

The Benefits of Self-Locking Hooks:

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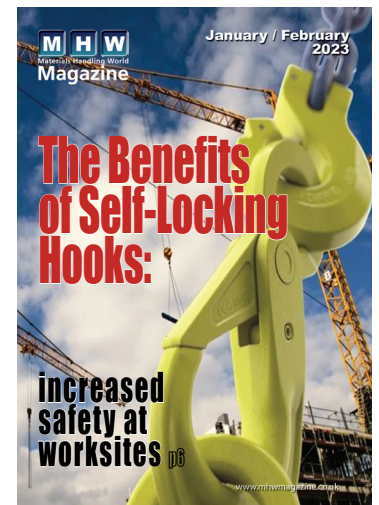
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New Jungheinrich MD Paul Lynam Eyes Opportunities in Sector on the “Cusp of Change”

Paul Lynam is on a mission to help businesses dependent on material handling/intralogistics respond to a fast-changing world.

Paul Lynam has been named the new Managing Director of Jungheinrich UK, the industry-leading intralogistics supplier. It is a role he will combine with his current position as MD of Jungheinrich Ireland, a position he has held for the last two years. The appointment occurs at a critical moment within the intralogistics industry, and Paul is excited to have the reins of both companies at such a pivotal time.

“The sector is on the cusp of major change,” he explained. “We are at the start of a period where the impact of global megatrends such as electrification, digitisation, sustainability and globalisation will mean a lot of change and opportunity for our customers, and we will have to adapt to meet that demand.”

Driving and responding to change

“We’re seeing more automation coming into play,” said Paul, examining the real-world impact of change. “The technology is advancing and the effect of that is that you are creating choices for the consumer and the supply chain. The supply chain can do it the way they’ve always done it, or they can do it in a way that harnesses new technology and futureproofs their business.”

“Our customers are changing, but they are changing at different paces and in different ways. We must change our approach to deal with that. That starts with the products that we’re providing (for example, if you create an autonomous truck, you don’t need to design a comfortable seat for an eight-hour shift because there’s no driver) but it effects every element of our operation, from the people we recruit to how we sell to how we develop the brand.”



Championing Environmentalism

Jungheinrich is no newcomer to sustainability—it is an organisation with 70 years of expertise in electromobility. Yet the company’s EcoVadis platinum certification combined with the launch of Environmentalism, Jungheinrich’s approach to tackling climate change head on, was a step change in the company’s approach to carbon neutrality. It struck a chord with Paul, who will be leading Jungheinrich UK’s journey towards net zero.

“Jungheinrich is taking the issue of sustainability very seriously and we are seeing this not just in new legislation but in the demands of the customer base.”

Those shifting demands are impacting every element of the Jungheinrich UK operation.

“We are developing our proposition with respect to the environmental footprint of our trucks both during the manufacturing and in the longer-term operational lifecycle. Not only are we leading the way in the lithium ion segment but we also have the Powerline range of trucks with a smaller physical footprint and zero carbon footprint to the point of delivery across the range.”

Journey of change

Central to Jungheinrich’s continued success are its people, and there’s one facet of Jungheinrich that struck Paul from his first day with the company.

“This is a business with a lot of long-serving and passionate employees who know everything about forklifts,” he said. “It seems to run throughout the

organisation. Everywhere you go there are lots of people with 20+ years’ service and some have close to double that. I believe this is a sign that the company has been doing things very well, but it is equally a company that sees the world is changing and is inviting and enabling customers to go on this journey of change with us.

“The UK is in my opinion one of the flagship units within the global Jungheinrich organisation and the UK is a major economy. The opportunity to continue the development of the business here in the UK was one of those opportunities that don’t come around too often. Despite the current local and global economic challenges, it’s a good time to be in the industry.”

www.jungheinrich.co.uk

Tosca welcomes Dan Lee as EMEA President



Dan Lee brings over 15 years' experience in delivering revenue growth and profitability improvements for service-driven businesses

Tosca, a global leader in reusable plastic packaging and performance pooling solutions, is delighted to welcome Dan Lee as EMEA President, reporting directly to Eric Frank, Chief Executive Officer.

Dan brings a strategic and forward-thinking vision and wealth of commercial and operational expertise gained over the last 15 years in similar European market-leading B2B service companies.

Under Dan's leadership, Tosca will continue to enhance its innovative and solutions-driven approach for customers in EMEA. Dan's priorities will be focussed around three key pillars; customer engagement, delivering first-class service in the most efficient manner, and how best to utilise technology to improve customer experience. He will work alongside his North America President counterpart, Steve Arendsen.

Dan spent the first part of his career working for Dallas-based NCH Europe, an industrial chemical supplier before moving to Safetykleen Europe where he spent over 10 years in senior executive leadership roles within private equity. These included UK Managing Director at the time APAX acquired the business in 2017.

Immediately prior to joining Tosca, Dan spent 4 years in various roles at phs Group, most recently as Group Managing Director – Specialist Businesses. Phs is a leading workplace services provider in the UK, Ireland, and Spain.

Dan's experience enabled him to focus on commercial and operational improvements within this division, resulting in double-digit growth despite challenging market conditions caused by the COVID pandemic.

During his time at phs, he improved stakeholder engagement, always putting colleagues and customers at the centre of his strategic planning.

Commenting on his appointment, Dan Lee, EMEA President said:



"There are many exciting opportunities to build on in Europe due to the recent strategic acquisitions made over the past few years. Tosca is the only pooler to service the entire supply chain with intelligent, reusable assets, purpose-built to optimise performance and sustainability. What this can do for our customers and the planet makes me excited to lead the EMEA region. In partnership with our customers and passionate team members, I strongly believe we can advance Tosca's mission to revolutionise the flow of goods through the supply chain, eliminating waste at every turn."

Eric Frank, CEO, looks forward to what is next for Tosca EMEA and comments:

"Dan's exciting vision for Tosca in EMEA, coupled with his energy and extensive experience makes him, without doubt, the right person to lead the team in EMEA during a time when there are countless opportunities for service-minded reusable packaging providers. Tosca in EMEA is well placed to thrive under his leadership."

www.toscaltd.com

APPOINTMENTS

Leading machine vision and logistics expert joins Bytronic

Vision engineer Iain Clowery sets his sights on UK's leading Cognex integrator

Bytronic Vision Intelligence has strengthened its UK logistics team with the appointment of expert vision engineer Iain Clowery.

Iain joins UK-based Bytronic as technical manager specialising in vision and ID after a career in vision and logistics engineering spanning almost 30 years.

During two decades at the global machine vision supplier Cognex he helped develop the software that powers the cameras and imaging software now used by many of the world's largest companies.

In his new role, he will work with Bytronic's growing list of logistics customers, building vision projects to help improve productivity and deliver efficiencies as the industry enters a new post-pandemic phase.

Martin Hurworth, CEO of Bytronic, said: "Iain joining us is a real endorsement of our team and a sign of our reputation in the industry. His technical knowledge of vision is second to none. Our partnership with Cognex has never been stronger, and now with Iain on the team that will only get better, allowing us to help more customers transform their productivity with vision."

Iain's work at Cognex involved helping to develop the AI inside the 3D-A1000 dimensioning camera that captures 2D and 3D images of moving objects on high-speed shipping lines.

He also worked on the deep learning technology that allows Cognex VisionSuite software to perform inspections once considered impossible beyond the human eye.

With Bytronic being rated Platinum as a Partner Systems Integrator for Cognex since 2014, and more recently Logistics Partner Integrator since 2021, Iain is joining a team of familiar faces at its Innovation Campus; a team with exclusive access to the latest logistics integration solutions from Cognex.

Iain Clowery, vision and logistics engineer for Bytronic, said: "I've known of Bytronic for a long time so I'm really looking forward to the new challenge. The team here is Cognex's 'go-to' team for logistics integration and vision expertise. This, plus the variety of projects in logistics and factory automation was the big draw for me.

