

IMHX 2016
EXHIBITOR FOCUS

Warehouse & Logistics News

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BRITAIN'S ONLY FORTNIGHTLY MAGAZINE FOR THE INDUSTRY

IMHX 13-16 SEPTEMBER 2016 - EXHIBITOR SHOWCASE SUPPLEMENT

THE BEST OF THE BEST

Highlighting our selection of major exhibitors at IMHX

There's never been as much demand for top quality warehousing and logistics equipment, solutions and services as we're seeing now. But finding the right supplier partners in the different areas can be like picking your way through a maze.

One answer is to visit IMHX 2016, returning to the NEC Birmingham from 13-16

September. With more exhibitors than ever, IMHX is a good place to spend a day or two. We'll be previewing the show in our IMHX Preview, published with our September 1st issue. But first we present our IMHX Exhibitor Focus, a selection of some of the major companies at the show. Each one we are highlighting is a key innovator in their area, helping keep the warehousing and logistics sector the driving force behind UK industry.

To quote Tony Wallis of Toyota Material Handling UK, one of our featured companies in this supplement, the biggest challenges UK logistics people face at present are the pressures from customers and their expectations about delivery.

"Never before have we seen such demands, driven by technology, for the shortest lead times, quickest delivery and the utmost flexibility," Tony says in his recent interview about IMHX. "Customers expect total visibility in the supply chain, from raw materials to finished products."

Keeping your logistics setup in shape and staying competitive comes down to finding compatible supplier partners providing total business solutions backed by a full complement of support services to help you as you grow. Our featured companies will be very pleased to see you on their stands at IMHX 2016 and you're very welcome to come and see us on our stand, 9D25, over the four days of the event.



See inside for exclusive interviews with the leading figures from the major companies below

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KNAPP UK

Leading the way in logistics automation



Craig Rollason, Managing Director
Tel: 01844 202149 | Email: sales.uk@knapp.com

KNAPP, the global warehouse automation and software supplier, will demonstrate its expertise and promote its latest technologies for efficient omnichannel distribution on stand 12U85 at IMHX. The KNAPP team will explain how the group's solutions for flexible, error-free and intelligent automation can boost productivity and quality in intralogistics, while providing the greatest possible investment security for clients. With over 1600 installations worldwide and a network of 30 subsidiaries, KNAPP achieved a record turnover of over 466 million Euros in the financial year 2014-15.

Craig Rollason, Managing Director at KNAPP UK speaks to Warehouse & Logistics News about the forthcoming IMHX exhibition.

Warehouse & Logistics News - First of all, Craig, as Managing Director, what is your role in the company from day to day?

Although I head up KNAPP UK as an organisation and I am therefore responsible for the various 'back office' disciplines, I spend a good part of my time in the sales arena. As we have key clients with major supply chain operations, I need to maintain relationships with them in order to understand the evolving needs of their businesses. In addition, getting alongside potential clients and working on proposals for them is also an important aspect of my role.

WLN - Can you talk us through the different products and services KNAPP provides?

The OSR Shuttle™ system is found at the heart of many of our solutions. KNAPP pioneered shuttle-based storage technology and, to date, we have delivered over 18,000 shuttles in over 250 systems worldwide. The OSR



The Open Shuttle driverless vehicles use swarm intelligence.

Shuttle™ system serves our Pick-it-Easy workstations, which are equipped with pick-to-light technology. The latest generation of the OSR Shuttle™ is capable of operating single, double or triple deep and handling cartons directly. Another core solution is the Pick-it-Easy Pocket overhead conveyor sortation system, which is ideal for e-commerce applications. This year we have expanded our range of Open Shuttle driverless vehicles and now offer versions suitable for handling plastic totes, cardboard trays and pallet loads. Other KNAPP solutions include Autopicker, the A-frame fully automatic picking machine; the KNAPP-Store system for slow-moving articles in the pharma sector; tote and pallet conveyor systems; voice picking technology; sortation systems; garment-handling conveyors; and warehouse management systems. All these technologies are supported by our Customer Service division, which offers a wide range of services including emergency call-out, routine maintenance, resident engineering, hotline support and spare parts management.

WLN - What kinds of businesses in which industry sectors are your solutions aimed at? What specific needs do they target?

Our key business sectors include retail and e-commerce for general merchandise; food retail; fashion; pharmaceuticals; and manufacturing. Key themes of KNAPP solutions are flexibility – to handle business peaks – and ergonomics, to maximise productivity. In particular, our Pick-it-Easy range of workstations have been designed around the needs of various industries – including Pick-it-Easy

Shop for retail and e-tail, Pick-it-Easy Health for pharma and Pick-it-Easy Tray for grocery retail.

WLN - When was your business established? Who owns the company now? Which other countries do you operate in besides the UK?

