



reasons to use Volvo Big Assist



5 YEARS FULL WARRANTY



WE GUARANTEE TO REDUCE THE OPERATING COSTS OF YOUR FORKLIFT TRUCKS. SO YOU CAN STACK UP THE SAVINGS.



UNIQUE RI-CHARGING PROCESS FOR LEAD ACID BATTERIES



INFRASTRUCTURE AND BATTERY MANAGEMENT



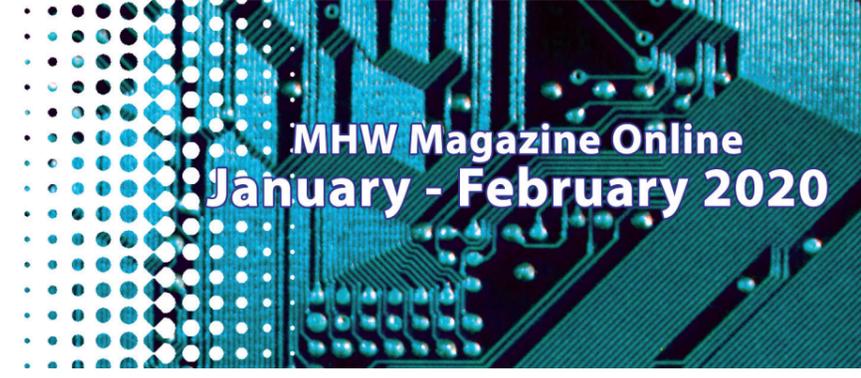
LI-ION SOLUTIONS



FREE ANALYSIS AND ENERGY CONSULTATION

Find out how you can save you up to 30% on energy costs and reduce CO₂ emissions across your MHE fleet at www.fronius.co.uk/ri or call +44 (0)1908 512300.

M H W
Materials Handling World
Magazine
Contents



MHW Magazine Online
January - February 2020

Cover story: 6 Reasons to use Volvo Dig Assist	P11
Appointments	P04
Forklift News	P13
Newsbites	P18
Supply Chain	P30
Warehouse	P34
Pack, Stack, Rack, & Roll	P37
RFID & IT	P43
Just the Juice	P44
Wasteline	P46
Safety at Work	P48



Dust and Trackout Problems?



MobyDick Wheel Washing and Dust Control Systems
Find out more information at www.mobydick.com 

ArrowXL appoints Peter Louden as COO

ArrowXL, the UK's leading two-person home delivery expert, has appointed a highly experienced professional to its main Board to support the next stage of the company's operational transformation and growth. Peter Louden is joining the business as COO with overall responsibility for the ArrowXL day-to-day operational performance and a remit to further develop the company's successful business proposition.

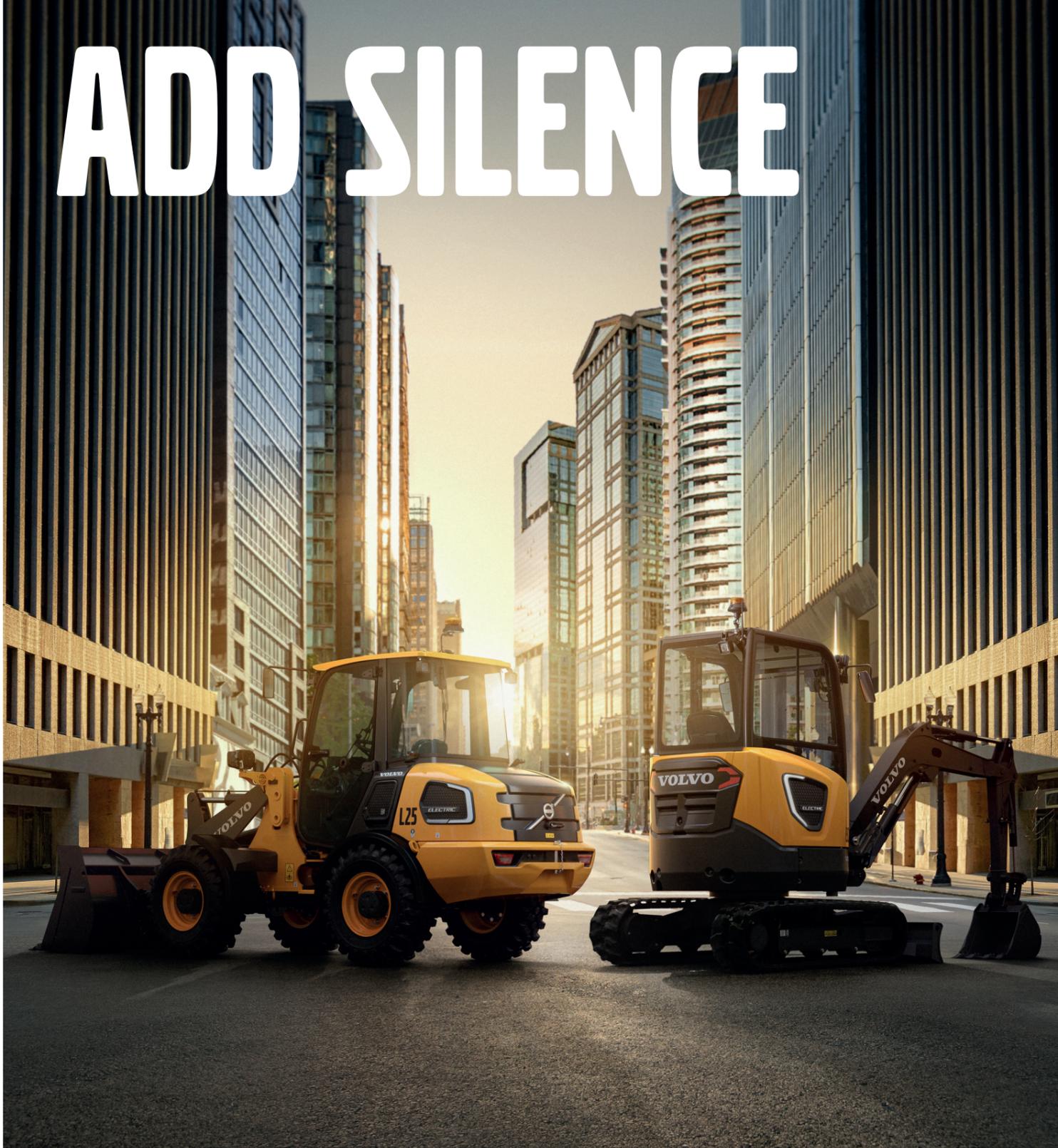
Peter has extensive board-level operational experience in the sector which spans two-person delivery, home delivery, transport and warehousing. He joins from Clipper Logistics where he was Business Solutions Director. Previous roles include Managing Director at Nightfreight and senior positions within Amazon and Doodle.

Peter Louden COO at ArrowXL, said: "I am excited to be taking up this role to support Charlie and the team in continuing to provide a range of excellent services to customers and growing the scope and profitability of the organisation. This is a challenging and fast-growing sector and ArrowXL is in a strong position to maximise these opportunities."

Commenting on the appointment Charlie Shiels, CEO at ArrowXL said: "Operational excellence is absolutely key to our success – both in terms of service and financial performance. Peter has over 30 years experience in the sector and a strong proven track record so is exactly what we need to help support our ambitious plans for change and growth."



ADD SILENCE



FOR MORE INFO



A world with less noise is a better world. So now we proudly present our new compact electric construction machines. They are here to Add Silence.

Prebook now at www.volvoce.com/electromobility



Impact appoints new dealer as part of London expansion

Impact Handling, the leading material handling specialist, has appointed Radnes Services as its official dealer for London and the surrounding areas. Radnes will now offer the full Impact portfolio of premium brands, led by the acclaimed Cat® range of lift trucks and warehouse equipment.

The move sees Impact further strengthen its support capabilities for customers with operations across London and the South East.

Peter Woodhouse, Business Development Manager at Impact says: "Impact has enjoyed a close working relationship with Radnes for some time now, and with clear synergies between the businesses we are delighted to announce their appointment as an official Impact dealer. It represents an important step in Impact's commitment to expansion across the south east and will support the current strong growth we are seeing."

Radnes, founded in 1973, has grown to be a leading supplier of material handling equipment across the London and South East region out

of its Croydon base. Having built a strong reputation for service excellence, it now provides equipment sales, hire, maintenance, support services and training across a diverse range of industries and sectors.

Kevin McMorrow, Director at Radnes comments: "We are proud to be cementing our partnership with Impact through our appointment as an official dealer. Representing a world-class premium brand, in the form of CAT, enables us to elevate the quality of our offering to a new level. It really is great news for our customers, who will also benefit from the backing of Impact's nationwide infrastructure, as well as its huge investment in equipment and parts inventory."

Mr McMorrow continues "In Impact we are now working

with a partner who shares our understanding of the importance of minimising unscheduled engineer call outs, yet who also, like us, successfully delivers first time fix rates in the very high nineties when the unforeseen does occur."

Radnes will now also be able to offer its customers machines from Impact's used and fully approved refurbished equipment programmes.

The partnership additionally sees Radnes invest in a comprehensive new short-term hire fleet, consisting entirely of the latest generation of Cat diesel and electric lift trucks and warehouse equipment. All of which will be available for immediate hire.

<https://www.radnes.com>
<https://www.budgetft.co.uk>



Eva Vitell appointed HYBRIT's new Managing Director

HYBRIT Development AB, which is owned by SSAB, LKAB and Vattenfall, appoints Eva Vitell as the new Managing Director. In her new role, Eva will drive development work during an intensive period, develop the organization and ensure the ambitious schedule for HYBRIT remains on track.

Eva Vitell joins HYBRIT Development from Vattenfall Electricity Distribution, where she today is responsible for Customers and Market.

"I'm really pleased and excited. Having a chance to be involved in revolutionizing the steel industry and contribute to the transition to being fossil-free with highly skilled and motivated colleagues is in every sense a fantastic opportunity," says Eva Vitell.

"Eva's sound experience and ability to combine technological development, business development, economic and ecological sustainability will greatly contribute to the development of HYBRIT. Her strong drive, leadership skills and long experience in the energy sector will be a great asset," says Martin Pei, CTO at SSAB and chairman of HYBRIT Development.

Eva Vitell will take up her new position on February 1, 2020.