"The logistics industry is consolidating after shipping went through the roof during the pandemic. Lots of new buildings went up and these big companies now all need automation to work smarter and more efficiently. That's where we step in."

Bytronic has seen a rise in requests for vision systems from companies with global manufacturing sites, with new projects in Canada, Norway, Switzerland and Indonesia within the last six months.

While much of its work is done under confidentiality agreements, its customers include household



names in consumer goods, food and beverage, logistics, automotive and battery manufacturing.

More about Bytronic Vision Intelligence

Bytronic gives manufacturers the ability to transform factory productivity by improving inspection and monitoring capabilities. Founded in 1997, its 25 years of vision experience gives its team a unique capability, solving hundreds of applications globally by combining thermal imaging, deep learning and edge vision.

Bytronic has been a Platinum Partner for Teledyne FLIR since 2020. In 2014 it became the UK's first Platinum Partner Systems Integrator (PSI) for Cognex, later becoming its first UK Logistics Partner Integrator (LPI) in 2021.

For more information visit

bytronic.com.

The Benefits of Self-Locking Hooks:

increased safety at worksites

Self-locking hooks, also commonly known as positive locking hooks or safety hooks, are used in all applications, from industrial manufacturing to offshore oil and gas. There are many clear benefits that end-users have found in switching from sling or standard hooks to self-locking hooks – all contributing to enhanced safety in their lifting operations.

Self-closing design

As the name suggests, self-locking hooks close by themselves as soon as a load is placed in the bowl of the hook and lifting begins. Once it closes, it cannot open again until the load is released from the hook.

The self-locking hook concept was launched as the BK model by the then Gunnebo Industries in the 1960s, primarily to improve safety on construction sites where, previously, hooks were

being rigged without any latch at all.

Highly robust latch

Lifting in the construction industry has always been difficult as there is a lot of variability in the loads. Equipment also gets put through a lot of wear as many people are handling the lifting gear and lifting various objects, which often can result in damage to spring latches, like those on a sling hook. This either leads to the lifting gear being taken out of service, potentially delaying work on site, or if good lifting practices are not followed, people may use it without the latch leading to a hazardous lift. The more durable latch on a self-locking hook will last much longer thus preventing delays and unsafe practices, while always remaining closed when under load.

Utilized in a broad range



of applications

Without listing them all, here are three examples of applications where the safety benefits of using self-locking hooks are widely recognized and used:

Construction: wire rope slings, chain slings, and as a connection point between a shackle (or hook) and a sling coming from an excavator.

Industrial manufacturing: chain slings, and we are also starting to see more hoists getting refitted with self-locking hooks.

Offshore: used in forerunners / stingers, which is the line that comes off the crane on the offshore platform to either move loads around the platform or from a supply vessel to the platform.

The Crosby Group recently

launched the offshore galvanized BKLK self-locking hook. Working closely with end users in the offshore industry, we developed this hook as a game-changer in durability, and as proof of the exceptional performance of the hooks, they are also third-party type approved by DNV to relevant offshore standards. We've continued to innovate on the industry's first self-locking hook we manufactured, even if the product today looks remarkably like the first one that came off the production line nearly six decades ago.

Self-locking hooks: the history

In the early 1960s, Karl-Axel Wahlström and Stig Lindgren were credited for the first prototype, hand-carved out of wood—a simpler prototyping method than the 3D printing we use today. They called it the 'BK' hook, an abbreviation of 'Byggnadskrok', which in Swedish is a combination of the word 'byggnads', meaning construction, and 'krok', meaning hook. The product was patented and released to the market in 1965.

The BK and Crosby Shur-Loc hooks produced by The Crosby Group today are very similar, and both are now designed to avoid fingers getting pinched when opening the hook, which is a common problem with lower quality hooks. Interestingly, the Crosby Shur-Loc and the Gunnebo Industries BK hook use different approaches to solving this issue. The Shur-Loc was designed with an enlarged thumb access, positioned further down and away from the pinch point, while on the BK hook, a latch rotation stop was introduced to stop the latch from pivoting down on the thumb.

Both may seem like small changes in the design but are extremely important in increasing the worker safety and minimizing downtime from accidents. Pinch point injuries are one of the most common injuries at worksites and designing a product that will

help minimize that risk is critical. Other slight adjustments with big impact that have been made over the years include flat sections to allow connection with omega couplers or the GrabiQ system, recessed triggers, and easily replaceable trigger sets.

Today, The Crosby Group offers clevis self-locking hooks that connect directly to a chain sling; ball-bearing swivel hooks that can rotate under load; a Griplatch hook with a latch that connects to the body for improved side-stability and reduced weight; galvanized hooks for severe-weather protection; and even a special self-locking version for skip-loaders.

To further enhance the safety features of the hook, we have added the option of a handle to minimize the pinch risk when manipulating the hook. The handle was developed for high-risk environments such as helicopter lifts or lifts in offshore operations, where bad weather and swells are common.

Another invention that came from the offshore oil and gas industry was the Gunnebo Industries' branded double latch hook. The secondary, spring-loaded latch acts as a redundant safety feature, making it impossible for the load to slip out, should the main latch come undone due to being violently hit while the load is idle, for example.

Hot-dip galvanization

It's worth reiterating that the offshore range of self-locking hooks is hot-dip galvanized. The Crosby Group is manufacturing more galvanized chain and rigging gear than ever before, providing products to EN ISO 1461, a hot-dip galvanized specification for coatings on iron and steel. Our products are manufactured and tested to, and above, the highest and most demanding standards globally to extend product life and enhance safety for both personnel and the environment. Galvanizing, the process of applying a protective zinc coating to prevent

rusting, offers benefits such as a longer life span, protective coating with high impact and wear resistance, easy inspection, and lower maintenance costs.

In conclusion, while self-locking hooks are used in all markets, from industrial manufacturing to offshore oil and gas, there is an opportunity to bring the benefits that self-locking hooks provide to more jobsites worldwide. People tend to choose a sling latch hook for convenience or cost, but with few exceptions the benefits of self-locking hooks far outweigh the drawbacks.

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Self-locking hooks close by themselves as soon as a load is placed in the bowl of the hook and lifting begins. About

The Crosby Group is a global leader in the innovation, manufacturing and distribution of products and services used to make lifting and load securement safer and more efficient, with premier brands such as Crosby, Gunnebo Industries, Crosby Straightpoint, Crosby BlokCam, Crosby Airpes, Acco, McKissick, Crosby Feubo, Trawlex, Lebus, Speedbinders and CrosbyIP.

With global engineering, manufacturing, distribution and operations, the company provides a broad range of products and solutions for the most demanding applications with uncompromising quality that exceed industry standards.

www.thecrosbygroup.com

Dynamic New Jungheinrich Partnership Helps Kammac Achieve Industry-Leading Agility

Jungheinrich UK has announced a substantial, five-year rental fleet management deal with logistics and warehousing specialist Kammac, together with a fleet of new very narrow aisle trucks.

- 60-month agreement signed between Kammac and Jungheinrich UK to provide a flexible forklift solution
- The deal enables Kammac to respond dynamically to customer requirements and demonstrates Jungheinrich's ability to solve customer storage and handling issues at short notice
- Additionally, Jungheinrich is supplying a new very narrow aisle fleet with a 14280mm lift height
- The fleet is semi-automation ready, with RFID technology for aisle and position recognition, and is ready to use Jungheinrich's new Fleet Management System

Jungheinrich UK, the industry-leading manufacturer of German engineered intralogistics systems, has announced a five-year rental fleet management deal with logistics and warehousing specialist Kammac specifically to help them handle their growing ecommerce operations.

The deal will see Jungheinrich supply electric counterbalance and power pallet forklifts across the organisation's 14 UK sites in a way that helps Kammac, featured in The Sunday Times' Hundred 2022 of fastest growing companies, address one of the most challenging aspects of the supply chain sector.

