is complemented by a 70° x 60° field of view.

## **Easy to Program and Configure**

As a programmable device, the SICK Visionary-T Mini is easy to configure and commission. The user-friendly visualisation and configuration tool makes it easy to set up the device parameters and adapt the data to the specific application. A multicam mode is available to process image data from more than one Visionary-T Mini. With rapid 3D data transmission, the Visionary-T Mini is suitable for integration into most industrial applications.

The SICK Visionary-T Mini measures just 80 x 70 x 77 mm (w x h x d) and weighs only 520g so it can be fit into even the smallest machine spaces, on robot arms, or onto small and lightweight automated guided carts.

The Visionary-T Mini is a rugged industrial sensor with IP65/IP67 housing and no moving parts, capable of operating at temperatures between -10 and + 50°C, and in bright sunlight up to 50kLux. Rapid and stable communication is assured over industrial Gigabit Ethernet, as well as robust electrical performance, including resistance to electromagnetic interference.

[www.sick.co.uk](http://www.sick.co.uk)

# King size crane for metal recycling at Redcar



**M**ulti-award winning, metal and waste recycling specialist, Ward, has invested in a Mantsinen 70 hydraulic crane for its metal processing site at Redcar Bulk Terminal, to increase its export handling capacity for ferrous metals.

The purchase of the brand-new diesel powered Mantsinen 70 is the largest single investment in material handling equipment Ward has made to date at over €800,000. The heavy-duty machine, developed with state-of-the-art technology has a maximum reach of 24 metres and weighs 95 tonnes. It can lift up to 15 tonnes of material in each movement.

Thomas Ward, Commercial Director at Ward, said: "This is the largest piece of equipment in our business to date for bulk handling of scrap metal. The new Mantsinen 70 hydraulic crane is more energy efficient, helping to reduce both our handling costs and CO2 emissions per tonne at our Redcar site. It also has the benefit of helping to increase loading

speeds, which is important factor when loading for our end users."

The Midlands-based business, with sites nationwide, purchased the brand new Mantsinen 70 through Cooper Handling, the exclusive UK distributor of Mantsinen hydraulic cranes, in early 2021 and took delivery in December.

Martin Vanstone-Dale, Manager of Sales & Rental MHE at Cooper Handling, said: "The concept of hydraulic cranes is all based around cycle times and productivity, which makes it ideal for Ward. They offer pinpoint accuracy and are more wind resistant thus aiding port operations and increasing efficiency. With added safety features and flexible attachments, we're pleased to have been able to support Ward in acquiring an energy efficient option for its metal processing operations."

As part of The Ward Way sustainability strategy to 2030, the Ward team has also opted for the HybriLift® energy saving system. This optional extra provides

greater load movement while using less energy, further demonstrating Ward's ongoing commitment to carbon reduction and lowering energy consumption, increasing efficiency by up to 35 per cent.

With three fixed cabin positions or two different cabin elevators, the Mantsinen 70 ensures stability and safety in the most challenging environments. It's quick coupling, means the change of attachment can be made in a few minutes, reducing operational downtime.

The multi-award winning, independent fourth generation family business has invested significantly over the last few years with a new head office in Ilkeston, ongoing upgrades to its transport facilities and improvements to its fleet. It has opened a rail terminal and another new deep sea port facility in Redcar in July 2021. This further expands its metal recycling capabilities and follows the deep-sea port development at Immingham in 2018.

[www.ward.com](http://www.ward.com)



# Market-leading discount supermarket selects **Inotec** to supply 40 million RFID identification cards

**T**he premium quality barcode and RFID solutions provider inotec is currently producing 40 million RFID identification cards for a market-leading international discount supermarket chain. The exceptionally large RFID card order was placed after the discount supermarket's strategic decision to install new crate track and trace systems.

The project which is due to be completed in 2024 is being rolled out over four years throughout Germany and Austria. After its deployment, it is hoped that the scheme will be extended to the supermarket's other supply chains across Europe.

The project involves the replacement of the supermarket's classic wooden grocery crates with more durable and economical recycled plastic pallets. Each pallet will carry inotec's inotag Diocard RFID identification cards. These cards are embedded into two sides of each pallet together with inotec's Diobond In-mould barcode labels. So far a total of four million of these RFID card-carrying pallets have been distributed to the supermarket's supply chains.