Eva Vitell is currently head of Customer and Market at Vattenfall Distribution and has previously been head of Vattenfall's Swedish wind power development and head of environment Vattenfall's Nordic operations. She has an MSc in Business Administration from Stockholm School of Economics.

More about HYBRIT: Hybrit Development is a joint venture between the steel manufacturer SSAB, the mining company LKAB and the energy company Vattenfall. The objective of the joint-venture is to

develop the world's first fossil-free, ore-based steelmaking process. The project started during the spring of 2016 and the goal is to have an industrial process in place by 2035. The byproduct of using fossil-free electricity and hydrogen in steelmaking, instead of coke and coal, will be water instead of carbon dioxide. The initiative has the potential to reduce Sweden's total carbon dioxide emissions by 10 percent. The HYBRIT initiative has been granted financial support from the Swedish Energy Agency. www.hybritdevelopment.com

Burkhard Balz appointed Senior Vice President Automation Systems at Lenze

On 1 November 2019, Burkhard Balz (55) was appointed Senior Vice President Automation Systems at the global automation specialist, Lenze. As a successful manager with international leadership experience, Balz will enhance the corporate group. In this newly created role, he will lead the systems business segment and continue to intensify the growth of this division. By appointing a recognised industry expert, Lenze is consolidating its position as a leading systems provider of machine automation and paving the way for even greater market focus.

"The systems business is one of our strategic pillars and its further development is therefore a high priority for Lenze. I'm delighted that we're gaining an experienced manager, namely Burkhard Balz, who will devote all his energy to this topic. His many years' experience and technical knowledge, combined with marketing expertise, will help Lenze take a major step on its way to becoming a key global automation player," says Lenze CEO, Christian Wendler.

Burkhard Balz emphasises the central importance of his area for the Lenze strategy. "Lenze has over 70 years' experience in machine automation and a systems portfolio that offers our customers everything they need for modern machines from a single source. The consistent



integration of automation with the drive technology and the in-depth industry knowledge of our sales and application engineers make an important contribution to the significant simplification of engineering, while reducing overall costs. All in all, excellent conditions for my future role, to which I'm very much looking forward."

Balz previously served as Vice President Sales and Marketing Power & Energy/Industry EMEA at the US industrial group, SPX Flow. Prior to that, he held

various senior management positions in international industrial firms, including Eaton Corporation and Rockwell Automation. He has extensive experience in the area of drive technology and systems business, gained over many years. He also brings a wealth of professional expertise, especially in sales, marketing and business development. Balz has a degree in General European Management and is a certified technical engineer in data processing.

<https://www.lenze.com/en-gb/>

Mobile Mini appoints new Managing Director



The UK's leading hirer of portable site accommodation and secure storage containers has appointed a new Managing Director to lead its dedicated team of 420 staff.

Andrew Thompson has taken the helm at Mobile Mini following four years at the firm, which has 15 branches throughout the UK.

After 20 years in leadership positions in food retail, Andrew made the move into the hire industry around 10 years ago, and initially joined Mobile Mini as its Regional Director for the north before adding overall operations and supply chain management to his remit.

He said of the appointment: "I am honoured and humbled to have the opportunity to lead such a fantastic business. Despite being a large, world leading company, Mobile Mini has such an approachable family environment and I've been

overwhelmed with the positive response from the team."

Andrew started his career as a warehouse assistant and a series of moves and promotions saw him work his way up through store and regional management while studying business and finance at New College Durham and the University of Sunderland. He has led multi-disciplined teams across multiple product groups in the construction and petro-chemical sectors and puts Mobile Mini's people at the heart of its success.

He continued: "We have an unrivalled leadership ability and a truly customer-centric culture, and I'm excited to build on that. I plan to take every opportunity to guide the business to unprecedented success, because our colleagues deserve it."

Andrew is currently exploring further opportunities to provide a full 360-degree service and extending the firm's managed

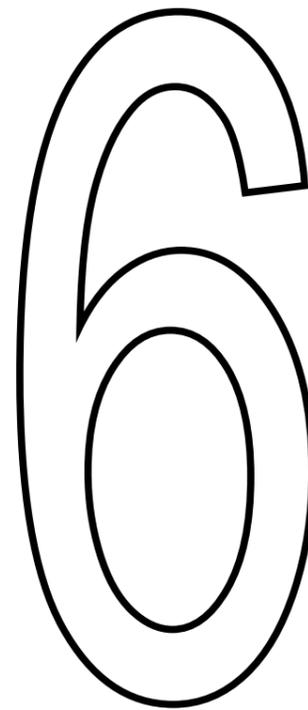
solutions and Essentials range. He's also keen to ensure a visible pathway for career progression for every Mobile Mini colleague.

He added: "I want to ensure we can attract the very best in diverse talent to complement our existing team and help us move towards our exciting vision for the future. We have an unbelievable opportunity to leverage best practice from our US colleagues, who do an amazing job, and we're currently developing our networks across the pond.

"There's nothing more rewarding than seeing a team evolve and grow and we are on the verge of something very special at Mobile Mini. I'm extremely proud to be part of the team."

For more information on Mobile Mini, visit mobilemini.co.uk

Or follow the firm on Instagram and Twitter at @MobileMiniUK.



6 reasons to use Volvo Dig Assist



Dig Assist, the excavator machine control system from Volvo Construction Equipment, offers many benefits to operators and company owners by helping to increase safety and productivity as well as reduce costs.

Construction equipment is becoming increasingly high tech with new productivity-enhancing features and options incorporated into machines every year. Today, high-tech sensors can relay real-time information about a machine's precise movements back to the operator in the cab and display it on the Volvo Co-Pilot monitor.

Many excavator operators now could not live without the Volvo Dig Assist machine control system as it helps them complete jobs safely, accurately and in a fraction of the time. Here are just six reasons it is worth the investment.

Achieve more accurate trenching

Volvo Co-Pilot with Dig Assist enables an operator to input the specifications for even the most complex trenches – including slopes and multiple layers – in a matter of minutes. Then a virtual guideline helps the operator stay on track. This eliminates much of

the usual prep work and allows the operator to complete the work quickly and correctly.

Simplify digging shapes

Some jobs like trenching or digging a basement require a more complex shape. Volvo Dig Assist allows operators to draw simple 3D shapes directly from the cab (like a step trench for installing multiple utility lines) or even choose from a library of pre-built shapes that they can modify according to job requirements. This saves time and money by reducing the need for additional surveyors and measuring.

Work in a safer environment

Volvo Dig Assist provides both visual and audible warnings to avoid jobsite obstacles. Operators simply set the depth they can dig without hitting utility lines or the maximum height they can extend the arm before hitting power lines and receive a warning if they get too close. These parameters are a great help to operators in avoiding accidents.

Lower labour costs

Decreasing the time spent checking and re-checking depth and slope accuracy at the dig site or putting stakes in the ground frees up members of the team to complete other work.

This increases efficiency and productivity across the entire job site.

What is more, operators do not waste time over-digging or reworking a trench. This means they can complete jobs and move onto other tasks much faster. Overall, this reduces the amount of labour on site, time and thus fuel.

Gain a competitive edge

Using a machine control system like Dig Assist enables contractors to work in environments such as very dark environments like deep ditches, where other excavators might struggle. The operators can input job profiles and see the position of the bucket on the screen in real time.

Turn novice operators into experts

New operators will not seem so inexperienced with Dig Assist. Using it is as simple as running a tablet or smartphone with a learning curve of less than two minutes. Dig Assist is also a great training tool as operators do not need to worry about making errors because they have a visual aid to judge their accuracy. Over time, the real-time feedback they receive helps even highly competent operators to improve their skills.

Northern lift for Apex Dynanics with further investment including the appointment of a topflight Sales Manager

APEX Dynamics, has appointed a dedicated Northern Sales Manager, Malcolm Hillary to further strengthen its profile in the north of England, Scotland and Ireland. He will be responsible for promoting the firm's planetary, spiral and bevel and rack and pinion gearboxes to a fast-growing customer base comprising engineering companies, system integrators and automation houses.

Malcolm brings to the role over 30 years of engineering experience, having cut his teeth as an apprentice marine fitter with Smiths Dockyard, following technical college. Prior to joining APEX Dynamics, he worked as a technical sales manager for a small number of companies involved in the linear motion sector, making him an ideal match for his latest role.

Following intensive training in the US, Malcolm is now actively visiting existing and potential customers to promote amongst other items APEX Dynamics' five-year product warranty. With a passion for a challenge, Malcolm takes a keen interest in all things engineering and when not working likes nothing better than playing around with cars.

Commenting, Malcolm says: "I am an engineer through and through and this background enables me to win the customer's trust. It also allows me to bring a technical perspective to the challenges our customers often face, ultimately enabling APEX Dynamics to bring innovative

solutions to the different sectors it serves."

The appointment of Malcolm follows hard on the heels of the recent recruitment by APEX Dynamics of a new National Sales Manager, Andrew Parsons, who is responsible for overseeing the entire UK and Irish sales operation. Both men will also be promoting a new range of stainless steel, planetary servo gearboxes, which APEX Dynamics believes will be a game-changer for the food, pharmaceutical, packaging and automation sectors.

These latest appointments by the Uttoxeter-based company coincide with the launch of an exciting new comprehensive 28-page colour brochure which outlines the entire range of products.

This new literature encompasses inline planetary gearboxes, right angle planetary gearboxes, gearboxes with hypoid gear, new line, economic line, bevel gearboxes, racks and pinions along with lubrication systems.

APEX Dynamics is a global leader in the design, manufacture and supply of precision servo gearboxes, and these two top appointments and new catalogue are part of an ongoing strategy by the business to strengthen its position as a major player in the UK by investing in experienced and dynamic people to further expand its operation.

Summarising APEX Dynamics UK's Managing Director, Mike Gulliford, says: "We are investing



considerable resources into the UK market and as part of these are delighted to welcome Malcolm Hillary to the fold as our latest appointment. These accumulated HR and marketing investments are being made to ensure that all sectors are made aware that we are the only official country distributor for genuine APEX Dynamics servo gearboxes for the UK and Ireland."

In addition to a five-year warranty APEX Dynamics UK is offering a three-week lead time on all standard products, which is an industry first and will protect users against Brexit jitters in the event of any 2020 market disruptions.

A key selling point for APEX Dynamics is that its precision products are capable of backlash accuracy down to less than one arc minute as well as being cleverly designed for easy cleaning and sterilising in an environment involving food grade materials or pharmaceuticals.

