

September 2016

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SHD LOGISTICS

Promoting supply chain excellence

IMHX 2016 LIVE ISSUE

148 PAGES

LATEST EXHIBITOR NEWS



Design Innovation Technology Manufacture Products Maintenance Fleet Management Customer Service



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Stand 11P61





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IN BRIEF...

Some of the recent stories you may have missed on www.shdlogistics.com this month...

The finalists for the 2016 Design4Safety Awards have now been decided across the six award categories encompassing all aspects of the materials handling industry...

Whyte & Mackay, the Scottish distiller, has bought a 130,000 sq ft former Asda warehouse in Grangemouth...

The British International Freight Association says it will not be adding to the highly speculative debate on what might happen to trade between the EU and the UK after the eventual completion of the latter's exit from the former...

Investec Asset Finance Group has announced the appointment of Paul Cunningham as Head of Quantum Funding Ltd with immediate effect...

PrettyLittleThing, one of the fastest-growing retailers globally, has expanded its range of delivery options with the addition of next-day click-and-collect from Doodle...

A Lancashire site is to be redeveloped for 49,000 sq ft of potential logistics floor space as the shortage of good quality smaller units in the North West grows...

Briggs Equipment has joined the highly respected Event Supplier & Services Association (ESSA)...

As part of its ongoing mission to improve safety on fork lift truck sites across the UK, the Fork Lift Truck Association has launched Safer Site Pro, a step-by-step online guide to improving site safety...

SEMA, the Storage Equipment Manufacturers' Association, is to hold its Annual Safety Conference and Exhibition on Thursday 3rd November at the National Motorcycle Museum, Solihull...

Prologis and electricity company e.on have revived controversial plans for a Hams Hall warehouse site in green belt land...

Bolloré Logistics, formerly SDV, has taken the 80,000 sq ft Skyline warehouse at Heathrow...

CHEP UK & Ireland, the supply-chain solutions company, has been successful in the 60th year of the RoSPA Occupational Health and Safety Awards 2016...

EXHIBITION

IMHX 2016 reaches maximum capacity

As this edition of SHD Logistics went to press, it was confirmed that all available floorspace at the forthcoming IMHX 2016 event has been allocated. Visitors will thus get the chance to visit over 400 companies under the one roof of Birmingham's NEC on September 13th-16th.

The exhibition attracted 20,000 visitors when it was last held in 2013, and with the 2016 floorspace some 25% greater than three years ago, organisers Informa Exhibitions – which co-owns the show with the British Industrial Truck Association (BITA) – are expecting a lively event.

"We've been extremely encouraged by the enthusiasm and energy being put into IMHX by the exhibitors," says event director Rob Fisher. "The chance for the industry to come together in such numbers occurs only every three years, and I'm delighted by the way the exhibitors have been working very hard with us to ensure their key customers and potential customers have been invited to attend. We shall endeavour – as always – to deliver an event that showcases the excellence of the intralogistics sector, as well as highlighting the opportunities our industry offers."

In tandem with the exhibition is a free-to-attend seminar programme featuring many of the industry's biggest names. Please turn to page 44 for more details.



Other must-visit attractions include the live heats of the RTITB International Operator of the Year Competition, in which 40 top fork lift truck operators will be tested to the limits over a series of challenges. There will also be a demo area, where visitors can see a selection of the latest intralogistics equipment being put through its paces.

A major theme of IMHX 2016 will be a focus on future skills. A dedicated zone between halls 8 & 9 will host organisations promoting education and skills within our industry.

Attention on Thursday evening will turn to the SHD Logistics Awards, where the finalists will be among 500+ guests

awaiting the immortal words "...and the winner is..." Tickets to this black-tie event at Resorts World Birmingham have been selling fast, with only a few tables left. Please visit www.shdlogistics.com/awards to secure your place. The Design4Safety Awards will also be presented during the evening.

With many exhibitors launching new products and services, and representation from across all disciplines of intralogistics exhibiting at IMHX 2016, it promises to offer something for everyone. To register to attend for free, please visit the link below. ■

➤ www.imhx.net

LABOUR

Sports Direct to back-pay £1m

Thousands of workers at Sports Direct's Shirebrook warehouse in Derbyshire are set to receive back pay totalling an estimated £1m for non-payment of the minimum wage, Britain's largest union, Unite has announced.