"Contracts can change quite

regularly in logistics," explained Kevin Barber, Head of Corporate Business Solutions at Jungheinrich, "and no company wants to overcommit to equipment it needs now but may not need in the future. The new contract gives Kammac a more flexible, dynamic solution where they can on-hire and off-hire trucks throughout the contract without having to give us long notice periods or pay financial penalties. It's an arrangement that enables both Jungheinrich and Kammac to be agile and responsive to our customers' needs."

Halving lead times

Agility isn't the only benefit for Kammac. "No other intralogistics firm offers precisely this form of arrangement, one that lowers

costs and helps de-risk companies with ambitious growth strategies," Kevin said. "Just as important for our customers, however, are our lead times. We are able to deliver at least twice as fast as our competitors. Currently our new truck lead times are as low as 13 weeks for VNA trucks. That compares with quotes of over 12 months elsewhere in the industry."

Enabling greater warehouse capacity

The shortest lead times in the industry were a major driver behind Kammac's decision to replace aging carriers at its Trafford Park site with a new fleet of Jungheinrich's VNA (very narrow aisle) equipment. Investment to date for this site



includes 9 EKX 5 Series VNA and 12 lithium ion-powered pallet trucks, with RFID technology for aisle and position recognition.

"These are semi-automated trucks," said Kevin. "Once connected to the warehouse management system, it will tell the truck where to go. Once accepted by the user, the truck will drive itself to the point in the racking where the pallet is to be picked. It also automatically takes the pallet out of the racking in a safe manner and onto its next destination. The system standardizes processes, increase throughputs and driver input is minimal."

Kevin sees VNA as essential for any organisation wanting

to grow its operation. "In the UK warehouse space is at a premium," he explained. "The best way to optimise that space is to make aisles as narrow and as tall as you can. The trucks in this particular VNA solution achieve a 14280mm lift height."

"We are delighted that, through the combination of fleet management and VNA supply, Jungheinrich UK is helping to give Kammac the capacity, efficiency and flexibility it needs to drive additional growth."

Ged Carabini, Chief Operating Officer at Kammac, said: "We have grown massively over the last 5 years on the back of great customer service, and we've continued to win lots of new

contracts over the last few months, especially in ecommerce fulfilment. This has given us the confidence to invest in the best innovative new kit to give our current and future customers the service they expect."

"If we're doing that we believe we might as well invest in the best. In my opinion, that's Jungheinrich. They offered us the right packages in terms of kit, fleet and availability. Along with their commitment to service, it will help us to take our offering to the next level. It is good to find a partner with the same commitment to innovation as us."

www.jungheinrich.co.uk

<https://www.kammac.com>

B&B Attachments offers CFTS accredited Thorough Examination

Leading specialists in material handling solutions, B&B Attachments provides CFTS (Consolidated Fork Truck Services) accredited Thorough Examination inspections as part of its service offering. Its team of fully qualified service technicians, located throughout the country, are trained to perform Thorough Examination, and provide UK companies with legislation compliance.

The Lifting Operations and Lifting Equipment Regulations 1998 (LOLER) were introduced to place duties and responsibilities on people and companies who own, operate, or have control over lifting equipment.

The LOLER Regulations require that all lifting operations involving lifting equipment must be properly planned by a competent person and carried out in a safe manner. It also requires that all equipment used for lifting is fit for purpose, appropriate for the task, and suitably marked, with its maintenance recorded and defects reported. LOLER also states the requirement for Thorough Examination and Inspection, which are key requirements of the regulations.

A Thorough Examination is a detailed examination of the lifting equipment by a competent person to detect any defects that are, or might become, dangerous. Methods of the examination includes visual examination, functional checks, and measurements of wear. Equipment owners must ensure lifting equipment (including lifting



accessories) undergoes a regular Thorough Examination by a competent person within the specified timescale. B&B's attachment specialists have been fully trained and certified by CFTS to provide Thorough Examinations for forklift attachments. They have practical and theoretical knowledge and experience of lifting equipment, enabling them to detect defects or weaknesses and assess how critical they are in relation to the safety and the continued use of the attachment.

B&B's trained specialists will attend your site and carry out a full inspection of your attachment(s) and leave you with a detailed report of the Thorough Examination. If repairs or maintenance are identified, B&B offers a competitive maintenance service, backed up by its dedicated parts division, to ensure repairs are completed quickly and to the highest standards. B&B also carry out inspections

on all its rental attachments, so you can rest assured that your attachment(s) are safe and compliant.

Forklift attachments must be thoroughly examined by a competent person at least every 12 months, and often more frequently (every 6 months) depending on conditions of use. Or in accordance with an examination scheme drawn up by a competent person.

Ensure you meet the requirements and that your 'Thorough Examinations' are carried out to the highest possible standards by scheduling inspections in line with regular maintenance of your attachments.

Book your Thorough Examination today by contacting B&B's service department on 01670 737373 or e-mail us at service@bandbattachments.com

www.bandbattachments.com

LOBO Advanced Platform Work Platform System Announces Pilot Order From Wynright Daifuku For Harbor Freight Tools



LOBO Systems, a leading provider of innovative work platforms, today announced a pilot order from Wynright Daifuku, a leading retail chain specialising in tools and equipment, for Harbor Freight Tools in Elwood, Illinois, USA.

Wynright Daifuku is a global leader in the design, manufacture, installation, and service provider of integrated material handling systems. Its customer, Harbor Freight, requires working at height, bespoke solutions that are reliable, versatile, and cost-effective.

This marks a significant milestone for LOBO and underscores the company's commitment to providing innovative and high-quality Work Platform solutions to its customers across the globe.

Wynright Daifuku will be responsible for implementing and integrating the LOBO system into the Harbor Freight Tools locations. The partnership is expected to bring significant benefits to Harbor Freight Tools, including improved safety, increased productivity, and reduced downtime. This collaboration is just the beginning

for LOBO. The company is committed to providing innovative and high-quality work-at-height solutions to customers globally and is always looking for new ways to improve its systems and meet the changing needs of its customers.

"We are excited to work with Wynright Daifuku and Harbor Freight Tools on this pilot program," said Robert Bokros, CEO of LOBO Systems. "Our goal is to revolutionise the work platform industry with innovative solutions that improve safety, increase productivity, and enhance the overall user experience. This pilot order is a major step towards achieving that goal."

"I am grateful to have such a dedicated and talented team behind me. Thank you for your hard work and commitment. I am very excited for the future of LOBO!"

For further specific details contact Robert Bokros, Managing Director.
LOBO Systems Ltd. Tel: UK: +44 1332 365666. USA: 1 800 640 5492
sales@lobosystems.com. www.lobosystems.com

How laser marking streamlines the expansion of the robotics and electric vehicles industries

By Aled Ellis, Managing Director at Needham Laser Technologies

When an industrial business is on the verge of expansion, its decision-makers must guarantee that its processes fulfil quality and regulatory standards. In addition, the new processes should enable the highest-quality output, allowing for continued future growth. Traditional marking and coding systems often fail to meet these criteria, especially to the standards that the robotics and electric vehicles industries require. Such systems frequently result in sacrifices in efficiency, quality, dependability, and output quality.

Laser marking technology has facilitated the growth of numerous production processes, ranging from the precise requirements of medical equipment to the stringent regulatory obligations of aeronautical engineering parts. The expansion of industrial robotics applications and the consumer demand for electric vehicles has given the sectors' largest assembly lines a need for a marking method capable of giving consistent, trustworthy results.

The integration of robotic part marking

Robotics play an important part in modern manufacturing processes; they allow a growing organisation to increase its efficiency and fulfil the increasing demand for its products through the automation of key tasks. However, the expansion of industrial robotic applications introduces its own challenge: the need for an equally

efficient process for coding and labelling robotic units.

The advancement of laser technology has enabled the large-scale, reliable deployment of robotic solutions throughout production and manufacturing lines all over the world - and the UK's laser technology is at the forefront of this fully automated system.

Engineering with laser technology

The growing role of robotics is now seen across many of the UK's industries, but no industry has required as much seamless integration as manufacturing and production engineering.