## **Improving day-to-day logistics of food retailers**

Inotec's RFID identification cards on the



©ALDI SOUTH

new plastic grocery pallets monitor stock on the supermarket's new track and trace system. The RFID chips and barcode labels contained in the cards enable fast, accurate, automatic location-specific detection of the pallets without the need for contact or 'line-of-sight' scanning.

## **Robust enough to last a lifetime**

The extremely robust inotag Diocard and Diobond In-mould barcode labels are fully encapsulated to withstand the tough environments they will be subjected to such as washing, weathering, mechanical abrasion and UV light exposure.

Enthusiating about the project the supermarket's Director of Logistics Management said: "The plastic pallets are

technologically state-of-the-art. They deliver real innovation for optimising our supply chains. At any time the pooling service provider can track how many pallets are in the depots, at the suppliers and dealers. The tracking also reduces pallet wastage.

"We selected inotec to supply its range of RFID cards and barcode labels for our pallets as it is a specialist in container management labelling. Its labels are manufactured to be robust enough to last the pallets' lifetime and so they delivered the most cost-effective and reliable label solution for our requirements."

**[www.inotec.co.uk](http://www.inotec.co.uk)**

# MHW Magazine TALKS

## with Nick Mowat,

### Commercial Director at Sylvagen

#### Welcome Nick, can we start with a brief overview of Sylvagen

Founded in 2018 by Charlie Jones, in a joint venture with A.W. Jenkinson's, Sylvagen was established to offer comprehensive waste recycling and recovery strategy. Following rapid expansion, Sylvagen has become an independent market leader within the renewable, recycling and biomass sectors in the UK and Europe.

Our relationship with A.W. Jenkinson Transport gives us access to a significant number of vehicles. This makes it possible for us to collect materials from all over the UK.

In addition to our UK movements, our knowledgeable team have a wealth of experience to facilitate cross-border movements in Europe. Whether by haulage or shipment by sea, our team can take care of the logistics and documentation to enable the smooth running of international waste movements.

To meet the demands of the industry, Sylvagen established a processing yard and moved to Tilbury in July 2020. The yard is equipped with latest equipment to process a range of materials. Sylvagen also offers the hire of our equipment to help our customers meet their shredding and chipping needs, which includes operation by our skilled engineers.

Sylvagen is dedicated to promoting sustainable and environmentally friendly solutions generating tomorrow's resources from today's waste.

#### Can you tell us something of yourself and your role within Sylvagen?

My name is Nick Mowat and I am the Commercial Director at Sylvagen. I have been at Sylvagen since its inception in 2018, although I have worked in the industry for over ten years. My primary role is to oversee the procurement and sales of various waste products which are destined to enter recycling and energy recovery facilities across the UK.

Can you share with us your most memorable moment so far with Sylvagen?

My favorite moment was the day that we moved into our office in Lamberhurst. I worked alongside Charlie Jones from the launch of Sylvagen where we had two laptops in a café. Therefore, the moment the company opened its first office was a huge achievement and I am immensely proud to have contributed to the expansion of Sylvagen. Since then, the company has continued to expand and go from strength to strength. It is great to see Sylvagen continue to flourish and I am excited to see where the future takes us.

#### What stand-out achievement are you most proud of and why?

I am most proud of being able to see the development of our team. As the business grows and expands into new areas, new opportunities arise. It is a pleasure to see individuals step up to take on new challenges as well developing and





improving their knowledge and understanding of the waste and recycling industry.

**What has been your greatest challenge and how did you overcome it?**

The greatest challenge has been coping with the impact caused by the pandemic. This was overcome by refusing to accept defeat and acknowledging that our customers needed us. We continued to work, adapted to our new surroundings

and now we are looking back on it with more knowledge than before. In hindsight, it was an opportunity to learn and develop.

**Why was Sylvagen founded? What is the meaning behind the name Sylvagen?**

Sylvagen was founded by Charlie Jones in partnership with A.W. Jenkinson to provide a reliable and flexible approach for the disposal of a variety of materials. One of the key materials we work with is waste

wood. This led to the name Sylvagen. 'Sylva' is Latin for wood and 'Gen' being the first part of generation.

**What makes Sylvagen unique?**

What makes Sylvagen unique is our commitment to making the process as simple and efficient as possible for our suppliers and customers. In addition, there is a real sense of team spirit within our business, and we always have a positive attitude.