Budget celebrates new government relationship

Budget Forktrucks Ltd is celebrating the renewal of a long-term relationship with a government client, which will see the supply of a major upgrade in their forklift truck capacity, improving the efficiency and speed at which they are able to work.

The agreement will see Budget Forktruck supply a brand new Kalmar DGC-160 forklift truck to the government site, which manages the loading and unloading of shipping containers. This latest contract from the site has been a particularly challenging one for Budget to fulfil, due to the exacting specifications required as well as the level of confidentiality required from both parties.

In order to meet the brief, Budget supplied a machine with a capacity of 16,000kg at a load centre of 1200mm, in order to lift such impressive loads to 4700mm in height. While the lift capacity of the forklift was a major factor, other considerations had to be taken into account, such as the requirement for a heated cab, strict emissions standards in order to comply with government guidelines and hydraulically positioning forks and sideshifts to allow for maximum flexibility in a high-pressure working environment.

While sourcing and specifying the correct vehicle type was a challenge in and of itself, a further challenge was posed by

the need for strict confidentiality throughout the project. This required a close review of all communications about the project, from the tendering process all the way through the relationship to delivery and aftercare in order to avoid compromising the facility or its staff. The success of the project is a testament to Budget Forktruck's ability to adapt to such difficult scenarios, and to maintain the required standards of confidentiality from beginning to end.

A spokesperson for Budget Forklift Ltd said: "We are delighted to have been able to work once again with such a valued customer, and that we

were able to come through under pressure to deliver the solutions they needed. We believe this result demonstrates our ability to meet and exceed strict criteria on any order, and we hope to work with the client again soon."

Andy Evans, Managing Director of Budget Forklift, said: "We look forward to continuing our business relationship."

The new forklift machine will now be used in the client's facility to load and unload trucks to ground level, greatly increasing their capacity and ability to deliver their services and futureproofing their capacity for years to come.

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



B&B Attachments exhibits at the UK's only dedicated concrete event

Celebrating its tenth anniversary this year, The UK CONCRETE Show has grown to become Europe's largest specialist concrete event and is attended by key buyers and industry professionals from all over the world. This year visitors will see both live in-hall and outside demos, as well as experiencing everything that is new in the world of concrete from the top names in the industry.

B&B Attachments, the UK's leading specialists in the design and manufacture of bespoke forklift truck attachment solutions, will exhibit its K320, PowerMount and FBH05 Beam Grab attachments from its BlockMaster range on stand 40. This will be the fourth consecutive year that B&B has exhibited at the UK Concrete Show and with over 200 exhibitors, and over 300 product groups, this year is set to be the best one yet.

The show, which takes place on the 25th and 26th March 2020 at the NEC, Birmingham, is gearing up to be the largest industry platform for showcasing everything that is new in design, manufacture, specifying, site installation, testing, maintaining and repairing in the concrete sector.

This year B&B Attachments will exhibit its popular K320 forklift attachment which is part of the sought after BlockMaster range, made uniquely for specialist applications within the construction industry.

The K320 attachment is rated at 3200kg and is ideally suited to yard work and loading. The attachment offers excellent durability, performance and maximum productivity when handling up to two block packs or multiple kerb loads at a time.

The PowerMount quick release system shown together with the K320 attachment, enables a quick change from one hydraulic attachment to another in just 90 seconds, without the need for an engineer or any tools. It allows one forklift truck to use several attachments, providing the best possible utilisation of a forklift fleet.

B&B Attachments will also exhibit its FBG05 Beam Grab. This attachment has been manufactured by B&B to assist in the unloading process of floor beams. Designed to fit crane delivery vehicles, the beam grab can lift anything from two to six beams of varying sizes in one single lift.

www.bandbattachments.com



The B&B team of specialist staff will be on the stand, offering years of industry knowledge and advice to help you solve any material handling task. Visit B&B's stand 40 to find out how efficient material handling can transform your operation. Book an appointment today with one of B&B's specialists by e-mailing info@bandbattachments.com

Curtiss-Wright secures contract to supply new armrest to Hyster-Yale



Curtiss-Wright's Industrial Group has announced that it has successfully secured an order to supply Hyster-Yale Group with an in-cab armrest solution for its 1 – 3 ton range of Internal Combustion and Electric lift trucks.

The armrests have over 80 standard variants which offer combinations of mini-lever joysticks, switches, and buttons, all of which will be delivered to the Hyster-Yale assembly plants in the U.S. and Europe starting in the first quarter of 2020.

OEMs are constantly developing highly-efficient, flexible and safety-critical vehicles that increase productivity, building on a trend towards incorporating electronic Human-Machine Interfaces (HMIs) that integrate fully into custom control boxes and armrest assemblies, and provide operators with a wide range of new capabilities.

Curtiss-Wright's HMIs incorporate multiple functions and can be operated with the use of just one hand, or via finger or thumb activation. The interfaces typically incorporate push-button switches, rotary thumbwheels and joystick paddles and levers, which variously offer switched and proportional control of a vehicle's numerous features.

So whether Curtiss-Wright is creating concepts to address existing OEM specifications, or customizing its products to better suit an application, its global team of engineers is ready for the challenge and will partner with design teams to ensure the most reliable and cost-effective equipment is developed.

Contact: Curtiss-Wright Industrial, Tel: +44.1202.034000; email: cwig.uk@curtisswright.com. www.cw-industrialgroup.com

IMPROVING SUPPLY CHAIN EFFICIENCY

WE HELP BUSINESSES STORE, MOVE AND PROTECT THEIR PRODUCTS THROUGH THE SUPPLY CHAIN IN A COST EFFECTIVE, SAFE AND ENVIRONMENTALLY SOUND WAY.

Through our quality equipment, information systems, network scale, insights and people we believe we can help every business to systematically reduce their total packaging driven supply chain costs.

As all of our solutions are based on returnable and reusable pooled equipment, you know that they are recovered and reused time and time again. So not only will it save you money, it won't cost the earth either.

To find out more visit chep.com, or email ukcustomerservice@chep.com



Ward achieves Silver FORS accreditation for fleet safety and emissions

Midlands-based metal recycling and waste management specialist, Ward, has been awarded FORS Silver accreditation for its 120 strong fleet of modern vehicles and drivers.

The Fleet Operator Recognition Scheme (FORS) is a voluntary accreditation scheme for fleet operators which aims to raise the level of quality within transport operations and to demonstrate which operators are achieving exemplary levels of best practice in safety, efficiency and environmental protection. Having had Bronze accreditation since 2017, Ward has now been awarded the Silver standard after spending significant time on driver safety training and investing in excess of £2million on expanding and upgrading its fleet with new, environmentally-efficient artic lorries, wheeled tippers, plus bin and skip lorries

vehicles and a food waste collection truck.

Silver FORS accreditation confirms that the Ward team employs good practice, has achieved the requirements laid out by the FORS Standard and demonstrated that it is compliant with the CLOCS Standard for Construction Logistics and with TfL's WRRR (Work Related Road Risk). Min Bawa, Transport Manager at Ward, said: "We are very proud to have achieved FORS silver recognition. Being able to show other businesses and the public that we care about safety and our environmental impact is a great achievement. Being a recycling firm means we already do so much to make sure our footprint as a business has a positive impact, but this demonstrates how important it is to us across all aspects of our business.

"We want people to know that when they choose Ward as their supplier they are guaranteed a low carbon footprint, high standards of safety and great level of service. When tendering for work these are all key aspects that businesses look for. It enables us to provide our expertise and skills to bigger projects."

To achieve the accreditation, Ward drivers have undergone multiple online training courses on driver safety, security and terrorism, as well as emissions. In addition, all Ward drivers have completed the Safe Urban driving CPC course - a full day course which combines going out on a bicycle with classroom learning, so they understand what cyclists have to contend with on the roads. Ward's fleet also has many safety features in place on its vehicles to protect the driver, motorists, cyclists.

The metal and waste management specialist also had to demonstrate fuel usage records and provide documentation that its fleet has Euro 6 and Euro 5 vehicles, proving the vehicles are safety compliant and have low emissions. Ward also had to show evidence of all vehicle registrations, noise control policies and air quality practices, incident tracking procedures, toolbox talks and information sharing processes, plus provide notifications of any accidents, fines and motor convictions.

For more information on Ward's metal recycling and waste management capabilities visit

www.ward.com.



Renovotec partnership brings next-generation networking to warehouse and logistics

- Renovotec consultants to deploy Extreme Networks' advanced networking incorporating cloud, analytics and AI technologies
- New, dedicated solutions designed for a modern IoT-intensive supply chain environment
- State-of-the-art technology reduces the cost of network deployment, infrastructure and operations

Renovotec, the UK's fastest growing independent rugged hardware, software and services provider is strengthening its partnership with Extreme Networks to roll out new, dedicated networking solutions for warehousing and distribution companies, harnessing cloud, analytics, AI and other leading edge technologies. "Renovotec's industry consultants will deploy a new generation of network solutions that have been developed to address the complex connectivity needs of the modern, IoT-driven warehouse, whose workflows they know and understand" say Renovotec.

The core networking infrastructure to be deployed by Renovotec will allow users to reduce the number of electronics closets and cables they need, optimise their cabling, use fewer resources to maintain their network and save a typical 50% on deployment say Renovotec. The new networking solutions will be available to buy or rent.

Analyst Gartner positions Extreme Networks as a Leader in its report on enterprise LAN vendors. Renovotec has been appointed an Extreme Networks Gold Partner.



"Because of the exponential growth in the number and sophistication of its devices and applications warehousing and distribution now demands greater bandwidth, higher capacity and better coverage" observes Renovotec managing director Richard Gilliard. "The new deployment model we are using with Extreme Networks draws on powerful technologies that will support the industry's connectivity needs more simply and cost-effectively."

www.renovotec.com

Volvo values maintained at Greener Composting Ltd

Since this family-run business purchased a Volvo BM4200 for its farming activities back in 1983, Greener Composting Ltd carries on a tradition of owning and operating Volvo machines with a new Volvo L70H loading shovel.

After a chance visit to the Volvo BM stand at a trade exhibition, held at the Royal Showground, the company that would become Greener Composting Ltd began their association with Volvo when Andrew Ryman purchased a six tonne BM4200 loading shovel.

“My father bought the machine to work on our 1000 acre farm here on the outskirts of Lichfield,” explains Managing Director Richard Ryman. “He was so impressed with what the machine could do that he purchased a second machine; which by this time had become an L30.” This particular machine is still running to this day on the family’s farm.

