



# SHOW OF FORCE



The triennial **IMHX** exhibition took place last month, with over 400 exhibitors showing their products and services across five halls of Birmingham's NEC. Peter MacLeod was on-site for SHD Logistics to soak up some of the highlights

**W**ith the German logistics fair CeMAT – which had previously not clashed with IMHX – opting to go on a two-yearly cycle, 2016 was always going to be 'interesting', as this was when both would be held in the same year. Those at CeMAT felt it was a little flat this year as a result of the shortening of frequency, and a subsequent announcement that it was to be folded back whence it came into the Hannover Messe industrial fair in 2018 suggests that frequency change has potentially damaged its long-term prospects.

IMHX put the decision of whether to switch frequency to its exhibitors, and they voted to stay on a three-yearly cycle, as this best suits the product cycles of the major manufacturers whose presence at IMHX underpins the event. Switching from a spring date to early Autumn to avoid a direct clash

with CeMAT, IMHX took place in Halls 8 to 12 and enjoyed its largest-ever staging since its inception in 2001. Many exhibitors who hadn't travelled to Hannover were at IMHX, including Linde, Crown, Doosan and the NACCO brands Yale and Hyster.

"We are absolutely delighted that our exhibitors have come to us with such positive feedback," reports IMHX event director Rob Fisher of Informa Exhibitions (also the owner of SHD Logistics). "We felt it was a great show, judging by the footfall and the high quality of visitors coming through the doors across all four days, but it's when the exhibitors describe their satisfaction that it really hits home."

"One measure of their satisfaction is the enthusiasm they have shown for discussing their presence at IMHX 2019, which returns to the 'traditional' IMHX halls (6, and 18-20) and takes place again in September (24th-27th)."

## HIGHLIGHTS

Outside of the numerous product launches and exhibitor displays described over the following pages, there were many other highlights, including a very strong seminar session and the Future Skills Zone (see *separate boxes*) and the RTITB International Operator of the Year heats, which saw 40 of the world's top fork lift truck drivers whittled down to eight finalists after a series of devious and inventive live tests in Hall 9.

Transaid was the nominated charity partner of IMHX 2016, and raised funds and awareness of its work by inviting exhibitors and visitors to take part in a 'human forklift' challenge, in which exhibitors and visitors alike were invited to see how many assimilated vaccines they could lift in one minute, and therefore how many lives could be saved. Transaid raised £5,375 across the week – thank you





Activities at IMHX included the Women in Logistics networking event (above, right), marking the three-year partnership of IMHX and Transaid (right) and the outside area basked in autumnal sunshine (left)



to all of those who took part in the challenge, as well as those who contributed to the charity auction at the SHD Logistics Awards. Three years ago, IMHX and SHD Logistics pledged to help raise £10,000 for Transaid, and this figure was surpassed at IMHX 2016, which brought out the obligatory 'big cheque photo opportunity'!

Members of the Logistics 100 were invited to a private event addressed by Philip Shaw, an economist from IMHX sponsor Investec, who is also a well-known commentator on the economy on Sky News and BBC TV. His presentation about the implications of Brexit to the UK economy was shrewd and well-received by those present. Another highlight was the Women in Logistics networking event, which saw founder Ruth Waring – who was also working her socks off in the seminar theatre – address a group of industry peers in the shadow of a 1950s AEC Routemaster bus on the SHD Logistics stand.

Why the 1950s? Well, SHD Logistics is celebrating its 60th anniversary in 2017, and those celebrations were launched at IMHX with a look back to the decade in which the UK logistics industry's longest-serving publication was founded, as well as ahead to the future with the presence of Doosan's 'fork lift truck of the future' concept on the SHD Logistics stand. It also played host to a 1956 Lansing Bagnall FRES 2 from the National Fork Truck Heritage

Museum, with thanks to Albright Engineering, EnerSys, Toyota Material Handling UK and DHL Trade Fairs & Events (UK) Limited for getting it to and from the NEC – not without logistical challenges!