Ninety-six per cent of Unite members directly employed by Sports Direct at Shirebrook backed the deal secured by Unite. The payments, back-dated to May 2012 for direct employees and agency workers, cover unpaid searches at the end of shifts and could be worth up to £1,000 for some workers, the

union estimates.

Workers directly employed by Sports Direct and through the employment agency The Best Connection were expected to start receiving the back pay in full towards the end of August.

The back pay follows an admission by retail tycoon Mike Ashley of non-payment of the minimum wage at a recent hearing of the House of Commons Business, Innovation and Skills (BIS) select committee. The hearing followed a sustained campaign by Unite and undercover reports by *The Guardian* and the BBC's *Inside Out*

team.

Unite assistant general secretary Steve Turner commented: "This is a significant victory in Unite's ongoing campaign to secure justice and dignity at work for workers at Sports Direct and demonstrates the importance of modern trade unions in Britain today."

Unite is urging shareholders to back a resolution at Sports Direct's annual general meeting for an independent review into work practices at the retailer. ■

➤ www.sportsdirect.com

DOOSAN PROVIDES THE BEST OF BOTH WORLDS

When it comes to business, **Doosan** doesn't just sell trucks, it provides the complete package, ensuring its customers are the priority.



The latest 7-Series 3- and 4-wheel electric trucks



Doosan is now in the enviable position of being able to offer not just a fantastic local proposition through the best dealer network in the UK, but can now offer a complete direct national service package focused on cost reductions and fleet management to the larger fleet and multi-site users.

Our dealer network is located around the entire UK from Cornwall to Aberdeen and Belfast to Kent, and are able to provide the best possible service and fast responses from their local depots and are often able to respond better to the needs of local businesses than centralised call-centres.

However, if you operate a larger fleet or have numerous sites across the UK, Doosan has its own direct national account sales and service division at your disposal, providing the complete proposition of a dedicated after-sales service package and a state-of-the-art

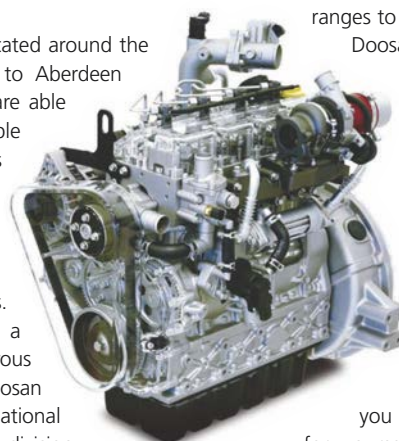
Fleet Management System.

Whether your operation demands engine power with low emissions and the lowest Total Cost of Ownership (TCO) or whether your business is suited to ergonomic, super efficient electric trucks,

Doosan has the most modern and widest ranges to suit any application. In addition,

Doosan has recently launched a new Fleet Management System, providing access to real-time fleet information on a 24/7 basis, ensuring customers are able to make informed decisions based on real-time information and optimise their materials handling equipment.

The IMHX exhibition on 13th-16th September at Birmingham's NEC is the perfect opportunity for you to come and experience this for yourselves. Doosan is able to offer customers the best of both worlds: all your materials handling requirements from one source. Its range of services include products, services, design,



Doosan's award-winning G2 Euro Stage 4 compliant diesel engine



innovation, support, fleet management system and after-sales.

Doosan will be exhibiting the latest range of new and innovative products and services at IMHX 2016. Showcasing 16 trucks live on the stand, Doosan will be launching the new giant 25-tonne diesel forklift, the latest 7-Series 3- and 4-wheel electric trucks, as well as displaying the award-winning Doosan G2 Euro Stage 4 compliant diesel engines all without the need for a DPF.

For the first time ever, Doosan will be showing visitors the industry-leading Fleet Management System, which continues to assist larger fleet customers to manage their fleets more effectively and keep a handle on costs wherever they are located across the UK.