It was in 2004 that WJ & AJ Ryman diversified its agricultural activities, and Greener Composting Ltd was established to handle and process green waste. “Back then, we saw a niche in the market for green waste recycling and composting. We started taking in material from the local authorities, tree surgeons and the like, creating a bespoke area on the farm for this activity,” continues Richard. “As the business took off, we invested in a new L70F in 2008 to spearhead this activity; this gave us a big step up in production.”

Fast forward eleven years and Greener Composting has continued to expand its activities at the facility located at Wall, near Lichfield, which now includes processing suitable material for biomass. The qualities and performance of the company’s previous Volvo machines has led to the addition of a new L70H wheeled loader, which now takes over the primary duties at the yard. This includes loading high-sided bulkers, turning the windrows and feeding the shredders.

As with the previous models, the L70H benefits from a purpose-built Volvo powertrain, but now includes the latest, Stage V certified, 173hp 6-litre engine, as well as a larger transmission and axles. The machine also benefits from energy efficient devices, such as the Volvo Eco pedal, which encourages the operator to run the machine at its optimum rpm in the engine’s torque curve, and transmission lock up. It also sports additional features, such as; third line hydraulics, Turbo II pre cleaner, a Groenveld autolube system and boom suspension system. Being one tonne heavier than its predecessor and having an extra 500kg of full turn tipping capacity, the increase in productivity from the new

L70H will ensure that Greener Composting will achieve its annual target of processing in excess of 30,000 tonnes of green compost.

For complete peace of mind, Greener Composting has taken out a Level Two ENHANCE service contract with SMT GB. This means that highly qualified SMT engineers will carry out scheduled servicing on the L70H, using genuine Volvo parts, oils and lubricants. This contract also gives Greener Composting a CareTrack Advanced subscription, allowing them to view critical operational data such as fuel consumption, machine utilisation and idling data.

SMT GB markets Volvo Construction Equipment products, which include; wheeled loaders, articulated haulers, hydraulic excavators, Volvo utility equipment and Volvo road equipment products in Great Britain.

There are eight strategically placed customer support centres, a dedicated National Used Equipment Centre and a network of utility equipment dealers, to ensure high quality customer support is maintained throughout the country.

www.smt.network/gb



Self-Healing Cutting Mats now available from First Mats

Birmingham-based matting experts, First Mats Ltd, has launched a new range of self-healing cutting mats. The mats are designed to protect workbenches and other surfaces from cutting marks caused by knives, rotary cutters, and similar tools.

The new range will include a variety of different grades and styles; such as the traditional Green cutting mats complete with grid marking, and transparent cutting mats designed for flat-bed laminators and graphics applications.

Heavy-Duty white cutting mats have also been introduced which are ideally suited to industrial and commercial facilities such

as packaging areas. The hard-wearing nature of white cutting mats ensures many years of use, even in the most demanding of industrial environments.

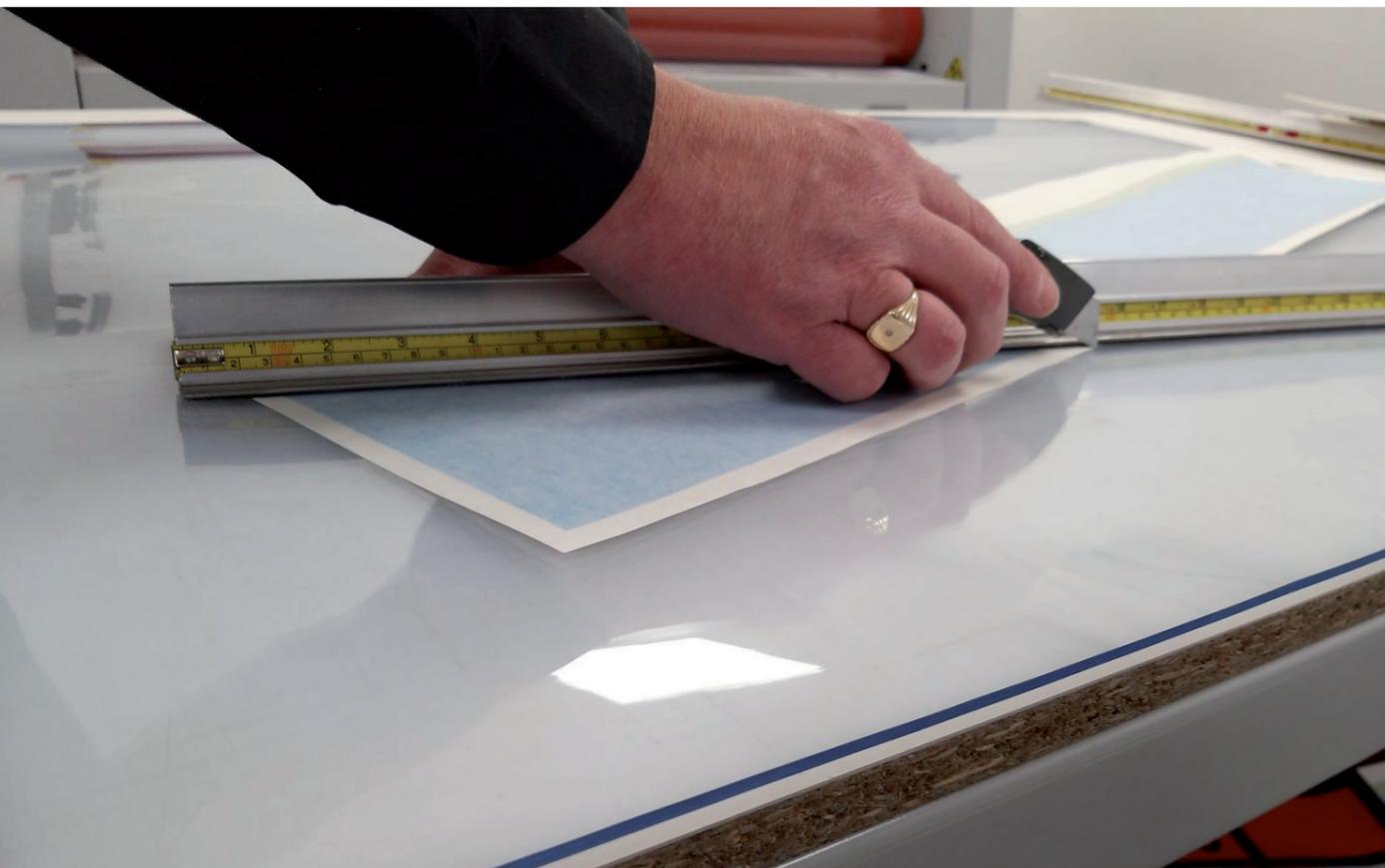
Unlike traditional work surface protectors, the self-healing cutting mats quickly 'heal up' to maintain a smooth surface. This helps the user to consistently cut straight without creating grooves in the material surface, and also vastly improve the lifespan of cutting implements.

Richard O'Connor, Strategic Marketing Director of First Mats, said: "This new range of self-healing cutting mats provides a fantastic addition to our already established range of Anti-Fatigue Mats, where First

Mats is regarded as one of the market leaders. By extending our range of products, we continue our impressive growth in both the commercial and domestic marketplace."

Since it was formed in 2017, First Mats has become established as a leading supplier of industrial and commercial floor mats. These include anti-fatigue mats, entrance mats, logo mats, and specialist matting for different industries. The company places great emphasis on safety and supplies matting from only ISO accredited manufacturers.

To find out more about First Mats, visit the website: www.firstmats.co.uk



Henry Howard Finance enters new decade as Propel



UK finance success story changes name as it drives a 40,000 strong customer base and attracts significant equipment suppliers to its platform.

Henry Howard Finance Group has announced a change of name to Propel in support of the company's strategic positioning as SME funder of choice and the name behind hundreds of UK equipment suppliers, including those across the manufacturing sector.

"Our Propel Promise, being small enough to care and deliver a brilliant personal service to our customers, and big enough to have the expertise and technology to be a leader in SME finance, is a commitment to all our existing and future customers.

"The change to Propel came from the team who wanted a bold, contemporary and distinctive brand reflective of the company today and our aspirations for the future", says Anne Williams, Chief Operating Officer.

Propel heralds several important developments for the business. It will be opening new offices in

Manchester to help support its growth and is developing several new supplier programmes to help SMEs access the finance they need to invest and grow their own businesses.

It will also be launching new versions of its market leading technology in 2020, including a seamless technology suite designed to accelerate the online acceptance process and enhance customer experience.

Mark Catton, Chief Executive Officer of Propel Finance Plc says: "Our new name 'Propel' embodies our passion for the business and our ambitions for our customers in one simple name. Propel means to drive forward. It is a powerful word that sums up what we strive to achieve for the SMEs and vendors that we support across the UK, and our own business."

"Our aim is to push the boundaries of what's possible in finance for our customers' benefit. Our new brand and technology are essential elements of our strategic platform for future growth and expansion."

www.propelfinance.co.uk

BMRA Membership for Bunting

Bunting has joined the British Metals Recycling Association (BMRA). The new membership reflects the importance of Bunting's Magnetic Separator and Eddy Current Separator technology for the separation and recovery of valuable metals.

Bunting is one of the world's leading designers and manufacturers of magnetic separators, metal detectors, magnets, magnetic assemblies and magnetising equipment. The Bunting European manufacturing facilities are in Redditch, just outside Birmingham, and Berkhamsted, both in the United Kingdom.

The BMRA is the trade association representing the £7 billion UK metal recycling sector representing over 250 organisations. Members produce environmentally-friendly raw materials to metals manufacturers around the world.

"We are proud of our strong association with UK metals recycling industry, which was the primary reason for joining the BMRA," explained Simon Ayling, Bunting's European Managing Director.

Bunting has a long history of supplying metal separation equipment to the metals recycling industry. Large electro Magnetic Scrap Drums, many of which have been in operation for decades, are installed in shredding facilities and steelworks slag processing plants across Europe. In the early 1990s, Bunting introduced their Eddy Current Separator for the separation of non-ferrous metals.



The Eddy Current Separator has since evolved, with three different models, and enables enhanced metal recovery of aluminium, copper and other non-ferrous metals.

The most recent development is the ultra-high strength Stainless Steel Magnetic Separator which separates fragmented stainless steel from non-magnetic metal mixes.

