



Service success

Windsor Materials Handling has hit the sweet spot for Jakemans.

Throat sweet maker Jakemans (part of the LanesHealth group) is a company that focuses on people's health and wellbeing and is passionate about keeping employees safe and healthy.

With this in mind, when they

approached Windsor Material Handling to look at materials handling equipment for use at their Sutterton site in Lincolnshire, safety and productivity were important factors.

Jakemans required an additional forklift truck due to an increase in their workload, and a Doosan 7

Series electric counterbalance truck was supplied. The Series 7 provides excellent safety and visibility and Doosan and operators benefit from improved productivity and a reduction in stress and fatigue thanks to the ergonomically designed operator compartment providing optimal visibility and the latest approaching hydraulic controls.

In order to dispose of waste cardboard and drums in a safe manner, the customer also had a requirement for an attachment for the new truck. A Kaup 1.5T411 fork clamp attachment with slip on drum arms was supplied, which will provide Jakemans with the highest rate of stability and safety when operating the new machine.

As well as the new forklift and attachment, a Doosan LEDH20M electric powered pallet truck was also delivered. The low energy consumption, easy maintenance and powerful drive motor of the truck will enable Jakemans to move goods around their facility in Boston much more quickly. The truck is also agile

with great manoeuvrability and its small turning radius allows for smooth operation in the relatively small space between production, packing and storage.

Production manager at Jakemans, Lee Vacey, was impressed by Windsor's strong local presence and the level of service the materials handler provides. "The specification of the machine changed a few times during the tender, so we were pleased with how Windsor liaised with us closely to ensure the correct equipment was supplied. We are also keen on receiving a high level of service and competitive prices, which happily, Windsor has been able to deliver."

David Hodgkinson, sales manager at Windsor Material Handling believes listening to customers closely but also providing fresh ideas is behind the success of their material handling solution. "At Windsor, each material handling solution we provide is tailored specifically for each different customer and their requirements."

Tel: 01482 329996

Doosan launches 25 tonne forklift

The launch of a 25 tonne counterbalance truck was one of the highlights of **Doosan's** IMHX presence in 2016.

The manufacturer also showcased its latest range of 7-series forklift trucks, its Fleet Management System and spoke about the integration of dealer Rushlift into its offering following last year's acquisition.

Paul Watson, sales director, Doosan Industrial Vehicle UK says: "Doosan is one of the leading global manufacturers of forklift trucks, but since our acquisition last year of Rushlift, the UK's leading national independent service provider, we can now provide direct manufacturer sales, nationwide service, short and long term rental, in-house finance and the best fleet management system in the industry.

"In addition to this, Doosan continues to be in the fortunate position of having the best dealer network in the country, who are able to provide the best local service from their local depots, and are able to respond better to the needs of local businesses, than most centralised call-centres."

The new Doosan 25-tonne diesel forklift is suited to the steel industry, ports, container and cabin handling and heavy manufacturing industries. The truck that was on display at IMHX was the first in the UK or Europe, and has been sold to General Electric at Heathrow.

Watson continues: "We are also showing for the first time at a UK exhibition, our latest 3 and 4 wheel electric trucks powered by 48-volt and 80-volt systems. These models have some of the most innovative safety features fitted as standard, such as an automatic electronic parking brake, precise programmable finger-tip controls and the new Guardian Stability System, which includes automatic slowdown when turning in corners to help prevent tip-overs, an unlimited ramp hold function and the Doosan Operator Sensing System."

Tel: 01604 825600



Lift truck supplier is first port of call

Avonmouth Shipping has called on **Impact**, the UK's sole supplier of Cat lift trucks, to expand its materials handling capabilities, adding a specially modified Cat DP45 diesel-powered forklift to its hard-working fleet.

The modified DP45 features a lowered chassis, seat and masts, to assist the truck in its primary duties – unloading containers at the Port of Bristol. The new arrival is the third Impact-supplied Cat truck to join the company, following a pair of DP45s delivered in 2014 and 2015.

John Cox, director at Avonmouth Shipping, said: "Impact has taken the time to understand the demands of life in the port, and helped us specify a tough truck to match.

"When a container ship docks, it can't be allowed to stay there long – it needs unloading fast, so the three lining up behind it can have their turn.

"As such, we need forklifts that can reliably be ready to go as soon as the Captain calls 'stop engines' – and Impact supplied just that."

Tel: 0800 169 9789



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In the spotlight

HSS editor Simon Duddy offers his IMHX highlights drawing on some key trends to feature at the logistics industry's biggest exhibition.

By its nature, change is gradual in logistics as very significant investments are needed and they tend to have considerable knock-on implications that need to be thought through. So IMHX - a large show that comes around every three years - is a great benchmark.