With product introductions and demonstrations taking place throughout the week, this provides visitors with the chance to experience the latest fork lift truck innovations first-hand.

THE DOOSAN DIFFERENCE

The Doosan stand will be themed upon customer focus, ensuring that the journey and experience

with Doosan is first class right from the start. We provide visitors with the best of both worlds: all your business requirements from one source, Doosan, including design, products, customer service, maintenance, innovation, FMS and after-sales.

The stand will be formed of sections, with staff members guiding visitors through the different zones, explaining the stages and introducing customers to 'The Doosan Way'. This pathway allows visitors to interact with specific trucks dependent on their requirements, understand product developments, leading onto a live Fleet Management System with an interactive display, followed by a dedicated After-Sales and Parts area, demonstrating that Doosan provides the full service under one roof.

FLEET MANAGEMENT SYSTEM

Constant development of products ensures the latest concepts and innovations are put into practice, providing the highest quality and leading technology within the fork lift truck industry to Doosan customers.

Doosan has launched an online FMS website which allows customers 24/7 access. Each customer is provided with their own login details, enabling them to have complete visibility of their equipment and its history. This new online system allows customers to log breakdowns on a 24/7 basis, monitor uptime and fleet utilisation, request and authorise quotes for repairs, as well as review accounts information.

The major benefit here is that our customers can make informed decisions

based on real-time information, directly from a completely transparent system.

AFTER-SALES

High-quality customer service is all part of 'The Doosan Way'. Doosan ensures that customers are looked after from start to finish.

Service is the most critical factor in keeping your business running. Doosan offers national coverage, at a level that is appropriate for your individual need. For large, nationwide fleet users, Doosan has 150 mobile technicians to give prompt, efficient and reliable service. However, local and regional based businesses will take advantage of the best dealer-network in the UK, who have over 400 factory trained mobile engineers, right on your doorstep.

PARTS

Machine reliability and serviceability is taken very seriously at Doosan through a state-of-the-art Parts Distribution Centre based in Northampton. When you rent or purchase a Doosan forklift, you can be assured of outstanding levels of support.

The Doosan parts system is one of the most sophisticated systems in the industry, utilising cloud technology all the way from engineers' tablets, to identify the correct parts required, through to being able to check stock availability globally. Next-day delivery is standard and can be achieved even for orders placed at 4.30pm.

DOOSAN, THE ART OF FORKTRUCKS

Doosan will be hosting live entertainment on the stand from Ian Cook, owner of PopBangColour, a contemporary British artist internationally known for his unique methods, creating artwork solely using the method of radio-controlled cars, car tyres and toy car wheels as paintbrushes. Each day at IMHX Ian will be producing a different painting of a Doosan fork lift truck live on the stand, using radio-controlled cars, fork lift truck models and Doosan forklift parts.

Ian has worked on projects for Aston Martin, Jaguar, Alfa Romeo and Audi, as well as featuring on television shows such as The One Show, Top Gear and Blue Peter. Visitors will be able to watch Ian perform live at IMHX and be in with a chance of winning pieces of art work.

We are delighted to work with PopBangColour, supporting a young, innovative individual, who works in an extremely unique way and emphasising, the 'Doosan Way', a philosophy focused upon people and the development of talent.

With Doosan, you will realise that it's not just about the truck, it's also about you, the customer.

These services will be demonstrated at IMHX, providing visitors with the ability to experience the benefits and interact with these systems directly themselves.

Visit Doosan at the IMHX Exhibition, 13th-16th September at the Birmingham NEC. ■

www.doosanforklifts.co.uk

Doosan's new giant 25-tonne diesel forklift launches at IMHX





Safety by design

The finalists for the 2016 **Design4Safety Awards** – run in parallel with IMHX by the British Industrial Truck Association – have now been decided across the six award categories encompassing all aspects of the materials handling industry.

The awards, organised by BITA, are open to all companies exhibiting at IMHX 2016, taking place at the NEC in Birmingham from 13th-16th September. They are focused on designing safety into products and services with the aim being to highlight the importance of product or service design in improving safety standards. By focusing on design for safety the awards recognise innovative thinking, regardless of the type or cost of the product or service.