The manufacturing of robotic units is strongly reliant on identification and traceability to aid maintenance and accurately track parts that are distributed worldwide. It is therefore critical for businesses in the robotics and electric vehicles industries to accurately and permanently mark assets with precise identification in order to regulate and track them throughout their entire life cycle.

To adapt innovative technology into large-scale manufacturing production lines, each part must be traceable and tracked for quality assurance.

Laser marking systems surpass traditional rotary engraving or dot-peen systems and provide a permanent solution for serial codes, matrixes, component

numbers, pictures, or lot coding, allowing for full unit identification, longevity, and quality tracking. This, in turn, allows for the broad use of robots at the core of a production line. The robotics sector is not the only industry with stringent traceability requirements; others, such as electric cars, enable the safe manufacture and delivery of large-scale consumer products.

The use of laser engraving in the automobile industry

The demand for electric vehicles has never been stronger, which has resulted in the government implementing rigorous traceability laws to ensure accountability for the safety of vehicles on our roads.

Every vehicle must have a Vehicle Identification Number (VIN); this applies to cars, buses, motorcycles, agricultural equipment, and construction equipment. The 17-character identifying number allows investigators to trace a specific vehicle to its manufacturer. This may prove vital, as the rise of electric cars introduces issues of counterfeit or discontinued car parts being used, and these may pose dangers when they are not traceable or correctly identified.

Aside from being used to mark VINs wherever it is needed, laser engraving enables automakers to mark their own products, whether for monitoring - which is critical if businesses need to recall defective parts on a national scale

- or for branding purposes. Laser marking allows for a non-contact, efficient application of a design that does not compromise the material's integrity. Furthermore, in automotive applications where precision is critical, laser marking and coding enable the replication of accurate marks with no variation.

Vehicle marking can take the form of QR codes, which are excellent for expressing a wide range of information, including serial numbers and barcodes. For example, depending on the

application, a person can learn when a machine or piece of equipment was last serviced by scanning the laser-engraved barcode with a smartphone.

When it comes to aerodynamics, the issue of component marking is also eliminated; lasers generate permanent markings on the surface rather than etching into it; the impact is so little that Formula 1 manufacturers employ laser marking on parts tested in their wind tunnels used for precision testing. Formula 1 engineers, alongside those in

the aerospace industry, analyse the aerodynamic performance of specific parts, with the aim of finding no registered impact from etching - which laser marking guarantees.

Laser marking systems offer unrivalled innovative solutions for the easy integration of coding and marking systems on a production line. With fewer moving components, laser engraving is a cost-effective technique to raise a production level to any scale, efficiency, and quality it aspires to reach.



Hyster®

alternative fuelling options provide green alternative for diesel lift trucks

Hyster has introduced new engine fuelling options which enables its Big Trucks and A Series IC forklifts to use HVO 100 (Hydrotreated Vegetable Oil) according to the EN15940 standard. In addition, the H2.0-3.5A A Series lift trucks can use GTL (Gas to Liquid) and BtL (Biomass to Liquid) fuels.

These alternatives to diesel may help reduce CO2 emissions by up to 90%, supporting businesses in lowering their carbon footprint.

“While electrification of higher capacity lift trucks is moving forward, it is not yet the right solution for every application,” explains Rob Maris, Product

Strategy Manager Big Trucks for Hyster Europe.

“The initial cost of electric lift trucks along with the infrastructure and charging upgrades required can often delay adoption. And for the largest trucks, battery and hydrogen fuel cell technology simply isn’t there yet.”

“Switching to greener fuel types, such as HVO 100, may offer a stop-gap solution for some businesses to reduce their carbon footprint while moving towards electrification,” Rob continues.

HVO is a paraffinic bio-based liquid fuel originating from many kinds of vegetable oils, such as rapeseed, sunflower, and soybean oil, as well as animal fats. It can be used in conventional diesel engines, pure or blended with fossil diesel (Petro diesel). However, some minor modifications may be required in the fuelling systems due to the ethanol content.

Hyster A Series models are also capable of running on GTL and BtL fuel types. GTL is an alternative fuel derived from natural gas, which may produce fewer emissions and pollutants than conventional crude oil-based diesel. BtL fuels are synthetic fuels made from biomass – generally from solid biomass such as firewood, organic waste and animal meal. They may

reduce emissions of particulate, hydrocarbons, CO, and CO2.

Hyster A Series lift trucks can be delivered ex-factory, readily equipped for use with alternative fuels. To enable HVO 100 to be used with Hyster Big Trucks, Empty Container Handlers, or ReachStackers, an aftermarket kit has been made available.

The solution supports compliance with Tier III, Tier IV, and Stage V emissions regulations and can be easily applied in the field, or factory-fitted for new equipment. Nitrile Rubber (NBR) seals in the fuel system replaced with FKM seals; a fluorinated, carbon-based synthetic rubber with long-term resistance to the effects of ethanol. Current fuel lines and other components used already have good resistance to the long-term effects of HVO.

Depending on the application and duty cycle, a fuel economy reduction of up to 0 - 6 percent on Big Trucks is also possible,

compared to regular diesel fuel.

At the same time, using HVO 100 has no negative impact on a lift truck’s existing emissions improvement technologies, such as Diesel Oxidation Catalysts (DOC), Diesel Particulate Filters (DPF) or Selective Catalytic Reduction (SCR) systems. These alternative fuels also have no adverse effects on the durability of lift truck and container handler engine components, while delivering similar engine power output.

“Making HVO 100 a fuel option for Big Trucks is one of many Hyster projects relating to power options,” says Rob. “We continue to explore and provide new solutions to help businesses manage emissions from handling equipment at every stage of the journey towards electrification.”

For more information, contact a local Hyster distribution partner or visit www.hyster.com.



HERE works with AWS to provide indoor/outdoor device positioning services to AWS third-party developers

HERE Technologies, the world's leading location data and technology platforms, today announced its work with Amazon Web Services (AWS) to deliver developers with improved performance for indoor/outdoor positioning capabilities to track and manage any number of internet-of-things (IoT) devices.

Across industries and sectors, devices and applications demand reliable and accurate positioning information, regardless of environment or signal availability from Global Navigation Satellite Systems (GNSS).

Recently at re:Invent 2022, AWS introduced the new AWS IoT Core Device Location feature to make it possible to track and manage IoT devices without relying on GNSS/Global Positioning System (GPS) hardware. Historically, not all IoT devices can be equipped with GPS due to its high-power requirements, larger device footprint and higher integration costs.

HERE Positioning is being supported by AWS IoT Core Device Location for more accurate, indoor/outdoor position estimates globally. HERE Positioning allows for seamless switching between different localizing technologies and does not rely on GNSS for the location of a device or application. The HERE Positioning API supports a large variety of device types, regardless of operating system if some network or cellular connectivity is available.

With AWS IoT Core Device Location, for example, field service teams can stay informed and quickly identify the location of devices that require maintenance action. It can also support location-based security enhancements, such as restricting access to a specific geographic region and improve the security of any IoT solution.

HERE Positioning maintains a worldwide database of more than 200 million Cell-ID (GSM, WCDMA, LTE, 5G) and 5.6 billion Wi-Fi Access Point locations,

which is dynamically updated and populated through sophisticated machine learning (ML) algorithms. "We're proud to expand our work with AWS to bring these increasingly relied upon capabilities and location-based services to the AWS developer community. Support for HERE Positioning makes devices and applications location-aware at a global scale in various environments with high-levels of positioning accuracy and data security," Giovanni Lanfranchi, Chief Product and Technology Officer at HERE Technologies.

More about HERE Technologies
HERE Technologies is the recognized pioneer and leader in location technology. Our platform enables users to build custom and privacy-centric location services, create live maps, and securely exchange location data. From autonomous transportation and smart logistics to new consumer experiences, the HERE platform helps customers, partners and developers to move the world forward in the era of spatial intelligence. www.here.com.



Let there be light! HellermannTyton introduces glow-in-the-dark identification solution

HellermannTyton, the cable management specialist, has expanded its range of TIPSTM Printable Marking Tags (TipTags) to include a glow-in-the-dark option, providing customers with greater visibility when identifying cables.