The Demonstration Zone was a first for IMHX, an area where suppliers to the industry could show off their wares in a more dynamic manner than on a stationary exhibition stand. This proved popular, with events taking place every 45 minutes across all four days. With racking and barriers in place, it was a great opportunity to see cutting-edge technology in action in Hall 10.

The mood at IMHX was upbeat and confident, with Brexit seemingly so far not affecting the health of the UK logistics industry. The challenges created by the vote to leave the EU lie further upstream for now, and in the meantime the industry is looking to make hay whilst the sun shines. Another big Christmas season fuelled by e-commerce orders will give us another big lift, but round the corner we must not forget there is a massive skills gap across all levels of experience and ability. That's why we ran a Future Skills Zone at IMHX and that's why we will be taking that concept forward from IMHX to lead the conversation about skills. Watch out for more initiatives such as these in the future – we need industry buy-in to get it to happen, and when it does it will benefit all of us in the long term. ■







Hyster's XT and (below) Yale's MX



## EXHIBITOR HIGHLIGHTS

IMHX 2016 marked the official launch of BE Finance, **Briggs Equipment's** asset finance division, which provides tailored funding to support customers' growth ambitions. It has been set up to enable businesses to finance not only forklifts, but also production equipment and even a complete warehouse solution all in conjunction with Hyster and Yale materials handling equipment.

Briggs Equipment's managing director Peter Jones says: "While businesses have traditionally looked upon equipment acquisition as a procurement decision, we are finding that, increasingly, customers are using the review process as a way to manage their business operations."

"What's more, they have grown weary of the burden of dealing with multiple suppliers and are keen to do business with providers who can operate as a 'one stop' complete resource."

BE Finance supports this approach to equipment acquisition and business development. With contracts tailored to meet an individual company's

specific requirements, it offers customers unprecedented flexibility, ease of administration both at inception and throughout the contract and choice.

Adopting the theme 'Manufacturing in the UK', Briggs Equipment also seized the opportunity to promote some of Yale's latest product innovations at IMHX 2016.

They include the new MX series of counterbalance fork lift trucks, which combines the high quality and reliability expected from Yale with affordable productivity. Tailored to meet the needs of businesses with a variety of materials handling workloads, the MX is initially available in 2.0, 2.5 and 3.0 tonne capacities.

The new MX series will be manufactured in Craigavon, Northern Ireland by an experienced team of staff who have recently built their 400,000th truck, a Yale Veractor VX. It will be produced to the same high level of quality compliance with proven Yale components. The feature set is focussed on providing core functionality for materials handling

applications without the complexity and cost associated with the premium offering.

Briggs Equipment also showcased the new British-built Hyster XT counterbalance fork lift truck. Available with diesel, LPG or dual fuel engines, Hyster's new XT series of tough and durable 2.0-3.0 tonne capacity trucks is built for a variety of everyday indoor and outdoor applications in logistics, distribution and manufacturing.

The XT series offers operators a long and reliable performance. Featuring industrial engines, power is delivered efficiently over a 10,000-hour design life, helping to reduce lifetime costs.

The benefits of the Yanmar diesel engine include super quick glow plugs allowing the engine to start quickly and reliably under cold conditions, delivering a cleaner exhaust by advancing the fuel injection timing based on water temperature.

Karen Calver, product strategy manager for Hyster in Europe, says: "The Craigavon factory has been central to producing many innovative Hyster products over the past 35 years. We are proud that our latest product – the XT series – will be manufactured in the UK and exported all over the world."

**Combilift** once again had a dynamic and popular stand, with visitors attracted as much to the products as they were to the on-tap Guinness. It showed for the first time a number of new developments, including live demos of its new Safe-Lift which helps operators avoid tip-over-loading. Safe-Lift measures, monitors, alarms and then shuts down operations, taking the guess work away from the driver. A strain sensor on the mast detects when the load centre is extended or when the forks are not fully engaged. 'Traffic lights' in the cab offer the driver an easy-to-understand status of the load. An audible alarm is activated when the risk level is reached and the lift cut out valve shuts down operation until the driver has rectified the situation.