**What impact has Coronavirus had on Sylvagen and the industry as a whole?**

I think the main impact of coronavirus was that it took us all by surprise. This caused great uncertainty within the industry. The combination of Brexit and coronavirus caused a significant shortage of haulage drivers in the UK which presented a challenge for our business. The effects were also seen across Europe due to the stark increase in shipping rates. Nevertheless, we adapted to the new situation and are coming through the other side.

**How could Sylvagen benefit the readers of Materials Handling World?**

We operate a site in Tilbury to process wood coming from pallets and packaging as well as virgin materials. This may offer a solution to many of your readers based in the Southeast. In addition to our site in Tilbury, Sylvagen handles a variety of materials from waste and virgin wood to plasterboard, RDF, cardboard and plastic. We offer an efficient and effective service to handle your readers waste requirements.

**[www.sylvagen.co.uk](http://www.sylvagen.co.uk)**

# RightCycle by Kimberly-Clark Professional™ launches ground-breaking dispenser and hand towel recycling innovation for businesses

**K**imberly-Clark Professional™ has launched The RightCycle™ Programme for the recycling of old dispensers and used hand towels, supporting UK businesses in their drive to meet zero waste to landfill goals.

Since its ground-breaking launch over 10 years ago, the innovative RightCycle by Kimberly-Clark Professional™ has diverted over 1500 tonnes of previously hard-to-recycle non-hazardous PPE from landfill and incineration. This latest extension of The RightCycle™ Programme gives businesses the opportunity to transform the way they dispose of old dispensers and used hand towels for a more sustainable washroom.

Almost three-quarters (73%) of UK businesses say reducing the environmental impact of their hygiene products already guides their decision-making – a factor set to take on even more significance in the future.

## The world's first dispenser installation and recycling system

In a world's first, The RightCycle™ Programme offers both a dispenser installation and recycling service giving businesses a hassle-free way to be more sustainable and improve its washroom and wiping facilities.

Kimberly-Clark Professional™ expert fitters remove, collect and collate an organisation's old dispensers – no matter who the manufacturer is – and install new, hygienic and sustainable dispensers. Working with its recycling partners, the dispenser components including the plastic, cardboard and metal screws are transformed into new raw materials for



use in new products such as car parts and children's toys – breathing new life into old dispensers and diverting waste from landfill.

## Hassle-free closed-loop recycling service for hand towels

Currently, the majority of used hand towels are just thrown away, now The RightCycle™ Programme offers a more responsible solution with no upfront investment or additional labour needed.

Organisations separate their used hand towels from their general waste at point of use. The Kimberly-Clark Professional™ recycle partner takes them to an aggregation site for compression and baling. The bales are then transported to mills where the fibres are recycled and used in the manufacture of new tissue products – giving hand towels a second life. By keeping hand towels in the 'circular economy', The RightCycle™ Programme helps businesses cut their entire waste footprint by up to 25% and increase their building's recycling rate by up to 5% - supporting sustainability goals.

"We work with our customers to divert waste from landfill or incineration, The RightCycle™ Programme is designed to support organisations' sustainability goals and help position them as a company committed to sustainability and their part towards zero waste. Customers can display their green credentials with a Certificate of Environmental Impact Achievement detailing the difference they have made (such as plastic weight diverted from landfill or total fibre recycled) this increases employee satisfaction knowing that they work for a company that cares," adds James Hallam – Global Circularity Manager, Kimberly-Clark Professional™.

The RightCycle™ Programme for dispensers is open to UK organisations with more than 100 customer-owned dispensers of any category. To be eligible for the RightCycle™ Programme for hand towels any UK organisation must be using – or happy to switch to – Kimberly-Clark Professional™ hand towels.

[www.kcprofessional.co.uk/](http://www.kcprofessional.co.uk/)



# Sucking it up

## Impact sucks your waste away

### Automated waste packaging removal solution

**W**ith each passing year, the volume of waste plastic film, bags, cling pallet wrap, paper, and other flexible packaging materials, used by large ecommerce companies, fulfilment groups, supermarkets, mega warehouses, and distribution facilities, continues to rise. As consumer habits move away from the high street and towards online shopping and returns, this is only going to continue and contribute to a huge logistical challenge to manage unwanted flexible materials. In-house waste disposal is becoming increasingly important and more reliable and effective solutions for removing, transporting, and recycling waste, are essential.

