

Speed up the process

TCM is expanding its range of order pickers and now offers an improved solution to complete order picking activities faster and more efficiently.

The new TCM EOM 100 for picking heights up to 3.4 metres has just been launched and is now available through the TCM dealer network. The truck is shorter, narrower and faster than previous models and is therefore more agile, manoeuvrable and quicker in warehouse operations. It has been upgraded to travel 33% faster with a normal speed of 9km/h and a higher mode of 12km/h. In addition to improved speed, TCM designers have also shaved 140mm off its width and made it 400mm shorter, without compromising driver comfort or safety.

These new features combine to give the truck greater access and versatility in confined or busy work spaces. It speeds up the order picking process to improve

efficiency and contribute to overall cost reduction.

The medium level order picker has a load capacity of 1000kg. It's available in two versions to offer picking heights of 2800mm or 3400mm and allows convenient order picking from racks or pallets.

Comfort and safety features help to improve work performance and reduce levels of driver fatigue. Controls can be adjusted individually for each driver to ensure they are positioned to give easy and comfortable operation of the truck. Its low step-in height of 160mm also means easy and comfortable access, whilst the cushioned floor significantly



reduces levels of fatigue.

As well as speeding up the order picking processes, TCM's EOM 100 also maximises operating safety. Before the start of the journey, the operator logs in to the on-board computer with an individual PIN code. A sensor in the floor registers whether the driver is on board. Only then can the truck be started. In addition, the EOM is equipped as a 'walk beside' option, in which the operator can operate the truck on foot. Other optional safety features are an overhead guard as well as side gates on the driver's platform, which are also fitted with automatic sensors.

For trucks operating above the height of 1200mm safety gates are a legal requirement, so if they are not closed at this height, the truck automatically prevents further lifting of the platform. Both model versions are available through TCM dealers throughout the UK & Ireland.

Tel:01844216494

Doosan sets up National Account team

The Korean manufacturer has created its own direct National Account team, whose responsibility it is to target and build relationships with new businesses on a direct basis.

The development comes one year after a major acquisition in the UK. In February 2015, Doosan Industrial Vehicle UK acquired independent forklift supplier Rushlift and now Doosan now has a fully integrated offer covering product and service.

An additional layer of operational management has been implemented to support the team of mobile service engineers. The company says larger organisations want to do business with a company of Doosan's similar mind-set, and want to explore the values that the Doosan - Rushlift business can offer.

"Doosan and Rushlift will continue to grow from strength to strength, having now become a real and credible alternative in the marketplace. Customers can really benefit from partnering with a people-focused business and along with the highest quality of products and services," explains Doosan UK's CEO,



Tim Waples. The acquisition of Rushlift is in line with Doosan's strategy to grow operations both organically and through the acquisition. The move is designed to open the door to larger national fleet accounts, which exceeded the reach of both companies individually.

A high proportion of fleet users want to deal directly with the manufacturer, not only to ensure the best possible price

and deal, but also to ensure they have a closer channel of communication as well as the best possible working relationship.

"Our team of highly trained, and multi-skilled technicians are the foundation of our business - holding the key to our future success," explains Waples. "This group of committed engineers are the face of Doosan and Rushlift and we want to ensure they are given the best possible support to carry out their tough challenge day-in day-out."

In further news, Doosan has seen a 50% increase in its sales of small chassis 3 and 4 wheel trucks since the 7 series 48 volt electric counterbalance launch in September 2015.

New product features include the automatic electric parking brake, which increases safety and eliminates any roll away even if the operator is not on the seat, coupled with the brand new fingertip controls and 86-degree steering lock.

The much improved operator compartment, including a premium full suspension seat as standard and increased legroom, is improving productivity while reducing stress and fatigue for operators.

Tel:01604 825600



Fork Lift Truck
Association

Awards for
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The tense wait was over for individuals and companies across the globe as the Fork Lift Truck Association revealed the winners of its 22nd annual Awards for Excellence.



Key industry figures attended the sold-out, black-tie event at The International Centre in Telford to find out just who would be taking home an *Archie* – the materials handling industry's most prestigious honour.

The FLTA got proceedings off to a 'bang' with a rousing drum performance from SPARK!, followed by a lively fireworks display.

Standard-raising products

Big product category winners on the night included **Impact Handling** for its Carer Z80H fork lift truck (Environment), **Crown Lift Trucks** for its SC6000 Electric Counterbalance (Ergonomics), **JCB Industrial** for its Wastemaster Teletruk (Safety) and **Cavaion Baumann UK** for its GX Series Sideloader with 'Archimedes' Outreach System.

Exceptional individuals

The evening's warmest cheers were reserved for the announcement of individual winners. Former FLTA Chairman and President **John Chappell** took an Archie for his Services to the Association, while fork lift training pioneer **Richard Shore** of Mentor received the Services to the Fork Lift Truck Industry Award for a career which has seen him oversee the training of more than 500,000 people.

In a fitting climax to the event, industrial truck designer and entrepreneur **Peter Wooldridge** became the 11th recipient of the FLTA's highest honour: the Lifetime Achievement Award.

The judging panel was so impressed by the calibre of nominations for the Apprentice of the Year Award, that it honoured a runner-up, **Stewart Meikle** of **W R Material Handling**, as well as a winner, **Gavin Hersom** of **Jungheinrich**.