Other products on display included a new Combi-CS with a load capacity of 1,000kg, which designed to work in the smallest operating aisles for a machine of its type and lift capacity.

Customised, innovative and smart solutions are among the current trends in materials handling and supply chain management. At IMHX, international automotive supplier **Continental** showcased smart solutions for intralogistics applications from its comprehensive portfolio.

From the chemical sector to the food industry, Continental CST offers a wide range of solid and pneumatic tyres that cater to the various needs and circumstances of different applications in the material handling sector.

One of its innovations on show included ContiPressureCheck, a tyre pressure monitoring system that continuously measures the air pressure and temperature of tyres via sensors attached to the inside of the tyre. The values are transmitted wirelessly to a central control unit and transferred to a display in the driver's cab, giving the driver a constant overview of every tyre – even when driving. If the values change due to a gradual loss of pressure or a tyre defect, the driver is warned by an audible and visible alarm.

Continental also displayed its iRT20 and RV20 tyres, which are suitable for fork lift trucks and



# The Best of Both Worlds



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- No diesel particulate filter
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Continental's industrial tyre range

both offer excellent stability and durability as well as outstanding comfort and traction, even on soft and uneven surfaces. They were joined by the CS20 – which boasts very smooth running characteristics, good traction and outstanding lateral loads, leading to a high level of driving comfort and low operating costs – and the SC20 Mileage+ which, thanks to a rubber compound with short chain sulphur bridges, possesses excellent abrasion resistance, maximum ability to withstand damage and cuts, and improved overall running performance.

First seen at IMHX 2007, the pioneering SC20 CS Easy is a unique solution that allows fleets to quickly and easily replace tyres without a press, enabling greater flexibility and reduced downtime. Fitted with a torque wrench, and no need for a mounting press, this unique tyre presents huge benefits for users.

Once again, **Crown** had a well-designed and busy stand, showing a full line-up of products at IMHX 2016 which demonstrate the successful integration of the latest technologies into logistics and warehousing processes.

Its stand hosted a display of Crown's newest developments in terms of semi-automation, energy-efficiency and fleet management technologies, including: live demonstrations of the IFOY award-winning GPC 3000 order picker fitted with QuickPick Remote; TSP turret truck fitted with the new Crown APS – Auto Positioning System including Auto Fence functionality; Lithium Ion-ready trucks, including SC 6000 three wheel counterbalance, ESR 5200 reach truck and RT 4000 rider pallet truck; the first UK showing of the new WAV 60 WorkAssist Vehicle – the Crown Wave; the first UK showing of the IFOY award-winning RT 4000 rider pallet truck; counterbalance trucks in 3- and 4-wheel configuration, electric and IC engine models; Crown

Insite Productivity Suite, featuring InfoLink, Crown's wireless fleet management solution which is fitted to all trucks on the stand; and the new FleetSTATS fleet cost management system.

Crown says it has raised the bar in semi-automation with its new RFID-based Auto Fence and Auto Positioning System technologies for its TSP Series turret trucks. Auto Fence controls truck operation near a hazard or where greater caution is required and the Auto Positioning System automates travel and lift functions for the most efficient path between the truck and its destinations.

In addition to Crown's 24V trucks, Lithium-ion ready variants are now available on 48-Volt machines, including the SC 6000 counterbalance and ESR 5200 reach truck series, offering longer work cycles between charges as well as the full flexibility of opportunity charging.

But the real head-turner was the UK debut of the Wave, which improves safety, efficiency and flexibility in applications where cumbersome and dangerous ladders are typically used to reach up to five metres. Typical applications are found in retail and manufacturing, but this versatile machine offers virtually limitless application possibilities. The new generation Crown Wave features powerful and reliable AC technology with travel speeds of up to 8km/h and highly responsive acceleration, as well as the comprehensive on-board Access 1 2 3 system for optimum performance and control. Ideal for workers receiving, shipping and stocking small loads or products in busy, confined spaces, as well as order picking and order fulfilment, the Wave can travel and lift simultaneously, enabling operators to move efficiently around a facility while raising and lowering to the appropriate heights in one smooth, seamless operation.