A first for the industry, the new TipTag is ideal for customers working in automotive, aerospace and defence, panel building, rail, and telecoms and is especially useful when undergoing testing and inspection.

HellermannTyton identified a need, especially for those working in dark and difficult-to-access environments, for greater visibility of the ID marks on TipTags, and as a result, created a new material blend to create a TipTag which glows green when exposed to ultra-violet light.

Manufactured in the UK using halogen-free polyolefin, the new TipTag is ideal for marking larger wire and cable bundles. Perforated as standard, the TipTag can be fastened using cable ties and features excellent resistance to abrasions, UV, acids, and fuels; all of which secures its suitability with many of the industries that HellermannTyton works with.

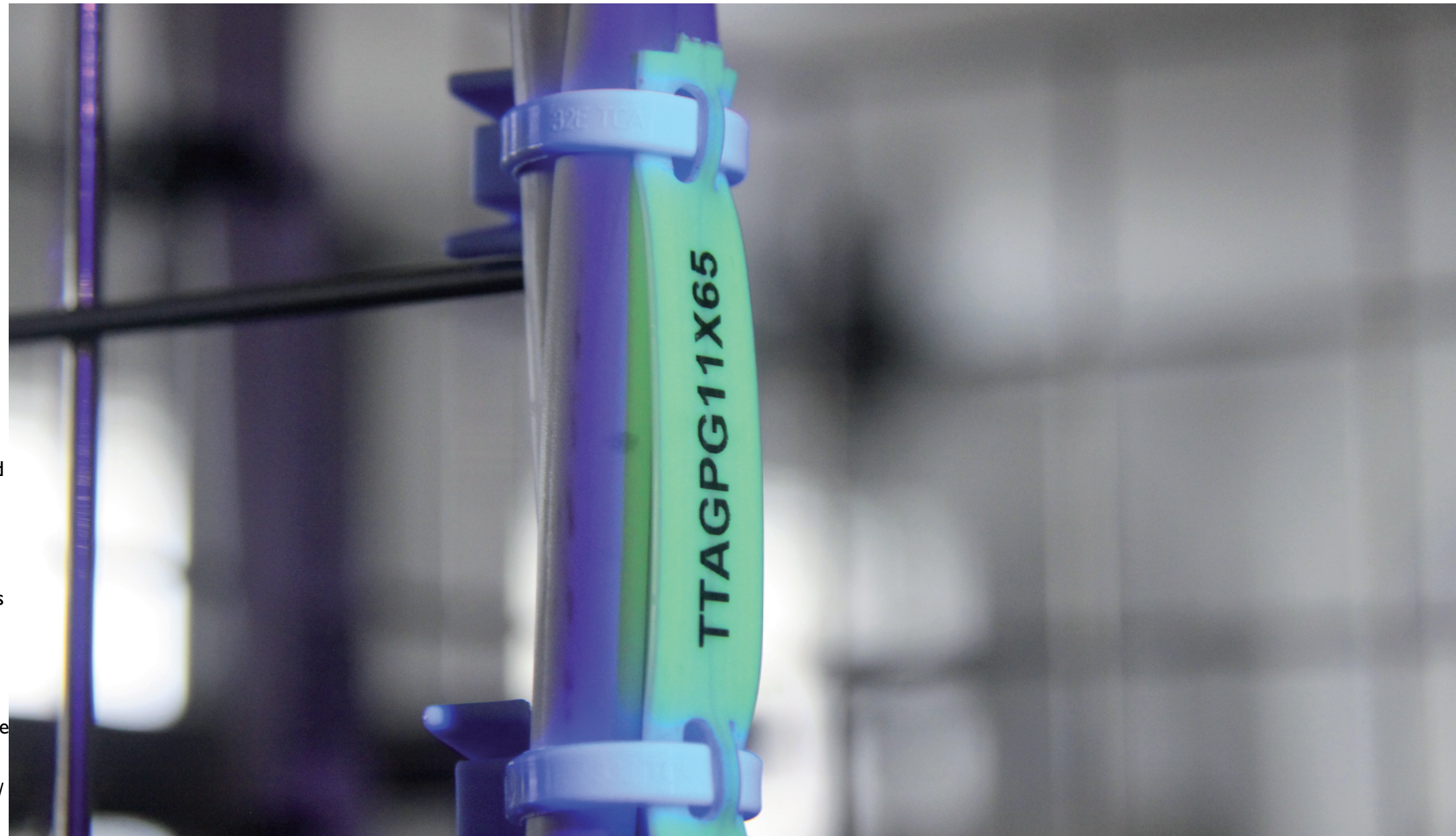
Mary Arrowsmith, Product Manager for HellermannTyton, comments: "We are delighted to introduce a UV reactive TipTag to our product portfolio after seeing first-hand the need for greater visibility across multiple industries."

"Often engineers need to access cables for maintenance, however in sectors such as telecoms where the cables are installed underground, the engineers tend to have difficulty finding the correct cable. As a first for the cable identification market, the TipTags give our customers a safer, more convenient way of identifying cables."

"As a business, we are committed to ensuring that our products meet the changing needs of our customers and as a result are really pleased to provide our customers with a useful solution which will meet the requirements for testing and inspections."

The TipTag operates between -40°C to +90°C and comes in standard lengths 65mm to 100mm. Lengths up to 200mm are available on request.

To learn more please visit: <https://www.hellermanntyton.co.uk/contact>



Freightify secures \$12M funding round as it democratizes access to best prices for freight forwarders

Freightify is providing freight forwarders enhanced capabilities to procure, manage and quote Freight prices instantly. Customer numbers and revenues tripled in the last 12 months as it seeks to strengthen product, sales and marketing.

Global freight forwarding is a \$300B industry that facilitates the movement of cargo from one place to another through a series manual process. Solving the complex challenges facing freight forwarders and helping them to do more business faster, freight rate management platform Freightify is today announcing a \$12M Series A funding round to save 70% of the time spent on manual tasks while halving the operational costs to do business for them.

The round was led by Sequoia Capital India & Sequoia Capital Southeast Asia with participation from Trail Mix Ventures and Alteria Capital. The round also includes returning investors Nordic Eye Venture Capital and Motion Ventures. Founded in 2016, Freightify initially started as a marketplace for freight forwarders to conveniently search, book and track freight.

This experience in automating sea-freight paved the way to a SaaS pivot. Today, Freightify's platform, with rate management and quoting capabilities, is able to empower freight forwarders to



Raghavendra Viswanathan, CEO of Freightify

procure, manage and quote freight prices (including all possibly ancillary charges) in less than 2 minutes.

Freightify is navigating a unique approach in the industry, away from a marketplace model that offers a one-to-many solution, and more of an all-encompassing personalized platform that freight forwards can license as a white label solution for their websites offering an unparalleled engagement opportunity for their customers.

Over 200 freight forwarding companies providing global logistics services (across 45 countries) use Freightify to digitize their operations. These customers have reported halving the cost and a substantial time saving in doing business. Some customers deploy a Freightify white-label platform and have reported an increase in retained business and an increase revenue by 20%. This success has seen revenues at Freightify triple in the last year as they have attracted large numbers of the top 100 freight forwarders around the world.

Raghavendra Viswanathan, CEO of Freightify, commented "For too long, freight forwarders have been restricted to spreadsheets and legacy processes to do business. We set up Freightify to remove the heavy lifting of manually providing quotations, accepting email/

telephonic bookings, managing documentation, coordinating and tracking shipments. Freightify solves these challenges by giving them and their customers a live pricing platform like the ones used by travelers to compare airfares, showing real-time rates on a single screen. Freight forwarders are like the travel agents for global trade, however, air travel is not as complicated as global trade. Supply chains require experts to manage cargo throughout the entire lifecycle and freight forwarders play a vital role in greasing the wheels."