"The industry focus is both on maximising recovery and purity," said Simon. "Waste materials destined for landfill need to be as metal-free as is practically possible. However, metals manufacturers are also keen to reduce waste and are demanding higher purity recycled metal feed. Our role is to provide the best separation technology."

The BMRA provides the ideal platform to work closely with the industry to develop the next generation of metal separators. Already, many BMRA members

have had controlled material tests undertaken at the Recycling Test Facility in Redditch, UK. Test are conducted on production-sized equipment including the Eddy Current Separator and Stainless-Steel Magnetic separator.

Bunting joins the BMRA two months after announcing membership of the Polymer Machinery Manufacturers and Distributors Association.

"Membership of key industry associations enables us to meet and talk with key industry professionals on a regular basis," said Simon. "This allows us to better understand issues in the industry, which will drive our product development."

For further information, please contact us on press@buntingeurope.com or visit our websites: www.buntingeurope.com and

www.mastermagnets.com

First decentralised IP66 frequency inverter with IO-Link launched by Lenze

Lenze is pleased to announce the latest addition to its i550 inverter range. The i550 protec has been designed for decentralised drive tasks and comes with IP66 protection class, IO-Link connectivity and a power range of up to 75 kW. It is the first of its kind to offer this level of communication integration for decentralised applications, making it ideal for use with conveyors, fans, pumps and lifting units.

Cost-effective and quick system set up

Thanks to the inclusion of the IO-Link VI.1 standard interface, sensors and actuators distributed throughout an application can now be linked to a centralised control system using the new i550 protec. The exchange of process, asset and parameterisation data in harsher environments becomes easier and more economical as the requirement for the manual addressing of nodes or the use of expensive screened motor cables is removed.

If an IO-Link master is already in use in the network, additional costs can be saved by using the i550 protec, as devices will be automatically parametrised during standard set-up, or as part of an in-service device replacement. The new decentralised communication standard ASi-5 can also be connected to the Lenze i550 IO-Link interface, along with other common fieldbus interfaces.

Compact and robust

The i550 protec is a compact yet robust device. The 0.75 kW version of the inverter, for example, has a volume of 3.1

dm³ - at least half the size of typical solutions on the market. With IP66 / NEMA4X ingress protection, the device can be installed in areas that experience adverse environmental conditions such as high temperatures, dust, dirt or water jet during cleaning operations.

Neil Beaumont, Marketing Manager at Lenze says: "The i550 protec is particularly suited to large-scale machines, distribution applications in material flow or wherever control cabinet space is expensive. With the introduction of this decentralised frequency inverter, we have opened new opportunities for mechanical engineers to control drives outside the control cabinet."

www.lenze.com/en-gb/



KNAPP to showcase innovation at LogiMAT and IntraLogisteX

Logistics integrator, KNAPP, will present the latest generation of its AI-enabled Pick-it-Easy Robot at this year's LogiMAT. The new robot, designed for fully automatic single-item picking, will be presented on the KNAPP stand (B05 in Hall 3) at the exhibition, which takes place in Stuttgart from 10 to 12 March.

New pocket sorter system

KNAPP has also been developing its intelligent pocket sortation system, which is ideal for the demands of online retail. KNAPP group member, Dürkopp Fördertechnik, will present a completely new type of pocket sorter system on the KNAPP stand at LogiMAT – designed to deliver consistently high performance while storing,

picking and sorting e-commerce items in a space-effective and flexible manner, arranging them into the precise sequence required for dispatch.

KNAPP UK to exhibit at IntraLogisteX

A team from KNAPP UK will be ready to welcome visitors to stand 604 at the IntraLogisteX show at Coventry's Ricoh Arena on 31 March and 1 April. Said Craig Rollason, Managing Director, "As well as informing visitors about KNAPP's latest developments in AI-enabled robotics and the new pocket sorter that we will be launching later this year, we'll be discussing our full range of automated intralogistics solutions – including the OSR Shuttle™ Evo storage system, ergonomic Pick-it-Easy Evoworkstations, A-frame

autopickers, Open Shuttle AGVs, the AI-powered and cloud-based redPILOT software and the hanging garment technology of KNAPP group member, Dürkopp Fördertechnik."

KNAPP is focused on delivering integrated solutions for automated intralogistics, with many clients needing to handle both flat-packed goods and hanging garments. KNAPP customers in the UK and Eire include brands such as John Lewis, Marks & Spencer, Boots, Staples, Clarks, British Gas, Well, J P Boden, Kuehne + Nagel, SigmaPharmaceuticals and IKEA. Innovation and, in the business year 2018-19, the group invested around 48 million euros in research and development.

www.knapp.com



AGILE IS CONVENIENT FOR YOUR BUSINESS.

THANKS TO THE POWERFUL MOTORS, IT IMPROVES HEALTH AND SAFETY, AND OPERATIONAL EFFICIENCY IN ANY INDOOR OR OUTDOOR SITUATION.

- LI-ION BATTERY
- 2WD DOUBLE TRACTION WHEEL
- ALL FRAMES USE
- HIGH SPEED
- ELECTRIC/MANUAL SWITCH
- IP54 WEATHER-PROOF OPTION



THE INNOVATIVE PALLET TRUCK

Pramac House, Tunstall Arrow South, James Brindley Way, Sandyford, Stoke on Trent, Staffordshire, ST6 5GF
Tel. +44 (0)1270 445 777 | www.pramac.com



Cimcorp opens office in Spain to meet rising demand

Logistics automation specialist, Cimcorp, has established an office in Spain in response to growing interest in its robotic automation solutions, and has appointed Jarkko Hakkarainen as General Manager.

“Our decision to expand our presence into Spain is a logical step at this point,” commented Tero Peltomäki, Cimcorp’s Executive Vice President, Operations and Technology, “and supports our growth strategy. We have a well-established customer base in Spain and our material handling systems are in high demand there.”

In spring 2019, Cimcorp secured an order worth over 120 million euros to automate the distribution of fresh food at four new distribution centres for the Spanish supermarket chain, Mercadona. “With this being Cimcorp’s largest ever order in the intralogistics market,” explained Peltomäki, “this is the right time to establish a base in Spain, to ensure that we meet the evolving needs of Mercadona and other customers, and that we allocate our resources in the best possible way.” Cimcorp has previously supplied automation to Mercadona, to another Spanish supermarket chain (Eroski) and to several of its tyre-manufacturing customers in Spain, including Michelin.



Tero Peltomäki commented: “Local presence in Spain will enable Cimcorp to strengthen relationships with our existing customers, as well as to create new partnerships. The central location of our Madrid office and its excellent transport connections to all our customer sites will mean smooth project management and timely response to requests for customer support.”

Hakkarainen appointed General Manager of Cimcorp Iberia

Cimcorp has appointed Jarkko Hakkarainen as General Manager of Cimcorp Iberia. “Jarkko Hakkarainen has over 20 years’ extensive experience in international business,” said Tero Peltomäki. “In addition to responsibility for project implementation, he has worked successfully in new technology development, sales and service, and is praised for his leadership skills. Hakkarainen is target-oriented, committed to Cimcorp’s growth strategy and has a strong track record of business results. He is also fluent in both Spanish and Portuguese, so I cannot imagine a better person to lead Cimcorp Iberia.”

Hakkarainen, who will start at Cimcorp Iberia at the beginning of May, commented: “I believe that open communication with all stakeholders – customers, partners and employees – is the key to success. We work with international business leaders and our employees are highly educated experts, so it is in our interest to listen and to learn, so that we can thrive together.”

“I understand that co-operation with local companies in Spain has been excellent in previous projects,” continued Hakkarainen, “but we believe that we can



enhance even these high levels of customer satisfaction through a team of native, Spanish-speaking Cimcorp Iberia engineers who are experts in our automation solutions. In addition to the performance of Cimcorp’s picking systems, it will be the combination of outstanding project management during installation and superb customer support after implementation that will be the basis for clients placing their trust in Cimcorp Iberia, S.L. in the future.”

For more information, visit: www.cimcorp.com.

New shipping solution from SmartFreight and OSSM Cloud set to revolutionise the logistics landscape

International shipping software specialist SmartFreight has partnered with OSSM Cloud Solutions, the Dublin-based Oracle NetSuite solution provider, to launch its new SmartFreight NetSuite Connector, an integrated freight management solution designed for businesses using multiple carriers for their shipping needs.

Oracle NetSuite is the fastest growing cloud-based enterprise resource planning (ERP) software in the world which allows organisations to manage all business operations from one platform. The SmartFreight NetSuite Connector will bring freight management into the Oracle NetSuite platform, enabling companies to seamlessly choose the optimal delivery option for all their shipping needs.

SmartFreight is part of the WiseTech Global group, a leading developer and provider of software solutions to the logistics industry globally with customers including more than

8,000 of the world's logistics companies across 130 countries. More than 300 organisations across the UK and Ireland are already using the SmartFreight platform, which is particularly suited to distribution, e-commerce and manufacturing businesses.

To offer customers different delivery options - whether they be express or deferred, B2B or B2C specialists, or based on geographical destination - businesses often use multiple carrier systems to maximise cost and service efficiency.

The SmartFreight NetSuite Connector eliminates the need to access multiple carrier systems by integrating all options into one easy-to-use portal. Once a shipment has been processed, the consignment number, carrier details and price for that shipment are automatically sent back to Oracle NetSuite, giving businesses all the information they need to efficiently deal with customer service queries.

The platform automatically selects the optimal shipping choice based on parameters set by the customer such as best price, service time or lowest carbon footprint - saving businesses up to 15% on their overall shipping costs. As the entire shipping process is managed through Oracle NetSuite, it also eliminates the need to educate staff on multiple systems, reducing training costs and enhancing the efficiency of sales and dispatch of orders - and also provides the ideal solution for customers looking to implement a wider ERP solution.

Gavin Warwick, Partnership Manager Ireland, SmartFreight, said: "With continuing market uncertainty, both indigenous companies and global corporations must look to markets beyond the UK to Brexit-proof their business. This partnership creates new opportunities for businesses, enabling them to lower their shipping costs and easily manage the process from a single



software platform. E-commerce continues to grow exponentially and the SmartFreight NetSuite Connector provides businesses in this industry, as well as manufactures and distribution companies of all sizes, with a truly global shipping solution."