Commenting on the entries, BITA secretary general James Clark said: "We have had a fantastic range of entries for the Awards. The breadth and quality of entries shows just how seriously designers take safety, and this has made shortlisting a difficult task."

The categories and shortlisted entries are:

INDUSTRIAL VEHICLES

Tagging and checklist system – **Good to Go Safety**
 Combi-WR Walkie Reach – **Combilift**
 PowerMount – **B&B Attachments**
 Guardian Stability System – **Doosan Industrial Vehicle UK**
 WAV 60 Work Assist Vehicle – **Crown Lift Trucks**
 G2 Engine – **Doosan Industrial Vehicle UK**
 Safely Working with Lift Trucks Video Training Module – **Mentor Training**
 Pedestrian detection and speed control system – **Jungheinrich UK**

AUTOMATION

KASTOunicompact 3.5 – **KASTO**
 BT Optio OSE250 with remote drive – **Toyota Material Handling UK**
 Linde Robotics – **Linde Material Handling UK**

GOODS-IN/GOODS-OUT

Pallet Lid – **Loadhog Ltd**
 Domino 400kg Automatic – **Zonzini UK**
 Safety Light Grille – **Hörmann**

RACKING & STORAGE

Tagging and checklist system – **Good to Go Safety**
 RackNets – **Warehouse Partners**
 RackEye – **A-Safe (UK)**
 Half Plastic Pallet – **Nortpalet Fabrica S.L**
 EQ range of collapsible containers – **BITO Storage Systems**
 Rhino II – **Gondola Skate Moving Systems**

TECHNOLOGY

Toyota I Site Smartphone app with instant alerts – **Toyota Material Handling UK**
 Crown InfoLink – **Crown Lift Trucks**

WAREHOUSE INFRASTRUCTURE

SLC 800 E4 Safe – **LKE UK**
 GRB D120 R – **STOMMPY**

"We now move on to the final judging stage. Winning entries will be judged on the basis of those which provide the strongest evidence of a measurable contribution to the level of safety awareness, or rate of incident reduction achieved by the design. Good luck to all the shortlisted entries, and the winners will be announced on Thursday 15th September at the SHD Logistics Awards ceremony," concluded Clarke.

The 2013 D4S winners



www.imhx.net/attractions/design4safety

**"THE BREADTH AND QUALITY OF ENTRIES
SHOWS JUST HOW SERIOUSLY DESIGNERS
TAKE SAFETY"**

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4 SAFETY
AWARDS**
 in association with
BITA
 British Industrial Truck Association

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TruckLOG specialists have developed software that is easy to operate as part of the TK5 system. The technicians attach an acid-proof data logger onto each battery so that its state-of-charge (SoC) can be constantly monitored.

The battery monitor communicates through CANBUS and the TK5's wireless connection back to the EVO web portal enabling it to be in constant contact the whole time the battery is connected to a truck. This data logs when a battery is first connected to a truck, which driver is operating the truck and the state of charge when first operated.