The Wave load tray supports up to 90kg and the



Crown's new Wave

load deck holds up to 115kg. An optional, powered load tray features infinitely variable positions that allow operators to easily make height adjustments for flexibility with any load. The Wave can also be used with a range of Work Assist accessories, such as clip pads, mast storage pockets and accessory mounts.

The FleetSTATS fleet cost management system records and analyses total expenditure on maintenance and rental costs. The system features continuous electronic monitoring of spare parts requisitions and customer service calls, so that processes can be managed more precisely and accurate, multi-site data used to reduce costs. Consistent cost control makes it easier to choose the right customer service package, while also paving the way to higher operational efficiency at the lowest possible total cost of ownership.

**Doosan** chose IMHX to show visitors for the first time in its history that it can now provide the complete package of products and services to its UK customers. In fact, its sales manager Paul Watson described IMHX 2016 as "one of the most important events in Doosan Industrial Vehicle's history".

Since its 2015 acquisition of national independent service provider Rushlift, it can now provide direct manufacturer sales, nationwide service, short and long term rental, in-house finance and what it describes as the best fleet management system in the industry (according to its customers).

It also chose IMHX to introduce its customers to the cutting edge technology and innovation built into its products, including the latest range of 7-series three- and four-wheel electric trucks, shown for the first time in Birmingham. Powered by 48-volt and 80-volt systems, these models have some of the most innovative safety features fitted as standard, such





(Above)  
Doosan's artistic  
centrepiece and (right)  
Gondola Skate's  
Rhino II



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.

"The unmissable giant of the show", in Watson's words, was the new Doosan 25-tonne diesel forklift. Ideally suited to the steel industry, ports, container and cabin handling and heavy manufacturing industries, the truck on display was the first in the Europe and had just been sold to General Electric at Heathrow.

A dramatic centrepiece of the Doosan stand was a live display by artist Ian Cook of PopBangColour

who created masterpieces using remote control cars, model forklifts and even parts of a forklift!

One of the most interesting new products seen at IMHX came from **Gondola Skate**, a US manufacturer of fixture mobilisation systems for the retail and warehousing industries, which launched

its flagship product, Rhino II, to the UK market at IMHX.

Designed to meet the needs of large retailers that frequently redesign store layouts, Rhino II – shortlisted for a Design4Safety Award at IMHX – enables customers to move gondolas and other freestanding fixtures easily and efficiently. In fact, the product can mobilise shelving units in 15 minutes or less with as little as four employees without the need to demerchandise product.

Unlike traditional moving equipment, which is often quite heavy and burdensome, Rhino II utilises two core components in its design to maximise functionality. First, the patented rack connection system with high-load wheel bearings allows for a smooth transition over any finished surface. Second, the bulldog style, sidewind jack crank assembly enables the safe and smooth lifting of any fixture, minimising damage to the floor and injury to the user.

"As the pioneer and world leader in developing fixture mobilisation systems, Gondola Skate is committed to engineering innovative products that help to shape the retail industry and strives to meet future safety challenges and standards," says Frank Charles Cozza, CEO of Gondola Skate. "Rhino II does just that and is set to revolutionise the way the industry thinks about fixture mobilisation. Already, Rhino II has helped B&Q save hundreds of thousands of pounds per remodelling project, so the potential for the UK market as a whole is tremendous."

**Hyundai** launched a brand new warehouse equipment range at IMHX, which included electric ride-on and pedestrian warehouse trucks with a 1.5-2t lifting capacity. Also new on the Hyundai stand was the 16BRJ-9 electric reach truck. All the trucks in the new warehouse equipment range have





# Claim the fame you deserve



AS THE FORK LIFT TRUCK ASSOCIATION (FLTA) CALLS FOR ENTRIES FOR ITS PRESTIGIOUS SAFE SITE AWARD, CHIEF EXECUTIVE **PETER HARVEY MBE** REVEALS WHAT MAKES AN AWARD-WINNING SITE - AND THE BENEFITS TO BE GAINED FROM CLAIMING THE RECOGNITION YOU DESERVE.