Ray Ryan, CEO, OSSM Cloud Solutions, said: "This partnership is mutually beneficial for both OSSM and SmartFreight, while at the same time creating an innovative solution for every business in Ireland and the

UK seeking to optimise their sales and delivery systems. A centralised platform for shipping, that integrates seamlessly with existing ERP software, removes what has been a huge headache for businesses. We're predicting strong demand for this service which will build upon our own recent growth and extend our reach to new markets."

For more information on SmartFreight's pioneering shipping solutions visit: www.smartfreight.com

Pure Safety Group announces more global expansion and results of brand new strategy at WOC

Pure Safety Group™ (PSG) announces new availability of its products across three brands into additional global markets at this year's World of Concrete (WOC) Show. Checkmate®, which has been known throughout Europe as a leader in fall protection product innovation for more than four decades, is now, as part of the PSG family, making many of its products available in the U.S. for the first time. The products include the Xplorer harness, ATOM-Xtreme personal Self-Retracting Lifeline (SRL), FABX series of SRLs, and several rescue and retrieval products, including the TR3 tripod.

In Canada, PSG has released 19 CSA compliant Checkmate SRLs with several more to be available in 2020.

In Europe, Guardian® and Stronghold® branded products will now be available with new product lines launching in the U.K., France, Spain, Italy, Holland, Sweden and Denmark next month. Guardian products available in Europe will include self-retracting lifelines, horizontal lifelines, shock-absorbing lanyards, and the new Series line of full body harnesses. Stronghold, PSG's line of dropped objects prevention products, will make available its tool lanyards and tethers, including the innovative Quick-Switch™ system, which is used to keep tools connected at all times, even during handoffs between workers.

Making PSG products available throughout the world is now an essential part of the company's



evolved brand strategy for Guardian, Checkmate, and Stronghold that aligns with end users' unique needs, environments, and industry segments. This strategy allows the company to focus on innovation and accommodating future growth within a strategic hierarchy of brands that are aligned to each other under the corporate entity of Pure Safety Group (PSG).

Guardian represents the company's professional line, products selected by customers to meet compliance requirements while realizing great quality and value. Checkmate is the company's high-performance line, the premium category chosen by customers wanting to enhance safety by utilizing advanced design and technology. Stronghold dropped objects prevention products are used across both the professional and high-performance categories. Also, in Canada, the company's Norguard brand has transitioned to Guardian.

PSG will showcase its latest innovations across all brands and categories at WOC, Feb. 4-7 in

Las Vegas. The company is starting 2020 on the heels of record-setting growth and product development. Representatives from PSG will be on hand at the show to advise attendees on height safety products to meet their unique needs.

More about Pure Safety Group Pure Safety Group (PSG) is the largest independent dedicated fall protection company in the world, providing high-performance and professional fall protection equipment, tool tethering products, and services such as training, engineering and onsite consultation. Its more than 350 employees serve customers in the construction, oil and gas, energy, utilities, telecom, mining, and transportation industries. PSG was formed by a team of industry veterans with a family of companies and brands including industry-leading fall protection companies Guardian Fall Protection, Checkmate, and Stronghold by PSG. Houston, Texas, is home to PSG global headquarters and training center with a second training center located in the U.K. For more information, visit: www.puresafetygroup.com.

Joloda delivers the goods to online retailer with unrivalled service support



Joloda Conveyor Services has signed a significant service contract with an unnamed major online retailer, providing conveyor servicing and emergency breakdown support across all of the company's UK sites.

As the aftercare and support arm of industrial load system specialists, Joloda International, Joloda Conveyor Services secured the deal after a successful trial period, where it was able to demonstrate an ability to meet a range of key performance indicators, including a maximum two-hour emergency call-out time to around 50 sites across the UK – something competitors were unable to match.

Michele Dematteis, Chief Executive Officer at Joloda

International, says: "When it comes to conveyor systems, any sort of breakdown can have a serious impact on efficiency and delivery schedules. From the outset of any new working relationship our aim is to truly understand the demands of the operation, so that we are able to provide a first-rate level of service.

"Our position as one of the largest aftercare providers for conveyor and materials handling products in the UK plays a critical role in that process, meaning we can call on a network of engineers with unrivalled technical knowledge and experience in the industry – it's what sets us apart."

As part of the latest deal, Joloda Conveyor Services also

introduced a dedicated online tool to provide real-time updates of scheduled maintenance and emergency repairs. The system is capable of tracking all jobs through to resolution, while also providing analytical tools that can be used to improve efficiencies and help avoid repeat breakdowns.

To demonstrate its flexible approach, the finalised full-service plan also included special arrangements for the six-week period in the run up to Christmas, involving the servicing of every piece of conveyor equipment and the placement of resident engineers in the largest distribution centres until Christmas Eve, all helping to ensure any breakdowns can be attended to immediately. www.joloda.com

Inventory management transformed

A new technology now enables continuous, zero-interruption inventory cycle counting says TouchPath (www.touchpath.com) quality and projects manager Roberta Knight, a former warehouse manager

Supply chain manufacturing and logistics warehouse operators with an early-adopter mindset will soon be deploying a new technology that looks set to transform the all-important discipline of inventory management. It allows companies to live-count their stock as a day-to-day process rather than pausing production or order fulfilment for hours (or sometimes, days) to do so. Historically users have run time- and staff-consuming, disruptive and above all costly inventory counts that halt vital warehouse processes to provide a snapshot view of inventory that is then almost immediately out of date.

This less-than-accurate picture of the warehouse is a restricted view of operations and assets and also limits a company's ability to respond optimally to its customers' demands. In addition to out of date inventory information, missing or damaged stock is also a common problem.

The need to call a halt to

operations simply to count inventory is caused by the limitations of enterprise resource planning (ERP) systems that in effect do not allow operations to continue while stock is being counted.

Now, a new breed of independent cycle count software has been developed that collects inventory information from warehouse data capture devices including scanners and mobile computers and posts it to the ERP, while allowing operations to continue.

The software typically runs on an existing browser so is quick to install, either standalone or integrated with an ERP system. It also uses rules that allow it to be customized in line with the user organizations' own namings and preferred work processes, making it easier to deploy, with minimal training. Importantly the live-count, real-time view of inventory that new-generation software such as TouchPath's 'TouchCount' system delivers ensures that warehouse managers have an

always-accurate view of the stock for which they are responsible. Product damage and loss is minimized and stock levels can be maintained at exactly the level needed for optimal fulfilment.

In short, technology is about to set a new standard in inventory management: a new best practice benchmark.

7 BENEFITS OF DAY-TO-DAY INVENTORY CYCLE COUNTING

New technology now makes it possible to record inventory as part of a company's ongoing day-to-day, year-round operations. What are the benefits? Here we list the top 7, including ROI.

1 Less interruption to business

Picks, orders and putaways are no longer interrupted by full-scale inventory audits, saving on



personnel costs and avoiding warehouse downtime while allowing counts for specific areas of the warehouse.

2 Greater customer satisfaction

Cycle counting maintains ongoing awareness of inventory levels in real time, meaning that low or missing stock can be replenished and customer orders can be shipped more rapidly. Stock is always ready and always in good condition.

3 Better business insights

Inventory counting generates reports on how product flows through the warehouse, enabling better decision making on product re-ordering and reduction.

4 Improved operational efficiency

Maintaining inventory accuracy 24 x 365 means fewer exceptions to handle and less time spent searching for misplaced products. Surprise losses of product through theft, damage or

expiration are avoided.

5 Item counting flexibility

Cycle counts can be set up in line with business need, with the freedom to decide what items are counted, and when.

6 The cycle count as an ongoing, day-to-day activity

Thanks to new technology inventory cycle counting no longer disrupts order fulfilment, so it can become part of day-to-day operations, delivering the benefit of consistently accurate inventory counts that annual or semi-annual counts cannot.

7 IMPACT: cycle count technology ROI

TouchPath's own industry experience suggests that ongoing, year-round inventory counting technology pays for itself within the first year in downtime reduction, slashed overtime costs and low-to-no product losses: savings that continue into Year Two and beyond.

Northern warehousing company set to continue exceptional growth

A Worktop based, warehousing and third party logistics company, is set to capitalise on its exceptional 2019 growth through a robust strategy and driven leadership team.

Carlton Forest Group doubled its warehousing capacity in 2019 to over 450,000 sq ft and was named as the fastest growing 3PL logistics company within the Sheffield City Region, an area known for its business growth and investment. Furthermore, it was shortlisted as Co-Packing and Fulfilment Company of the Year at the UK Packaging Awards in November.

“2019 was an amazing year for us which saw us deliver

unprecedented growth and make considerable investment in our team members and management structure,” said Alistair Plant Assistant Group Commercial Manager Carlton Forest Group. “This reinforced our already robust operations and gave a solid platform to implement last year’s growth plans and also start those for a new decade.”

During 2019 Carlton Forest saw its operations and customers base diversify with a large

increase in e-commerce and fulfilment contracts for a variety of new customers. It also opened a further site at Barnsley to reinforce its operations.

“We have plans to further invest in our warehousing capacity, warehouse management systems and stock control during the year,” said Alistair. “This will support this years planned growth and our five-year vision for the warehousing and logistics side of the business which will help us to retain our position as one of the leading sector companies in the North.”

Carlton Forest Group offers a full range of warehousing and logistics services including contract warehousing, contract packing, national distribution, WMS and stock control and bespoke fulfilment solutions.

Further information about Carlton Forest Group can be found by visiting www.carltonforestgroup.com. The company is located in North, Nottinghamshire, S81 0TP just 10 minutes from both the A1 & M1.



Exporta expand their pallet box and crate range

Exporta have expanded their shipping crate range with the addition of their new Collapsible Cardboard Crates. Exporta already have a comprehensive range of rigid and collapsible plastic pallet boxes, Dolav boxes, collapsible Polycrates and very flexible wooden and plastic pallet collar crates. However, by talking to their customers, they identified a gap in the market for a very lightweight but robust and reusable crate.



These cardboard crates are pallet boxes made from very strong and robust 15mm or 25mm reinforced cardboard. Designed for air freight usage in mind, when combined with a lightweight nestable plastic pallet these crates can significantly reduce the volumetric cost of shipping by air. These crates are much lighter than any wooden or plastic crate and far stronger than any normal cardboard box. The toughest can take 500kg stacked on top and because they are collapsible, they can be shipped back to the source in a stacks thus saving on return costs. They can be reused again and again and so last longer and are more environmentally friendly when compared to single use cardboard boxes.