In many instances, the simple waste bin or cage is still widely used in these facilities to allow operators to dispose of unwanted mixed packaging during their daily duty. These are then manually moved to central waste collection points or compactors.

Impact Air System's solutions for large ecommerce and fulfilment giants are engineered to allow the operators to hand feed unwanted flexible material such as adhesive tape backing, garment bags, pallet wrapping, tissue paper or other similar waste products directly into a dedicated local suction point, located near the workstation. No more bins clogging up the work area or wasted time walking to and from central compactors or waste cages. No more slip or trip hazards when waste collects on the floor, significantly reducing labour costs and time. There is also the added benefit of better recycling rates of this material if sorted at the

source and bulk compacted or baled, resulting in a significant reduction in handling and transportation costs and treatment fees at the waste site.

Think vacuum cleaner, just on a much larger scale and integrated into the building's structure. Waste is collected from the source of generation, transported through a ductwork system at a high level, freeing up valuable floor space. A fan provides the suction, moving material at high speeds to a central recycling area for compacting or baling.

Systems can be designed to collect material from multiple workstations simultaneously and transport it long distances to a convenient point, even move the waste to the outside of the building. Each system can be built bespoke to each packing/unpacking scenario depending on the number of workstations, material quantity and space within the facility.

Impact Air Systems works within a wide range of industry sectors, providing air-based technologies to improve productivity, increase recycling rates, reduce manpower, and save money, all whilst fulfilling environmental responsibilities.

[www.impactairsystems.com](http://www.impactairsystems.com)



# WEEE waste plastic and SRF recovery

To assist with material decontamination of the waste electrical and electronic equipment (WEEE) material processed at Enva's plastic recycling and recovery facility in Lincolnshire, UK. Enva employed the services of Impact Air Systems to provide a material separation solution that would remove contamination, improve current capacity, and enable operations to continue to grow.

Enva recycles and recovers a large percentage of small domestic WEEE material generated annually in the UK. Its facilities around the UK and Ireland recycle and recover materials ranging from plastics, metals, wood, oil, glass aggregates for re-use in manufacturing and for energy conversion.

Impact's ZAC, density separation material recovery solution installed worldwide Enva's sink float system, used for the processing of plastics, was being compromised with heavy contamination from the material passing through it, so a density separation system was required to remove the light fibres, dust, and other residue from the rigid plastic material stream. The contaminated material was sent to Impact's test facility for a trial run through the Zigzag Air Classifier (ZAC), a tried and tested solution, popular in the recycling and resource recovery industry for its effective ability to utilise air technology and density separation to clean valuable materials from contaminants.

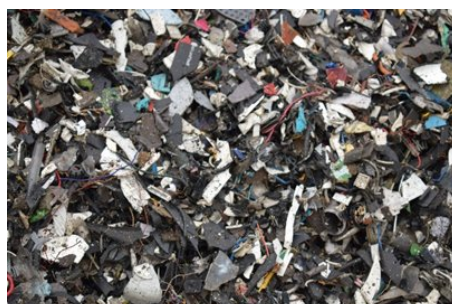
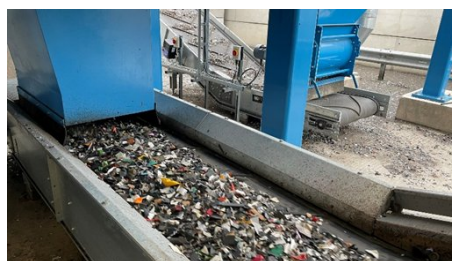
Impact's test facility provided outstanding results, with the input material being cleaned to an exceptional level, which ultimately resulted in the sale of a ZAC800.

For the plastic processing company, the ZAC800 handles up to 14 tonnes per hour



at a bulk density of 350kg/m<sup>3</sup>, however as the ZAC is also available in a 1200mm wide version, compared to the 800mm, and is therefore capable of processing material at an even higher throughput.

Project Manager, James Anderson commented on the installation: "As an existing customer of Impact Air Systems, it was a natural decision to contact them with regards to the additional requirements of the plastic recovery process. We have a great relationship with Impact and have always been more than satisfied with their solutions. The ZAC works extremely well



as part of our process and only took a week to install. The results are impressive and have resolved the issues we were experiencing with the high volume of contaminants hindering the sink float process. The ZAC has also decreased costs due to the contaminants/SRF material being removed earlier in the process before getting wet.