Freightify's new funding round will help launch new functionalities and deliver on a strong and expanded product roadmap, expand the sales team globally, especially in North America, build channel partnerships, and increase their brand awareness globally as they expand into new geographies and segments.

Harshjit Sethi, Managing Director, Sequoia Capital India commented: "The global freight forwarding industry with a market cap of over \$300 billion has been never more ripe for disruption and adoption of technology. With the lack of structured pricing data that can be retrieved instantly and used across the freight forwarding value chain, we are truly excited to be partnering with the passionate team at Freightify, which provides white labeled rate automation solutions that is truly unique and can bring

in a lot more visibility to the ever changing dynamic freight rates."

Existing investor at Freightify, Nordic Eye's Investment Partner and Manager, Ib Drachmann added: "We have been impressed by the common vision of the company to democratize technology for the freight forwarding ecosystem. We are happy to see the scale at which Freightify has been growing, adding new logos globally and strengthening their product capabilities. Hence, we are doubling down on backing Freightify."

Raghavendran Viswanathan Raghav added: "We have been expanding rapidly across Europe, Australia and key regions in Asia Pacific, and are currently expanding in North America. We have a highly skilled product and engineering team that can deliver on a strong product roadmap. Sales people on the field with deep experience in the freight industry. We are building out a strong marketing function that can drive growth."

Looking ahead Raghavendran Viswanathan added: "Various marketplaces around the world are attempting to become the Amazon of services for freight forwarders, which will help. We believe in empowering the freight forwarders and are taking the Shopify route by selling a SaaS product to enable them manage and create their own communities"

TEPS Enters New Era with Rebrand and Investment



Hull and Yorkshire-based family-run Export Supply Chain Specialists Trans European Port Services (TEPS) are excited to announce their new rebranded and online platform.

The recent brand positioning and implementation offer a deeper insight into the company's specialisation in supply chain storage, hauling, and distribution, an area in which they have excelled for over six decades. With a track record of creating efficiencies and a compassionate approach to supply chain storage and distribution, the company has earned a robust reputation in Kingston Upon Hull, Yorkshire, and the neighbouring regions.

The newly updated website and online platform now offer a user-friendly experience that guides prospective and existing clients through Lean Management Strategies, Supply Chain Practices and Processes. Furthermore, it highlights how TEPS, a Hull-based and AEO Accredited Warehousing, Storage, and National Distribution Partner, can

assist clients in achieving their ESG (Environmental, Social, and Governance) goals.

The newly updated website is primarily focused on showcasing the comprehensive array of services TEPS can offer to UK manufacturers and businesses. These services include Container Management, Warehousing and Storage, Transport and Distribution, Sustainability Partnering, and Supply Chain Management. The website boasts a fresh and modern appearance while still acknowledging the previous historical branding.

Paul Fordon, the Managing Director of TEPS, pictured, assumed leadership from his father Geoff in 2005, continuing the legacy of a family-owned business. In 2008, TEPS became an operational company of the John Good Group, a family-run business that has been thriving for 190 years in Yorkshire.

Paul Fordon, the Managing Director of TEPS, expressed his enthusiasm for the rebrand, stating, "I am thrilled to unveil our

new brand to our exceptional team at TEPS, as well as our current clients and the wider market. By repositioning ourselves, we are showcasing our strategic geographic location as the gateway to Europe and highlighting our expertise as supply chain warehousing and transport specialists for the Humber area and beyond. Moreover, our accredited facilities are conveniently located just a stone's throw away from the main road network. As leaders in the strategic, sustainable warehousing, storage, and distribution sector for product/manufacturing supply chain, our rebranding, repositioning, and exciting plans for 2023 firmly establish our position in the industry."

As TEPS enters 2023, it embarks on an investment program to support its growth aspirations. The rebranding initiative positions the business to raise awareness of its state-of-the-art, accredited supply chain storage facilities and its fleet of vehicles, which play a crucial role in driving the UK economy forward. <https://www.tepsgb.com>

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Did You Know: Interesting Facts and History of Conveyors

It would take ages for consumers to receive parcels without them, catching a plane would be even more troublesome, and some companies would be inefficient and unreliable. Although conveyors play a vital role in our lives, very few people know much about them. It's time to change that. Find out the most exciting facts about conveyors.

Its first appearance was in 1795

The first time the world saw a conveyor in action was in 1795. They were small, human-powered, and made of leather and wooden beds. These conveyors were commonly seen in ports, transferring agricultural products from shore to boats.

It was considered revolutionary

Nowadays, conveyors are seen as a simple and necessary tool, but back in the Industrial Revolution, they were considered groundbreaking. During the 18th century, conveyors became steam-powered. Remember: steam was the planet's preferred power source back then.

Conveyors helped the British empire expand

Ok, maybe that's a stretch. But the British navy used conveyors for logistical reasons in 1804. If you are thinking about missiles being transported from land to a

warship, sorry to disappoint you. The conveyor was first used in a bakery to move... biscuits for sailors! Yummy!

Temperatures too high or too low were a problem

Rubber was used in the first conveyor belts, which caused many problems. During the summer, it was susceptible to melting and becoming sticky. In winter, the cold would make it too rigid. Maintenance teams were always unhappy.

Ford didn't invent conveyors

Henry Ford was a genius and changed the world forever. In spite of this, he did not invent conveyors, contrary to general belief. But it's fair to say his production lines showed the world how useful this tool was. He also deserves a motion of congratulations for having improved the technology.

Goodyear helped a lot

Funny enough, another name linked to the nascent automotive industry contributed to the popularisation of conveyors.

Charles Goodyear patented vulcanised rubber in 1844. The non-weather-sensitive nature of this material led to its use on conveyors. You're welcome, maintenance.

Conveyors pushed the mining industry forward

In 1905, an inventor called Richard Sutcliffe introduced the first underground conveyor belt, made from layered cotton and rubber. Rubber-covered belts became standard in mining, quarrying and mineral processing thanks to their superior durability and flexibility.

As a result, massive quantities of coal and minerals could now be moved much more efficiently. Before that, the mineral extraction industry had to rely on rail lines that were costly and demanded a lot of maintenance. Furthermore, when a mine was closed, the conveyor could be quickly disassembled and reassembled elsewhere. Rail lines, on the other hand, were practically permanent.

The industry is on fire

However, the conveyors are not. Modern metal belts can be flame-resistant, heat-resistant, magnetic or conductive to adapt to many manufacturing processes.

Skynet feelings

Modern conveyors can organise packages by detecting their positions and weights, and rotating or aligning them for more efficient processing. Some belts can even identify and classify different types of objects or packages, sending them in



different directions as needed. It would make Skynet, from the movie Terminator, proud.

The biggest conveyor system in the world has over 60 miles

Do you think your conveyor is big? Think again. A system interconnecting several conveyors in Morocco has over 61 miles in length. It is used to transport phosphate ore from a mine in Bou Craa to the port town of Marsa. The system moves 10% of Morocco's total phosphate production. Legend has it can be seen from space.

The longest single conveyor belt is equally impressive

The world's largest single

conveyor belt is in Western Australia, operating between the Mount Saddleback mine and the Worsley refinery near Collie. It is so big that it is featured in the renowned Guinness Book of Records. It is over 19 miles long and passes through 22 tunnels and ten bridges, transporting bauxite ore.

Joloda moves goods for a major online retailer in the UK

One of the world's biggest retailers trusts Joloda to provide conveyor servicing and emergency breakdown support across its UK operations. The corporation, which can't be named for contractual reasons, has 50 locations in the United Kingdom.

The choice for Joloda is no surprise. We are one of the UK's largest aftercare providers for conveyor and materials handling products.

Moreover, Joloda has an outstanding network of engineers with unparalleled technical knowledge and industry experience.

Join the revolution

As you can see, conveyor belts have kept the world moving for centuries. Are you part of the revolution? Do you want to improve your team's productivity?

The Joloda Conveyor Services crew serves the whole of the United Kingdom. Get in touch and ask for a free assessment.