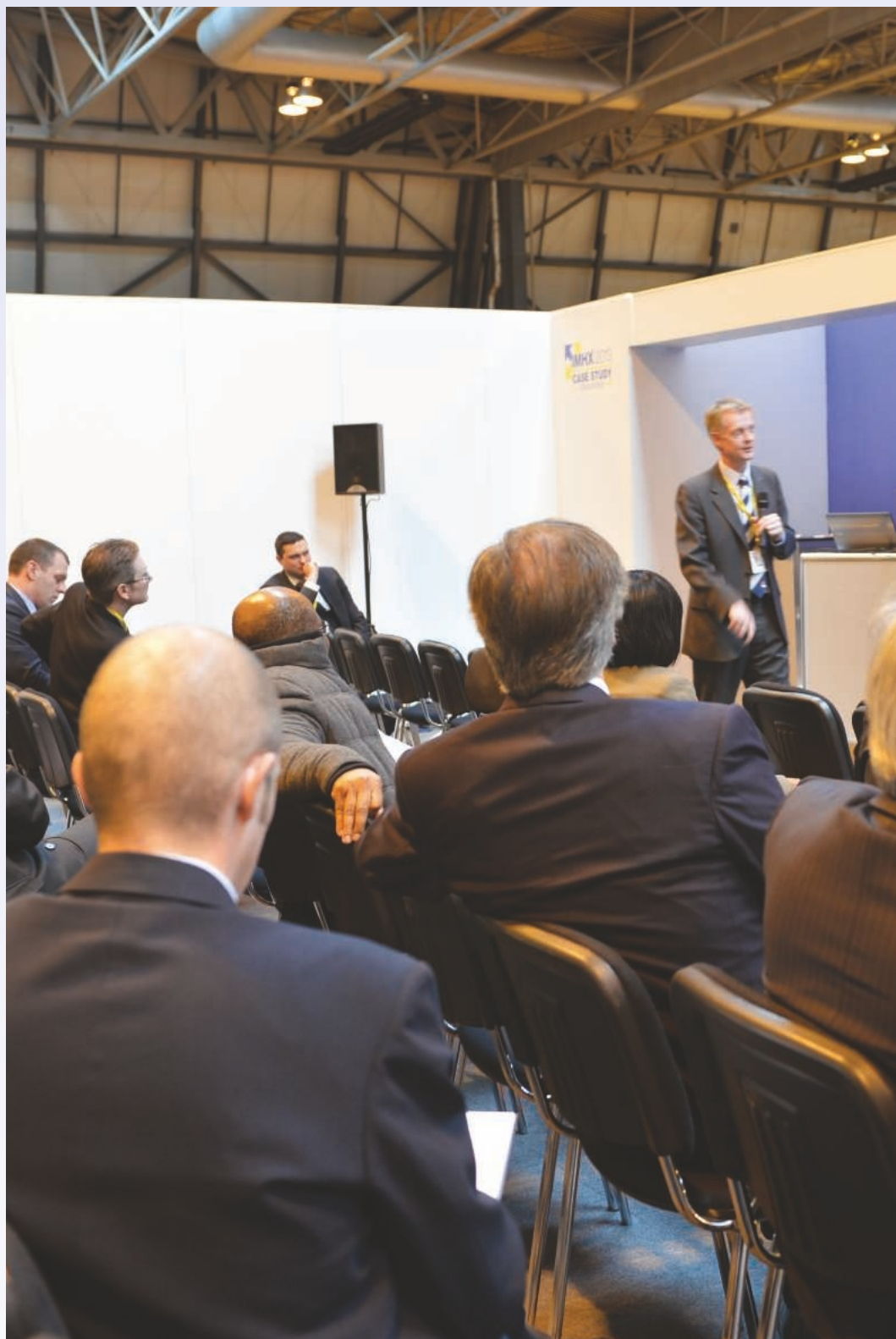
This constant communication and accurate data collection enables TK5 to spot errors such as if a battery was not 100% charged before operation, and who picked that truck. Therefore, the full history of each individual battery is monitored, recorded and fed back to the manager through the EVO web portal, the simple charts clearly identify repeat offenders.

DEMATIC (Stand 9A55), the automated intralogistics solutions company, is to offer IMHX visitors a 'live' demonstration of its latest automated picking techniques, bringing together the intelligence of its Dematic RapidPick, Dematic RapidPut and Dematic Multishuttle technology in a modular system designed for delivering 'rapid results'.

"Faced with huge peaks like Black Friday and Cyber Monday, companies now want regular annual upgrades to their automated fulfilment operations and they require modular systems that can be expanded and adapted quickly," says Matt Hatson, business solutions sales director at Dematic.

"What's more, the lead-time from placing an order for a system to having it up and running is getting shorter. However, Dematic has created innovative modular designs that make it easier to bring key elements together in an integrated package – and that means rapid results."

The compact system will show visitors



just how scalable, efficient and flexible Dematic technology has become, making warehouse automation accessible to companies at a lower entry level – and offering plenty of scope for future expansion of the system as the business grows.

Also on the Dematic stand will be a 'demo' area for the company's highly successful pouch sorter technology, used by major retail brands for sequencing

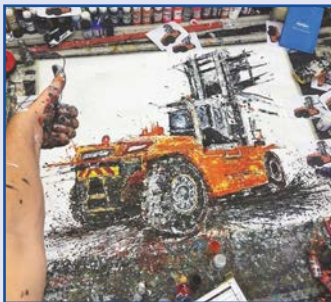
goods for store friendly replenishment and maximising efficiency in returns operations.