Be proud of your achievements, tell everyone and inspire others to follow your example



Heineken... G's Fresh Beetroot... Taylor's of Harrogate... Babcock International... Who

will be the next company to join our illustrious list of Safe Site Award winners?

Could it be you? Well, there's only one way to find out.

Over the past year, have you improved the safety of your fork lift operations? Perhaps you've looked for ways to raise staff awareness of fork lift trucks or maybe you've invested in training for your operators, their colleagues and your managers? Or perhaps you've changed your site layout or specified new equipment? Or even pioneered your own initiative?

Well, we want to hear about it!

Now in its 10th year, the Safe Site Award, sponsored by Doosan Industrial Vehicle UK, allows us – as an industry – to celebrate those companies who have made a stand-out commitment to achieving positive change on site.

For, although manufacturers constantly

push the boundaries for safety innovation, the ultimate responsibility for safe operations falls to those who manage and oversee them. They can (and do) make the biggest difference.

The Safe Site Award is open to companies of all shapes, sizes and sectors. Previous winners include: Sellafeld Ltd, City of London Corporation, and McCains UK.

While every winner of the Safe Site Award brings with them problems and solutions which are unique to their business, they share a common drive to reduce the risk of accidents and injuries on site.

Sometimes, this has resulted in changes to the environment, processes and procedures... significantly improving fork lift truck safety on site. Some are substantial, others simple - but they've all made a measurable difference.

What are you waiting for? Entering your site for this award is free, quick and straightforward. Simply go the Awards section of the FLTA website ([www.fork-truck.org.uk](http://www.fork-truck.org.uk)) and enter online.

Just describe your safety improvement in 300 words or less, including the specific problems you've addressed, the actions you've taken and the results you've achieved.

In addition, we encourage companies to provide supporting photos, video clips and any other documentation to support their entry.

## BENEFITS OF ENTRY

Businesses who enter have nothing to lose but a huge amount to gain.

Even our runners-ups receive extensive press coverage for their efforts. What's more, they are encouraged to share their experiences, understanding and stories with delegates at the National Fork Truck Safety Conference on 20th September 2017.

## SPEAK UP

When it comes to improving safety, there is no room for modesty. Be proud of your

achievements, tell everyone and inspire others to follow your example.

Our winners demonstrate clearly that there isn't one single solution to improve safety.

Take the 2016 Safe Site Award Winner, Heineken UK. Not satisfied with being a runner-up in 2015, Heineken staff redoubled its efforts to safeguard staff and visitors. Indeed, the company entered not one, but three different projects for the panel's consideration.

Through its improved "Perfect Forklift Experience", Heineken's Hereford Cider Mills factory increased safety while reducing damage costs by nearly 95%. The initiative included the implementation of an ingenious but astonishingly affordable QR video system for maintenance checks, the introduction of a vehicle monitoring system and assigning staff to truck-care teams.

G's Fresh Beetroot, Safe Site 2015 winner, placed a particular focus on pedestrians. In addition to improving training, the company looked to enhance equipment safety with a range. Alongside a traffic light system, blue light technology was introduced to improve visibility. In addition, a portable sign was added which warned drivers of pedestrian presence.

Others, such as Taylor of Harrogate, were recognised for their innovative approach to operator training and supervision, while others, such as Babcock, were praised for their successful approach to maximising staff engagement.

Our Safe Site Award winners each represent a genuine step forward in the field of safe operations. With each new year, we're greeted by a winner who is building on the successes of his predecessors.

Who will it be in 2017? It could be you... but only if you take that first step and put in your entry. ■

[www.fork-truck.org.uk](http://www.fork-truck.org.uk)

Fork Lift Truck Association