Reusable and returnable box and crate solutions are growing for environmental and longer-term cost savings. Single use plastics and cardboard products are initially cheaper to purchase but over an extended period of time, multi-use solutions make savings and reduce the environmental impact as long as there is a return loop and reuse programme in place.



To find out more please contact their Sales Team FREE on: 0808 159 6778, email them at sales@exportaglobal.co.uk or visit their website www.exportaglobal.co.uk

Putting food safety first, shows hygienic innovation at Foodex Dolav

New from Dolav is the Ace 460, a shallow, hygienic pallet box. It holds 445 litres and at 580mm tall, is ideal to avoid crushing softer or delicate loose products such as tomatoes or chicken portions. Shallow helps manual product handling. Like the 740mm-high standard Ace 1000, the Ace 460 is a one-piece moulding with three integral runners for safe tipping. It weighs 33.4kg, has a max stack load of 4500kg and with its 1200x1000mm footprint, it inter-stacks with the standard Ace.

Dolav offers a choice of solid or perforated walls, or a combination of both and drain plug options. The new Ace 460 box has the same proven strength and hygiene of the standard Ace, confirmed by Campden BRI as "Hygienic design." The Dolav Ace is available in ten standard colours from stock.



Detectable plastic option

Both Ace boxes can have Dolav's detectable plastic option, coloured red or blue. It enables plastic detection by X-ray and standard scanners. Performance is test-proven by Mettler Toledo.

Dolav detectable material also meets FDA guidelines on foreign objects in food products. Additionally, Dolav offers an antimicrobial plastic option for additional food safety.

Hygienic antimicrobial plastic

Dolav's antimicrobial technology from BioCote® provides food-factory processors with surface protection from contaminants. It can reduce the presence of microbes, such as bacteria and mould by up to 99.5% in two hours. This innovation is a new enhancement for the already-hygienic Dolav Ace box pallets and plastic pallets that can also reduce the need for aggressive cleaning substances.

Hygienic folding box pallet saves space

Dolav has an 'Industry First' with the Dolav DFCL folding box pallet. Often called 'The Folding Ace'. Campden BRI confirmed that the DFCL, "Follows good hygienic principles." The DFCL, which inter-stacks with the Ace family, is 1200x1000x740mm. The hygienic DFCL stacks, tips, folds, and holds 750kg in 600 litres, It folds to half height at 370mm. (Image of DFCL & Ace stacked)

New! Hygienic Plastic Pallet - The Dolav MH 1000

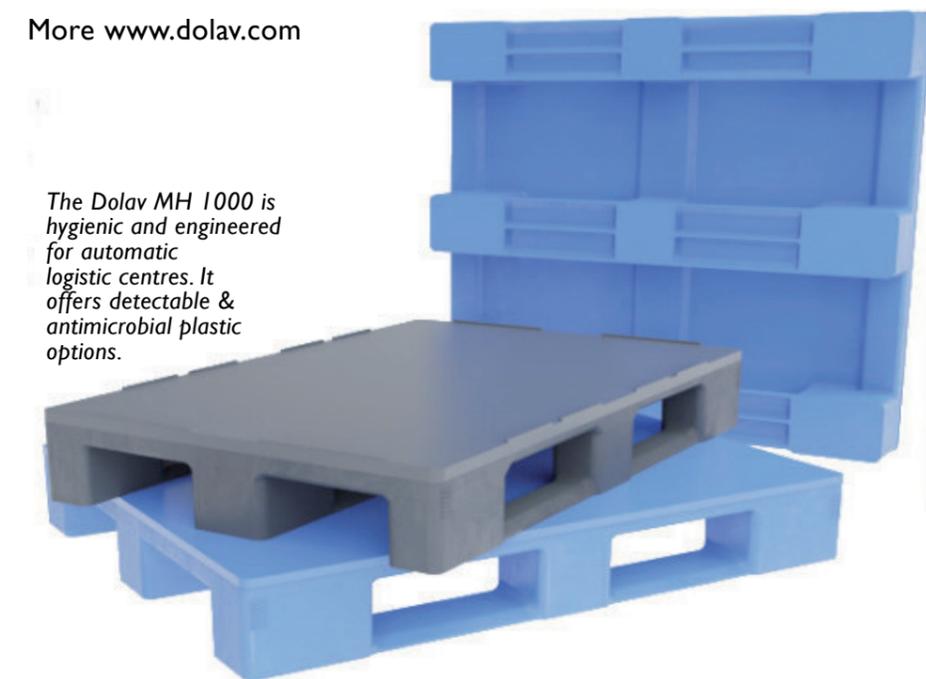
Dolav has just introduced a strong and hygienic pallet for the food sector. With three integral runners, this solid plastic pallet has no cavities or crevices for contamination to hide, ensuring its hygienic properties. With very smooth hygienic-design moulded corners and edges, it is easy to clean and dry.

At 1200x1000x160mm, it is engineered to be suitable for automatic logistic centres. It has excellent racking performance. It weighs 22kg. Standard with no rim, options include a 6mm or a 20mm outer safety rim. For fast cooling, Dolav has designed

excellent airflow through hygienic holes in the perforated option.

With the reinforced racking version for heavy-duty hygienic use, the dynamic load increases from 1800 kg to 2000 kg and racking load increases from 1250kg to 2000kg. The reinforced pallet weight increases but to only 26.2kg. The Dolav MH 1000 plastic pallet offers detectable & antimicrobial options.

More www.dolav.com



The Dolav MH 1000 is hygienic and engineered for automatic logistic centres. It offers detectable & antimicrobial plastic options.

New Loadhog ALC is small but perfectly formed

There is a new 'baby' in the extensive and successful Attached Lid Container (ALC) family at Loadhog which can do everything its bigger 'brothers' can do and more within a smaller footprint.

The smallest Apollo 43 ALC in the range at 400 x 300mm is available in two depths of 264 and 306mm, offering an innovative concealed hinge-pin design to maximise the security of its contents, which are often valuable. Its textured base, which replaces a smooth base which can be undetected due to reader reflection, also prevents unwanted movement and reduces noise pollution on conveyor systems.

Design engineer, Luke Davis

says: "All the knowledge we have gained over the years from producing the Apollo 43's predecessors has been applied to the development of our latest innovation."

The new Apollo 43, with its improvements, ensure the container is ready to work in conjunction with automation machinery within supply chains today and in the future.

In common with other Loadhog ALCs, the latest to take to the stage will work in combination with the company's Pally & Lid system to eliminate one-trip packaging from DC right through to store if required.

This container type is especially popular with non-food retailers

due to its lightweight yet robust design making it perfect for operations within distribution centres.

The Apollo 43 is also compatible with Loadhog's Dolly range, which can be cleverly linked together on the short or long side, making it particularly versatile.

The new Apollo 43 completes the ALC range at Loadhog, enabling Sheffield's returnable packaging specialist and its distributors to handle any type of application for this container type.

To view the full range of Loadhog containers visit: www.loadhog.com or Stand 6G40 at LogiMat 2020.



KTC Edibles selects LPR as its pooler of choice



Following an extensive review of its distribution and pallet pooling requirements, KTC Edibles Ltd, the oil and fats specialist and world foods supplier, has awarded the contract for its pallet pooling business to LPR, Europe's leading red pallet pooling company.

KTC Edibles sources a wide range of quality foods and ingredients from around the world and distributes these to manufacturers, retailers and wholesalers, both in the UK and other countries. The company's products include oils, spices, pulses and sauces, as well as canned groceries and beverages. Vincent Poulton, the company's Equipment Controller explains,

"Our business is growing fast, and we need suppliers that have the ambition and ability to grow with us. We selected LPR as a long term partner who will provide the unique combination of high quality products and exceptional customer service."

The decision to partner with LPR was taken after a three month joint project during

which every aspect of KTC Edibles' distribution operation was explored. Vincent explains, "Having made the decision to choose a new pallet pooling provider, we wanted to be certain that they would meet our expectations before committing to a long-term agreement. The due diligence period allowed us to test LPR's approach to relationship management and we're delighted that LPR passed with flying colours. LPR worked closely with our pallet control and operational teams and demonstrated that they were able to meet both our rigorous technical and commercial requirements, while providing the flexibility and resources to support our ongoing business growth."

LPR will be fulfilling KTC Edibles' pallet requirements for their distribution hubs in Liverpool, Wednesbury and Darlaston.

About La Palette Rouge (LPR) La Palette Rouge, a division of Euro Pool Group, is a pallet-pooling company for manufacturers and distributors

in the fast-moving consumer goods sector. LPR operates throughout Europe, providing a full pallet service to its customers and their retail partners.

The LPR range of pallets includes all formats commonly used in the FMCG sector and by major retailers. LPR pallets comply with hygiene regulations applying in the food sector and are reserved strictly for the FMCG sector, in order to avoid any risk of contamination.

LPR has acquired PEFC certification and has therefore implemented a rigorous chain of custody to ensure that the wood for its pallets comes from forests that are managed sustainably.

About Euro Pool Group Euro Pool Group is the European leader in logistics services for returnable packaging in the fresh produce sector. Euro Pool Group is composed of two divisions, Euro Pool System (EPS) and La Palette Rouge (LPR).

www.europoolgroup.com

Renovotec marks the start of the twenties with 20% rental discount campaign for ultra-rugged Unitech PA760 smartphone

- 20% discount on all PA760 rentals effective 1 January 2020; or rent six PA760 PDAs for the price of five
- "Unitech's new enterprise level, omni-channel personal digital assistant is tough and versatile for multiple warehousing, retail, field service and transportation environments" says Renovotec managing director Richard Gilliard

Renovotec, the UK's fastest growing independent rugged hardware, software and services provider for warehousing and distribution, manufacturing and retail companies is marking the start of 'the twenties' with a 20% rental discount campaign for the Unitech PA760 ultra-rugged smartphone - a new omni-channel, enterprise level personal digital assistant (PDA) running on the latest Android 9 operating system with a robust processor and rugged scanner say Unitech. Alternatively, supply chain users can rent six PA760s for the price of five. Free accidental damage maintenance is included with all orders say Renovotec.

The Unitech PA760's Android 9 build means that applications run faster, downloads are quicker and web pages load more quickly say Unitech. The PA760's 5.5-inch LCD, sunlight readable display delivers high resolution for almost any

environment, while its drop-resistant (to 1.5m) and IP67-rated body is designed to withstand the most rugged conditions. The PA760's scan engine allows 10 barcodes to be read at the same time for more efficient data collection; multiple connectivity to WiFi, Bluetooth, 4G LTE and GPS is quick and secure; and the PA760's hot-swap battery design boasts a three-hour charge time for ten hours of operation.