Packing benches too will be on display, along with two large screens at the front of the stand for bringing to life Dematic's IQ intelligent software with a real, dynamic installation and a 'try it yourself' warehouse management system that responds to your orders at the press of a button – just watch the

simulation respond to your order.

During IMHX week, **DOOSAN (Stand 11P61)** will be hosting live entertainment on the stand from Ian Cook, owner of PopBangColour, a contemporary British artist internationally known for his unique methods.

>>>84



Ian's paintings are produced in a unique form, creating artwork solely using the method of radio-controlled cars, car tyres and toy car wheels as paintbrushes. Each day at IMHX Ian will be producing a different painting of a Doosan fork lift truck, using radio-controlled cars and Doosan forklift parts.

Visitors will be able to watch Ian perform live at IMHX and be in with a chance of winning pieces of art work.

Doosan will be exhibiting a vast range of new and improved products at IMHX. Showcasing 16 trucks live on the stand, the new 25-tonne and 80V 4-wheel electric trucks will be unveiled with product introductions and demonstrations taking place throughout the week. This provides visitors with the chance to experience the latest fork lift truck innovations first-hand.

This year Doosan celebrates its 120th anniversary, and will be sharing the celebrations with everyone at the NEC.

"As it's our birthday, there will be plenty of special offers available. Join us for birthday cake as we unveil a new truck each morning at 10am to celebrate," invites Paul Watson, UK sales director.

New products, latest technology, exciting entertainment and high quality hospitality are just some of the things visitors to Doosan's stand have come to expect over the years, and will not be disappointed at IMHX 2016.

IMHX marks the first official UK appearance of **ECOBAT BATTERY TECHNOLOGIES (Stand 11N41)**, a new company that has been formed from the consolidation of three



independent businesses operating within the ECOBAT Technologies Group. ECOBAT Battery Technologies is therefore an entirely new entity, which is able to offer a unique and comprehensive battery service across Europe.

The company is committed to 'the power of partnership', which means that it works alongside its manufacturing partners – US Battery, TAB and Sonnenschein – as well as Fronius and SPE for chargers, to deliver the very best for its customers.

In addition to its comprehensive

range of products, it has four dedicated branches and the UK's largest number of service engineers, which allows it to provide a truly national service encompassing specialist battery advice, alongside sales and service support.

Alongside the best in customer service, ECOBAT Battery Technologies is able to back up its offering with the brands that provide the opportunities that workshops need to develop their battery related business and with premium quality products that give their customers complete confidence. Prominent in its portfolio is Lucas, a

brand widely recognised across the continent and offering huge potential for future growth.

Environmental responsibility is another area in which ECOBAT Battery Technologies can make a positive difference by providing a truly European closed-loop recycling service that takes care of all the waste management requirements for the workshop and ensures the most environmentally sensitive outcome for battery disposal.

As a result of these combined elements and the consolidation >>>88

COMPANY	STAND No.	COMPANY	STAND No.	COMPANY	STAND No.	COMPANY	STAND No.
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Alvey	11P20	Cassoli Group.....	AM12	European Mezzanine Systems.....	9A70	I.D. Systems.....	12S74
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ASSA ABLOY	11N53	Clean Sweep	10L59	Firetrace.....	12U92	Industrial Cleaning Equipment.....	12V96
Autologic Systems	AM11	Close Brothers Asset Finance	12T55	Flexi.....	12U84	Industrial Floor Tiles.....	10H53
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Beaverswood Supply Co	9D51	Crown Lift Trucks	10J61 / SK1	George Utz	9C41	Jungheinrich UK	
Beecraft	8A34A	Curtis Instruments	12S61	Gideon Hillman Consulting	UK8	10L61/12X95/AM13/SK4
bekuplast.....	9C21	DAI	UK1	Gilbert Curry Industrial Plastics (GCIP).....	9B28	K Hartwall.....	9B35
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