ABB RobotStudio®

takes to the Cloud enabling real-time collaboration

- World's leading robotics programming software expands into the cloud with powerful new functionalities
- Allows teams to collaborate on robot programming and simulation from anywhere in the world, on any device
- New features include simplified interfaces, version control and highly accurate simulation – making programming easier and faster

ABB has enhanced its industry-leading RobotStudio® robot programming and simulation software with cloud-enabled functionality. The new RobotStudio Cloud enables individuals and teams to collaborate in real-time on robot cell designs from anywhere in the world, on any device. New features such as automatic version control increase transparency and productivity across teams. The software's simplified interfaces and intuitive navigation allow users of all skill levels to work on robotic projects.

“At ABB Robotics, we continue to develop innovative and flexible solutions to help businesses overcome challenges, respond to changing customer needs and thrive in an age of increasing digitalization,” said Marc Segura, President of ABB Robotics division.

“New web-based tools like RobotStudio Cloud bring a new level of agility and flexibility to manufacturers in how they plan and design their robotic automation solutions. Offering a simplified user experience, RobotStudio Cloud helps to increase collaboration and reduce complexity, enabling both novices and experts to push the boundaries of robotics programming.”



Already the world's leading robotic programming software, the new and enhanced cloud based RobotStudio software can help companies program robots more collaboratively while cutting the time, cost and disruption associated with physical testing and commissioning. Now system integrators and engineering teams can collaborate in real-time to design, develop and enhance robotic automation solutions.

New features in RobotStudio Cloud include version control, which allows users to keep track of changes and have full transparency of any amendments. With complete knowledge of who edited the program and when, developers can cut the time needed to resolve errors and performance issues.

Incorporating RobotStudio's cloud-based virtual controllers, developers have a rapid and powerful robot simulation tool to tune and test programs. By producing an exact digital twin, the virtual controllers give developers complete confidence that – once installed in the real world – the robot will move as precisely as in the simulation. This allows for the fine-tuning and optimization that can help minimize waste or problems when production begins.

The software's simplified interface makes it easier than ever to produce and change programs, enabling users with little engineering expertise to program robot applications rapidly and with minimum effort. Meanwhile, enterprise-grade

protection ensures high security and productivity.

RobotStudio Cloud is the latest chapter in the ongoing development of ABB's RobotStudio software, which already offers over 500 integrated productivity-enhancing functions. Automatic path planning, for example, can reduce the time needed to program robots by 80 percent. In addition, AR (augmented reality) and VR-enabled (virtual reality) options allow users to optimize the design of their robotic installations by enabling them to visualize and interact with them in a virtual 3D environment. RobotStudio® Suite including the RobotStudio Cloud are available in the Premium license package.

ABB (ABBN: SIX Swiss Ex)
ABB is a technology leader in electrification and automation, enabling a more sustainable and resource-efficient future. The company's solutions connect engineering know-how and software to optimize how things are manufactured, moved, powered and operated. Building on more than 130 years of excellence, ABB's ~105,000 employees are committed to driving innovations that accelerate industrial transformation.

ABB Robotics & Discrete Automation as one of the



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

Jungheinrich automation helps Coach House build business resilience



A new fully automated high bay warehouse has dramatically increased storage capacity, helping a Lancashire-based global furniture and homeware supplier facilitate growth and increase efficiency.

- New, fully automated, 32.5m tall, high bay warehouse in clad rack (silo) construction provides 10,250 pallet locations in double deep format
- 3 x ASRS cranes with special double load handling capability handle two distinct pallet sizes.
- Dramatically increased storage capacity and reduced product handling increase business resilience and support growth

Jungheinrich UK, the industry-leading manufacturer of German engineered automated storage and retrieval systems, has given global trade-only furniture and

homeware supplier Coach House a new level of resilience to support its continued growth.

Coach House is a highly successful family run business with over 40 years' experience selling design-led furniture to retailers, interior designers and hoteliers across Europe.

The 20,000-square-foot fully automated high bay warehouse extension at its Lancashire base is helping Coach House face the future with confidence, following the combined challenges of 20% sales growth, a global pandemic and global supply chain issues.

With a vastly increased storage capacity the project, completed in January 2022, has given the company the ability to increase its stock holding as a buffer against uncontrollable external factors.

Coach House enlisted Jungheinrich, the UK's leading intralogistics expert with whom it already had developed a strong relationship, to help plan the project and then act as Principal Contractor and onsite CDM (Construction Design and Management) coordinator. The two companies worked closely together to develop the right solution settling on an automated storage and retrieval system (ASRS) capable of holding 10,250 pallet locations. From data analysis and feasibility studies to concept drawings, detailed designs and civil engineering, Jungheinrich consulted with Coach House to provide guidance at all stages of the project life cycle.

Also part of the project were three Jungheinrich automated stacker cranes capable of handling two distinct pallet sizes; a clad

rack structure, pallet conveyors, stretch wrappers, in-line weighing, pallet profile checks, a sprinkler system, controls and software.

Now in full operation, the high-density, high-throughput system is enabling Coach House to maximise space. At the same time, full automation (the facility requires minimal operator input) is minimising product handling and enhancing a level of efficiency already optimised by the existing Jungheinrich warehouse management system.

Danny Bovingdon, Director at Coach House comments, "Our strategic partnership with Jungheinrich stretches back over 5 years. We have developed our intralogistics solutions with Jungheinrich from conventional forklift trucks, Very Narrow Aisle trucks as well as racking and

Warehouse Management Systems. With this latest development into full automation, we have yet again maximised the additional space our extension provided as well as enhanced the efficiency and performance of our processes. Aside from improving order fulfilment, we have also been able to handle a higher volume of orders.

"Without the additional capacity, we would have needed to find new premises - which would have brought significant operational challenges and costs. This facility has secured our future growth plans. We are thrilled to further cement our strong partnership with Jungheinrich," he added.

Steve Richmond, Technical Sales Director for Automation at Jungheinrich adds: "Working together, Coach House is

successfully continuing to develop the intralogistics processes and systems on its site, and we are delighted that Jungheinrich was once again able to be a key partner in the story.

"Using our expertise and comprehensive portfolio, we were able to take the space available and optimise it to its full potential. By positioning Jungheinrich as a partner instead of a supplier, we were able to carefully guide Coach House through complicated hurdles to reach their end goal. We're pleased to yet again be able to deliver a solution that both we and our trusted customers can feel proud of."

www.jungheinrich.co.uk
More information on Coach House can be found here: <https://coachhouse.com/about>

How mezzanine floors help your business save money

Mezzanine floors aren't just a great space saving tool, they're also money savers that are sure to help your business in the long run. Alfa Industrial, a leading engineering solutions provider, told us how you can save money by building a new floor within your warehouse.

Energy saving

Mezzanine floors are placed high off the ground. As you heat your warehouse during the winter, the warmth will rise to the top, making your mezzanine floor the perfect place for an office, meeting room or staff room.

Having a mezzanine floor also means you will have a smaller area of space to heat, as opposed to having multiple rooms, allowing you to save a considerable amount on energy bills.

No need to expand your facilities

By expanding your warehouse space through traditional means (building extra rooms or relocating) you will spend a large sum of money that you can otherwise avoid with a new mezzanine floor. These systems provide a solution to your lack of space by allowing you to expand your warehouse for a much

cheaper price.

Less time shutting down operations

Mezzanine floors can be built in as little time as one day, allowing you to shut down your operations for only the minimal amount of time possible. This will ensure that you only lose a minimal amount of revenue from the shut down of your facility.

Dismountable

Avoid spending money on sizing down on your equipment with a mezzanine floor! Mezzanine floors can be dismantled and built again, allowing you to move your infrastructure anywhere your business takes you next. This permanent expansion option will allow you to keep your preferred layout for your equipment wherever you go.

No planning permission cost in some cases

Section 55(2)(a) of the Town and Country Planning Act 1990 allows internal works without the need for planning permission. However, Article 44 of the Town and Country Planning (Development Management Procedure) (England) Order 2015 (SI 2015/595) details that you cannot make internal alterations

of more than 200 square metres for buildings used for the retail sale of goods other than hot food, so make sure you plan accordingly.