Multiple applications in multiple markets

The Unitech PA760 is versatile and can be used for a wide variety of applications including warehouse inventory control, inbound and outbound management in the retail industry, parking management and facilities inspection in field service and flight ticket checking and mobile POS in transportation. www.renovotec.com



NexSys®

battery range now covers all materials handling vehicle applications

Thin Plate Pure Lead (TPPL) battery technology from EnerSys®, long-established in providing highly flexible, maintenance-free operation for materials handling vehicles, is now available in two forms. First is the NexSys CORE battery (available only in EMEA markets), a high-performance alternative to traditional lead-acid batteries. Then, for users seeking even more enhanced capabilities, outstanding cycling performance in Partial State of Charge (PSoC) operations and increased cycle life, there is the new NexSys PURE battery. Comprising TPPL technology with the addition of carbon in the active material formulation, the NexSys PURE battery is powerful enough to offer a compelling alternative to lithium-ion (Li-ion) in many applications.

“With these two NexSys batteries, we can meet the needs of all electric materials handling vehicle users,” comments Sorelle Metiendjo Tiam, Advanced Technologies Product Manager EMEA at EnerSys. Tiam continued: “Those that would have previously deployed traditional lead-acid batteries can benefit from the superior performance of the NexSys CORE battery; for them, this battery becomes the standard solution. Similarly, the NexSys PURE battery offers an attractive lower price alternative to lithium-ion for users seeking the highest level of performance.”

The NexSys battery family offers users a full spectrum of choice. The NexSys CORE battery is currently optimised to achieve 100% energy throughput for low to medium-duty operations. In contrast, the NexSys PURE battery delivers up to 160 per cent energy throughput per day. This means the NexSys family offers true flexibility for all material handling applications.

The energy content of NexSys batteries is up to 10% more than flooded batteries and up to 20% more than gel batteries. This is possible as one tubular plate is equivalent to three TPPL plates. Therefore, both

the NexSys CORE and NexSys PURE battery have three times more plates than flooded and gel batteries of the same volume. TPPL plate thickness down to 0,8mm allows this density.

Unlike conventional lead-acid solutions, the NexSys CORE battery has fast charge capability. It can be fully charged in 5 hours. Moreover, it is possible to use short break times to opportunity charge the NexSys CORE battery, even without reaching full state of charge. This allows the user to complete a higher number of cycles (up to 1500 cycles at 60% DOD),



and the cycle life increases exponentially at lower DoD levels.

Opportunity charges allow users to complete daily missions, which may overtake the nominal capacity of the battery, and therefore provide flexibility in truck operation with up to 100 per cent energy throughput per day. A truck can accordingly complete an entire shift, possibly longer, without needing removal from service for a battery change or recharge.

Due to the high efficiency of NexSys batteries, the associated NexSys charger can significantly reduce energy costs compared to conventional lead-acid batteries. This transforms the whole NexSys package into an optimised Total Cost of Ownership (TCO) solution. What's more, the batteries are virtually maintenance-free, and no water top-ups are required.

The NexSys PURE battery achieves its enhanced performance by adding carbon in the active material formulation. This reduces negative plate sulfation and

increases the surface area and porosity. It reduces internal resistance and increases charge acceptance.

The NexSys PURE battery offers all NexSys CORE battery benefits, plus ultra-fast charge capability and exceptional PSoC cycling performance. By adding a carbon compound, the NexSys PURE battery can achieve more cycle life and higher energy throughput.

With increased specific power, the NexSys PURE battery can sustain up to 160 per cent energy throughput per day. The batteries can be used for two or even three-shift operation, in PSoC mode with multiple opportunity charges. They have exceptional fast charge acceptance capability.

The extended battery life of the NexSys PURE battery makes it ideal in applications where a minimum life expectancy is required. For instance, in a typical double-shift application, where several break times can be used to opportunity charge the battery, the cycle life of the battery is higher

than the NexSys CORE battery. This enables NexSys PURE to cover the duration of most truck rental contracts with no battery change. Overall, TCO is reduced through fewer battery replacements and lower operating costs. Also, unlike Li-ion, the TPPL batteries are easily recyclable.

The NexSys CORE and NexSys PURE batteries are both available as COMPact solutions with an on-board charger and battery monitoring system (BMS). These batteries allow complete plug 'n' play operation and the operators can use their truck like a simple household appliance – by just stopping and plugging into an AC socket.

Overall, the key advantages of NexSys CORE and NexSys PURE TPPL technology can be summarised as zero battery change, virtually free of maintenance, maximum charging flexibility, longer service life and reduced TCO. For more information about the NexSys battery family, please visit: <https://www.discovernexsys.com/>

Horses for Courses at L & S Waste Management

Hampshire based L & S Waste Management Ltd has just added two new Volvo excavators to its fleet of mobile equipment that take up residency at the company's Portsmouth recycling centre.

The two new machines are a twenty tonne EC200E which was launched globally earlier this year and the slightly larger EC220E weighing in at twenty two tonnes. The machines were chosen thanks to the reliability and performance of two EC140E models purchased last year at the beginning of 2019 according to Transport and Plant Manager Dominic Sales. "The two fourteen tonne machines have proved to be very reliable and the support from SMT GB when required has been excellent, which has prompted us to opt for the larger machines for the Portsmouth facility."

The two new machines fulfill two specific applications at L&S Waste Management's Portsmouth facility. The EC200E equipped with a selector grapple is in charge of sorting the incoming material which is comprised of general industrial inert waste,



skip waste, rubble and demolition waste. Powered by a four-cylinder Stage V compliant Volvo engine developing 156 nett hp, the EC200E is well specified for this application. For example the machine is equipped with hose rupture valves to the boom and dipper cylinders, quick fit hydraulics, hammer/shear lines and the optional X3 rotation circuit to operate the selector grab. The machine has an ample working geometry thanks to the combination of the 5.7m boom and 2.9m dipper arm allowing it to maintain a relatively static position for sorting and rehandling.

The slightly larger EC220E was chosen primarily to load concrete, rubble and hardcore into a primary crusher and also to break larger oversized material with the aid of a hydraulic hammer and a hydraulic pulveriser. "It was the flow and operating pressure requirements of the pulverizer that dictated the choice of the EC220E," continues Dominic. "The larger six cylinder engine together with the optional two pump flow on the machine compared to the EC200E provides 330 litres of flow at 380 bar pressure which is sufficient to run the pulverizer, with plenty of reserve for operating the hammer."

Both machines have been supplied to L&S Waste Management with an SMT GB Level 2 ENHANCE service agreement whereby highly qualified SMT engineers will carry out all scheduled servicing. This is backed up by a Customer Service Guarantee that ensures SMT service the machines to the level of quality and time committed to.

With its head office located in Fareham, L&S Waste Management operates two recycling and processing plants in Portsmouth and Southampton as well as a new aggregate railhead depot in Southampton. The recycling and processing operations are underpinned by a large comprehensive transport fleet made up of skip lorries, grab lorries and tippers as well as volumetric lorries, concrete pumps and road sweepers.

SMT GB markets Volvo Construction Equipment products together with K-Tec articulated hauler scraper boxes in Great Britain. There are eight strategically placed Customer Support Centres, a dedicated National Used Equipment Centre and a network of utility equipment dealers to ensure high quality customer support is maintained throughout the country.
www.smt.network

Pure Safety Group introduces stronghold Quick-Switch system for dropped objects prevention at WOC Show

Pure Safety Group™ (PSG) is launching the Stronghold® Quick-Switch® Tool Tether System for the prevention of dropped objects during work at height. The system is based on the proprietary Quick-Switch design, the only technology that allows workers to switch tools from one connection point to another in a single motion to provide a level of dropped objects safety unmatched in the industry.

The Quick-Switch system keeps tools connected at all times, including when they are transferred or handed off. With Quick-Switch, tools can be carried, managed and used at height while protecting people and property below. The Quick-Switch system gives workers the flexibility to use multiple tools at their work areas and switch tools, all while keeping them connected through a patented combination of keys, links and anchors. Keys allow the use and manipulation of the tools. Links are the mechanism that allows the switching of locations of tools. Anchors are the points that support the tool in the event of a drop.

The Quick-Switch system components include:

- Quick-Switch Starter Pack that includes everything needed to get started with the Quick-Switch system: 4 Quick-Switch Links, 1 Quick-Switch Bungee Tether and 1 Quick-Switch Wrist Cuff.
- Quick-Switch Link and Dock: Links are paired with tools and are the mechanism that makes Quick-Switch the only tethering



system in the world that allows movement of tools from one place to another without ever having to be untied. Each link comes with its own dock.

- Quick-Switch Wrist Cuff
- Quick-Switch Bungee Tether, for tethering tools to a belt or fixed structure
- Quick-Switch Retracting Tether for retractable applications
- Quick-Switch Apron for use over handrails and railings
- Quick-Switch Rotating Dock: the anchor point for the Quick-Switch system that can be used on pouches and tool pockets
- Quick-Switch Tethered Tool Bucket and Bolt Bag and Tool Holder to contain anchors

“According to the National Safety Council, every 10 minutes

someone is injured because of a dropped tool,” said Matt Moreau, product manager, dropped objects and foreign material exclusion (FME). “Until now, there was no way to transfer tools, hands-free, and maintain 100 percent tie-off.” Moreau notes that the Quick-Switch products meet the latest OSHA and ANSI standards for drops prevention.

The new Quick-Switch system is the first product launch for PSG’s newly branded Stronghold family of dropped objects prevention line. Stronghold is the brand that evolved from Ty-Flot, which was the company PSG acquired in 2018. Stronghold is one of three PSG brands that also include Guardian® Fall Protection and Checkmate®, both fall protection product brands. Products from all three brands are increasingly available throughout the world, as part of PSG’s recent global expansion. www.puresafetygroup.com.

LIFTING POINTS FOR BOLTING



Power Point Star Lifting Point

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



VLBG Load Ring

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



VWGB Load Ring

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



INOX-STAR Lifting Point

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



Star Point VRS Lifting Point

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



WBPG Hoist Ring

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




www.rud.co.uk
01227 276611

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

WORK SMARTER GET PAID FASTER



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

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

Find out how at ServiceSight.com



Service Sight

Powered by Protean Software

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