We highly recommend Impact's ZAC for its ability to recover our materials effectively, its low maintenance, ease of use and quick return on investment of around 8 months."

Carl Henson, Technical Sales Manager for Impact Air Systems, sold the system to Enva and said about the solution: "ENVA's efforts in diverting valuable material from landfill are commendable, so to be involved with the upgrades of its recovery process was a privilege. The ZAC800 was the obvious solution to meet Enva's requirements of decontaminating the WEEE material stream and the results spoke for themselves. The ZAC has many features that ensures it is robust, reliable, easy to maintain for the customer, making is an easy choice. Quick access points also allow for unblocking if larger parts manage to make their way through to the ZAC or if there is a material build up. This is the ultimate solution for material recovery and with the return on investment being so quick, our customers are always more than satisfied."

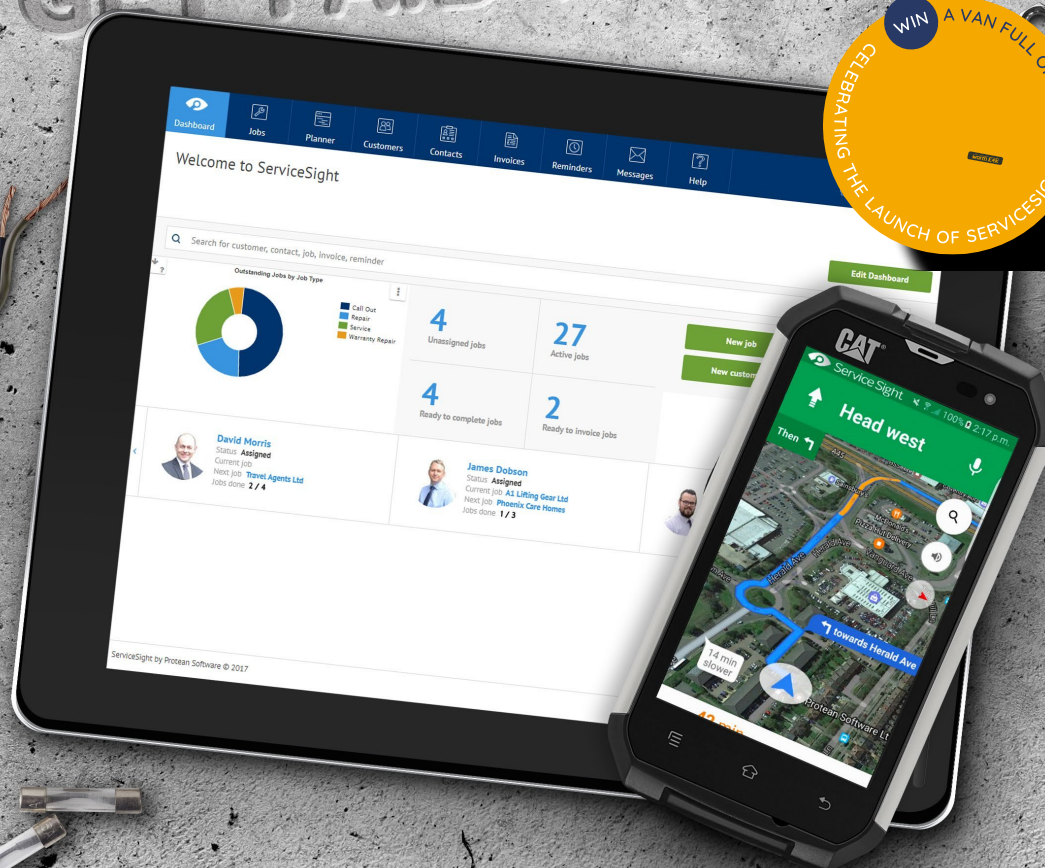
Its separation systems provide convenient solutions for waste recovery and sorting scenarios across the waste management sector, making processes efficient and cost effective.

[www.impactairsystems.com](http://www.impactairsystems.com)



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## VLBG Load Ring

- VLBG can be turned 360°
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- Offers 50% higher working load limit than DIN eye bolt
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