If you do not need planning permission to build a mezzanine within your warehouse, you are able to save a lot of time and thousands of pounds.

Keep your money within the business

If you own a business, you know how important it is to keep production costs low and to ensure the money you spend is done so wisely. If you decide to expand your warehouse with a mezzanine floor instead of renting a new warehouse, you'll be able to keep that money as an investment for your business as opposed to giving that money to a landlord.

Increase in speed of workflow

By increasing the amount of space available for your employees to work in, you can improve the workflow in your facility. Increasing the speed at which your warehouse produces your products will create more revenue, allowing your new mezzanine floor to pay for itself!



Renovotec

launches Printer Audit Scheme

- Audit information enables a supply chain company to reduce its print costs by 33% and increase printer performance by 25% say Renovotec
- “This free trial will help to educate the industry on the business benefits of printer estate auditing and the data that it delivers” says Renovotec CEO Richard Gilliard



Supply chain solutions and services company Renovotec is launching a free three-month trial for its printer audit service, the company announced today. The audit helps a supply chain company to understand its printer estate: how many printers it has, where they are located and what condition they are in. This enables management to make timely media and maintenance decisions that can reduce print costs by more than a third and increase shopfloor and warehouse printer productivity by over 25% according to Renovotec industry feedback.

Renovotec's printer audits are

proven and powerful according to the company, which has used its experience to accurately track a range of life cycles for both newer and legacy printers, measuring total cost of ownership (TCO), from acquisition to recycling and disposal. User surveys show that printer downtime is reduced and operational longevity is increased as a result.

Printer auditing can be applied to all print delivery environments including conventional, cloud, rental and fully outsourced options. Analyst IDC forecasts that six in ten organisations will be opting for managed print services (MPS) by 2024, attracted

by the lower print cost and higher performance that MPS can offer. Renovotec is one of the first industry providers to deliver MPS labelling and printer fleets in warehousing, logistics and supply chain: historically MPS has been office-only.

“Print is vital to the supply chain but is not always given the attention it deserves” says Renovotec CEO Richard Gilliard. “This free trial will help to educate the industry on the business benefits of printer estate auditing and the data that it delivers.”

www.renovotec.com

SAFETY AT WORK

Improve Warehouse Safety with Forklift Truck Mats

Warehouse managers will be familiar with the problem of dirty and slippery floors caused by Forklift Trucks. When bad weather arrives in the winter, water trails from forklift truck wheels become unsightly and increase the risk of slip accidents in warehouses. Fortunately, there is now a solution to this problem.

Forklift Truck Mats are specially designed floor mats that can be fitted around warehouse entrances to absorb water from the wheels of forklift trucks. The mats include the same features and principles used by regular entrance mats, including an absorbent pile to soak up water and a raised waffle pattern that helps scrape dirt away. The difference is that Forklift Truck Mats, available from First Mats, are substantially more durable, thanks to a 100% SBR Rubber backing and reinforced bi-level surface pattern.



One big advantage of these Forklift Truck Mats compared to recessed mat systems is that they can be attached directly to the floor with adhesive tape, reducing the need for long periods of downtime for installation. In

fact, each mat tile can be fitted in around 10 minutes. Forklift Truck Mats are sold as individual tiles measuring 115cm x 180cm, making them ideal for various doorway sizes (a minimum of three mats are recommended for good performance).

“The Forklift Truck Mats have been a big hit with our warehouse customers,” states First Mats Director Richard O'Connor, “their feedback tells us the mats make a noticeable difference in their warehouse, keeping floors drier and safer for longer.”

To learn more about Forklift Truck Mats, see the First Mats website, where you can find more images, installation guidelines and a video demonstrating how they work. <https://www.firstmats.co.uk/products/forklift-truck-mats>



XPO reduces environmental impact at Motherwell distribution centre with conversion to HVO heating fuel



XPO, a leading provider of freight transportation services, has announced the successful completion of a pilot programme at its Newarthill distribution centre in Motherwell, Scotland, as part of an ambitious sustainability agenda. The company, which has committed to being a responsible supply chain partner, has replaced the site's heating fuel with hydrotreated vegetable oil (HVO) biofuel. The HVO product sourced by XPO is manufactured from waste material, expanding the company's support of the circular economy.

XPO estimates that switching from heating oil to HVO will save 220,000 kg of CO₂e emissions a year from the Motherwell operation. The company operates 100,000 sq. ft. of the multi-purpose facility as a satellite site for its less-than-truckload (LTL)

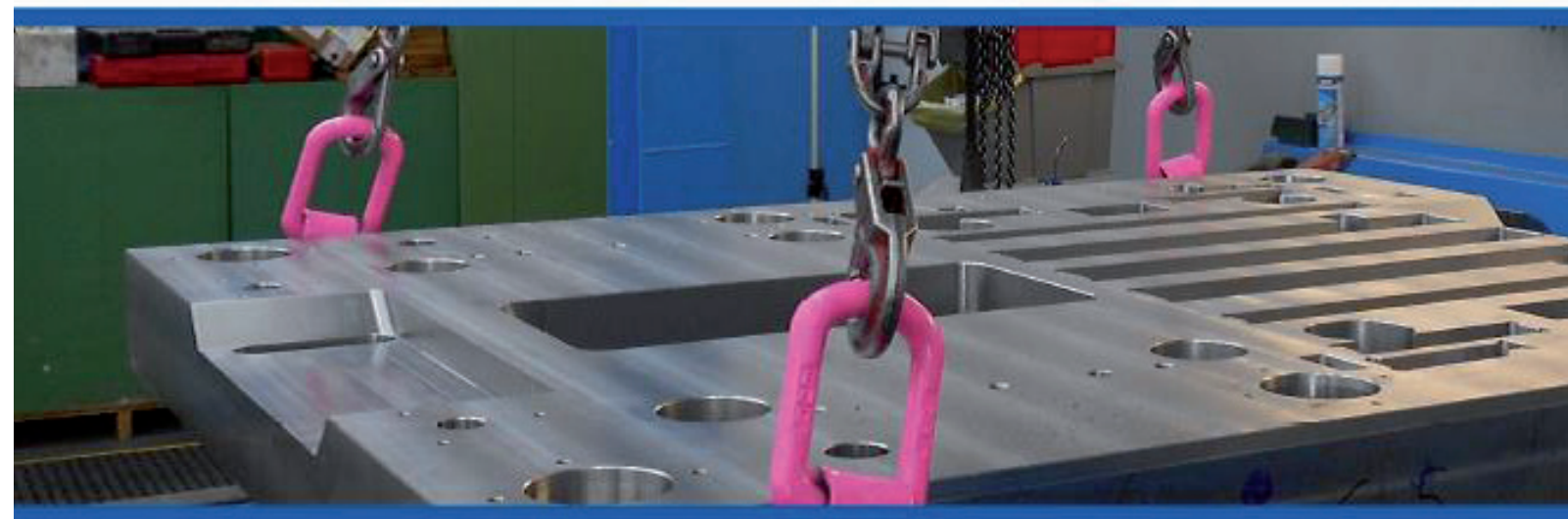
and dedicated full truckload transport networks, as well as warehouse storage for customer goods and office space.

Dan Myers, XPO's managing director – UK and Ireland, said, "This innovative application of HVO again demonstrates the 'art of the possible' in our thinking and our approach to sustainability. It is a clear demonstration of our commitment to how we are working for a better planet."

XPO is a leading innovator of transport services in Europe, including technology-enabled truckload, less-than-truckload, truck brokerage, managed transport, last mile and freight forwarding. The company tailors its solutions to customer-specific needs across a range of consumer, trade and industrial sectors and world-class events.

www.xpo.com

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Power Point Star Lifting Point

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



VLBG Load Ring

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



VWGB Load Ring

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



INOX-STAR Lifting Point

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



Star Point VRS Lifting Point

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



WBPB Hoist Ring

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




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