IMHX had plenty of food for thought on the direction of travel within logistics.

This was most pronounced in automation. IMHX is a show dominated by large forklift manufacturers and it was striking to see how much emphasis they were placing on automated and semi-automated solutions.

Toyota Material Handling had the largest stand at the show and among the highlights for Toyota were a BT Optio OSE250 - a low level order picker - which came with remote drive. The manufacturer also had an automated reach truck on show, and dazzled visitors with its Future Technology tour - giving a peak at tomorrow's world in terms of handling technology.

The stand of Linde Material Handling featured an automation zone focusing

on its relationship with robotics firm Balyo, Linde's partners in engineering the next generation of automated trucks. Plus the show came only a few months after Linde's parent company Kion Group bought automation provider Dematic (who were also at IMHX). This opens up even more dramatic possibilities for Linde to work automated elements into its offering in the UK. Indeed Linde revealed at the show that a major UK grocer had asked Linde to work with Dematic prior to the acquisition deal being announced.

Crown unveiled two interesting developments in semi-automation. One is an alternative to standard VNA and features Auto Positioning System technology on its TSP Series turret trucks. The truck operator does not have to navigate the truck from location to location and can focus on picking. This adds efficiency and even out the performance difference between seasoned and novice forklift operators.

The company has also diversified its glove-based remote control technology. It launched Quick Pick Remote to much success at IMHX 2013 and now versions

are available for remote gloved control of stackers (Quick Lift) and also to command tow tractor trains to feed production lines - good developments of an already impressive technology.

Similarly the Jungheinrich easyPILOT on the ECE horizontal order picker significantly improves picking performance while relieving strain on the driver. The truck automatically moves with the operator and stops as soon as he uses the remote control or reaches a pre-defined destination.

Forklifts

In terms of conventional lift trucks, a few models stood out. Toyota unveiled the world premiere of its new BT Reflex RRE reach truck range promising top level performance.

Meanwhile Doosan showcased 16 trucks on its stand, including the latest of its 7-series models. Prominent on the stand was the new Doosan 25-tonne diesel forklift, which is aimed at the steel industry, ports, container and cabin handling and heavy manufacturing industries. The manufacturer has already sold its first model to General Electric at Heathrow.

Maxing the cube

The show also highlighted innovation in specialist trucks designed to manoeuvre in very limited space - key products now most logistics operations are facing space constraints of one type or another.

The Bendi Spacemate is an

Crown's VNA Auto Positioning System means the truck operator does not have to navigate the truck from location to location and can focus on picking.

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Fork Lift Truck
Association

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Safe Site Award Enter today!

Improved the safety of your forklift operations this year?
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workers? Or even pioneered your own safety initiative?

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Fork Lift Truck Association's next Safe Site Award winner!

What is it?

Open to businesses of all sizes, this highly prized Award shines the spotlight on those individuals and companies who have committed to making their workplaces safer.

This could be a change of site layout, an innovative training scheme, an initiative to change safety culture... anything that has successfully addressed an identified site safety issue.

By simply telling the FLTA about your safety improvements, you could find yourself lifting a much coveted Archie trophy at the FLTA Awards for Excellence 2017.

Don't keep your success a secret

As well as being recognised by their peers and the industry at an Oscars style ceremony held in March 2017, every Safe Site finalist receives months of free publicity leading up to and following the event.

So what are you waiting for?

Entry is free, quick and as easy as



1 Head to the Awards section of the FLTA website

(www.fork-truck.org.uk) and download the entry form.

2 Describe your safety improvement in 300 words or fewer, including the specific problems you've addressed, the actions you've taken and the results you've achieved.

3 Email it to peter.harvey@fork-truck.org.uk with any supporting images, videos or other documents you choose to include. That's all there is to it.

It takes just minutes to complete. But don't delay. The deadline for entries is 31st October 2016.



Winner 2015: G's Fresh Beetroot

This worthy winner made a concerted effort to improve fork lift safety, with a focus on pedestrians in particular.

In addition to improved training, the company introduced safety-enhancing technology such as a traffic light system, blue light technology to improve visibility, and a portable sign warning drivers of pedestrian presence.

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Training



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The FLTA's **Pick of the Year**, the worthy finalists from across all Awards categories, will be announced in the Nov/Dec issue of *Handling & Storage Solutions*.



Winner 2016: Heineken UK

Through the improved "Perfect Forklift Experience", Heineken's Hereford Cider Mills factory increased safety, while reducing damage costs by almost 95%.

The initiative included the implementation of an ingenious-but-incredibly-affordable QR video system for maintenance checks, the introduction of a vehicle monitoring system and assigning staff to truck care teams.



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