Presented in Association with the
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Outstanding teams

The highly sought-after and fiercely-contested Supplier of the Year Award, voted for exclusively by Members of the FLTA, was finally secured by **Investec Asset Finance**.

A demonstration of real technical excellence - to deliver a bespoke solution- saw **Welfaux Materials Handling** awarded Dealer of the Year.

Heineken UK's Hereford cider mills were named "Safe Site", in recognition of significant improvements to fork lift truck safety on site, as well as the firm's ongoing focus on pedestrian safety.

This year's shortlist was the biggest yet – with 14 Finalists. Some of the entries were so strong that the FLTA commended four entries: **Brett Landscaping and Building Products, Mitsubishi Electric, NHS National Services Scotland and The Bury Black Pudding Company.**

Since its inception in 1995, the Awards shortlist has served as a "Pick of the Year" for materials handling products and services, rewarding those who strive to raise standards throughout the fork lift truck industry.

Hosted by British broadcaster and master raconteur Gyles Brandreth, Awards were presented through the course of the evening by representatives from each of the event's Sponsors,

Peter Harvey, FLTA Chief Executive, said:
 “This year's Awards raised the bar once again. It was our most rewarding and successful show to date.

“The evening began with a reception lit by fireworks before being led by a troupe of Venetian drummers into a ceremony hosted superbly by the much-loved Gyles Brandreth.

“But what really made this year stand out was the exceptionally high quality of entries across the board. We had a very strong field of Finalists; winning any of these categories is a real achievement.

“Each of our Finalists represents a significant advance in fork lift truck development. Through their efforts, they contribute to making operations safer, more efficient and more environmentally friendly for generations to come.

“We are delighted to recognise and reward their fine efforts.”

including: **B&B Attachments; Combilift; Crown Lift Trucks, Doosan Industrial Vehicle UK; Investec Asset Finance; Manbat Industrial Power Systems, Mentor FLT Training, Rivermore Asset Finance, TCM, Trelleborg Wheel Systems and Yale Europe Materials Handling.**

At the after-show party, the capacity crowd networked and danced into the small hours with music from The Party Rockers.

Read on to find out more about this year's winners...

Safety

Safety remains at the top of the FLTA's agenda and this Award recognises excellent examples of the strides taken by manufacturers to make their products safer: helping to reduce the risk of accidents and their resulting injuries.

winner

JCB Industrial

Wastemaster Plus Teletruk

Why did it win?

JCB's new 35D 4x4 Wastemaster Plus Teletruk features a wealth of new safety features and even more benefits, including greater protection, more lights and larger chevrons. Operators, staff and customer's site safety is a priority for JCB.

In addition, the model features:

- an interlocking seatbelt meaning the operator cannot start the machine until the seatbelt is fastened
- all-round LED work lights and two additional LED low level mounted work lights for greater visibility for the operator
- an air-intake protective guard and valve block protective guard to help prevent debris from blocking the air-intake or entering the engine compartment
- additional hi-vis counterweight chevrons and distinctive Wastemaster branding to help visibility of the machine
- the Wide Core Radiator, which helps keep the cooling system clear of debris



Left (L to R) James Pick of Trelleborg Industrial Wheel Systems, Mark Hobbs, Peter Drake and Nicola Bagworth of JCB and Gyles Brandreth



other finalists

Doosan Industrial Vehicle UK

Guardian Stability System



Stanley Handling

Robur SBC XTS Range



Safe Site

Reflecting the FLTA's growing role in providing best practice to its Members' customers, this special category recognises the safest sites in the UK for a company using – rather than supplying – fork lift trucks.

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winner Heineken

Why did it win?

Through the "Perfect Forklift Experience" Heineken's Hereford Cider Mills factory has increased safety and reduced damage across its forklift fleet by nearly 95%. The initiative sees teams of workers take responsibility for truck-care and minor maintenance – with rewards for good performance.

To overcome the potential barrier of worker literacy, the company cleverly implemented instructional videos, accessed via QR-coded stickers in the maintenance area. This allows workers to see – quickly and easily – how particular checks and maintenance are performed. Designed for cost-efficiency, the whole QR video system was implemented for less than £60.



(L to R) Tim Waples of Doosan Industrial Vehicle UK, Graham Andrews and Jason Prior of Heineken and Gyles Brandreth

highly commended

Brett Landscaping & Building Products

The company embarked on an ambitious redevelopment of its stockyard operations and traffic management systems at its Barrow Yard site.



NHS National Services Scotland

Introduced a comprehensive 'Behavioural Safety Observation Process' which ensures driver behaviour and truck activity is continually monitored and assessed for safety.



Mitsubishi Electric

At Mitsubishi, a fork lift improvement initiative was set up by forklift truck operators and non-drivers to reduce incidents and near-misses and raise awareness of safety issues among all site staff.



The Bury Black Pudding Company

A new fork lift truck awareness training programme was developed at the site to improve staff awareness of the dangers of working in close proximity to lift trucks. site staff



other finalists

Boots UK

Cedo Ltd

Communis

DailyCer

DS Smith

Eddie Stobart Logistics

G's Fresh Beetroot

Yeo Valley Group

Yusen Logistics UK