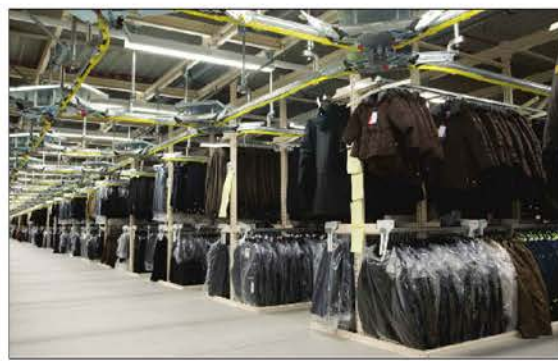
KNAPP was founded in 1952 and is headquartered in Graz, Austria. It is a privately owned group, which still has two generations of the KNAPP family on its supervisory board. Employing some 3,000 staff across all continents, KNAPP has 25 subsidiaries and 13 representative offices.

WLN - What sets your company apart as a supplier in your sector? Why should busy professionals from the warehouse and logistics industry take time out to visit your stand at IMHX?

What stands KNAPP apart from its competitors is the combination of leading-edge technologies with a depth of understanding of the needs of specific industry sectors – backed up by the strength of our Customer Support network. Clients these days are very aware of lifetime costs, which makes operational resilience, energy efficiency and ease of maintenance key factors in securing orders.

WLN - What will visitors be able to see on your stand at this year's show?

We will have the Pick-it-Easy Multi workstation, demonstrated in conjunction with the Pick-it-Easy Pocket overhead sorter. In this system, pockets are connected to a rail system via a 'rolladapter', which features an RFID transponder. The solution uses a three-step matrix sortation process to sequence the pockets, sorting them



KNAPP group member, Dürkopp Fördertechnik, specialises in garment-handling systems.

into the precise order required by the packing stations. Pick-it-Easy Multi is an innovative workstation for multi-channel environments at which flat-packed goods can be placed into sorter pockets. Operators take articles – such as film-wrapped garments, shoes, books and DVDs – from the transport container and move them over an integrated scanner (either barcode or RFID). When the item is scanned, the confirmation is displayed through a light signal in the adjacent chute, through which the goods land in the prepared pocket. The article data is allocated to the RFID transponder on the pocket and, from this moment on, the goods can be identified in the system. With this solution, returns can be stored in a dynamic buffer and given priority to leave the warehouse.

WLN - The last IMHX was in 2013. How have your customers' needs changed since then? How are you addressing these?

Three years is certainly a long time in intralogistics. The continued rise of e-tail is favouring KNAPP's focus on goods-to-person technologies. The combination of a wide product range and small order quantities typical in e-commerce means that orders are more labour-intensive to fulfil, but automation can help retailers to reduce costs. The improved picking accuracy achievable through paperless picking systems also helps to minimise costly returns. A particular demand for e-tailers has been the shifting of order cut-off times and our solutions have been geared to enable them to rise to this challenge. For example, KNAPP's OSR Shuttle™ technology provides an ideal dispatch

buffer solution, with orders sorted in a way that facilitates vehicle loading.

WLN - Can you tell us about your major customer contract wins in the last three years?

During 2014 and 2015 KNAPP UK was busy kitting out the second distribution centre for John Lewis at its Magna Park campus in Milton Keynes. Connected to the existing facility by a bridge, the 675,000 sq ft DC features not only a high-bay pallet store but also a hanging garment system. 2015 also saw the automated handling solution supplied to Staples at its new warehouse in Corby go live. This warehouse serves Staples' contract and online customers and features an OSR Shuttle™ system for slower-moving products, a pick-to-light solution for fast-movers and a pick-to-belt area for bulky goods. Earlier this year, the KNAPP system for Marks & Spencer's new distribution centre in Bradford went live. In addition to an OSR Shuttle™ system serving Pick-it-Easy workstations, this warehouse also features a high level of automation for goods-in, decanting and dispatch.

WLN - How do your products and solutions address today's increased emphasis on safety and environmental impact in warehousing and logistics?

Health and safety is an overriding factor in everything we do – for our customers' staff and our own employees. Energy efficiency is also a key feature of all KNAPP solutions. We strive to minimise the number of movements within the warehouse and handle items in the most efficient way. The OSR Shuttle™, for example, achieves up to six times the rate of totes in/out than a traditional ASRS with only some 5% of the energy consumption.

WLN - And finally, it's three years to the next IMHX. Where do you see your market sector and your company going in that time?

Finding the right balance of intralogistics capacity and flexibility to meet the demands of omnichannel retail will continue to occupy both our clients and our own R&D teams. Within this, image recognition technology will become much more common in warehouses, helping clients to increase order accuracy and minimise returns. The other key trend will be the rise of robotic technologies, particularly collaborative robots – or 'cobots' – in picking and packing operations.

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The OSR Shuttle™ system at Staples' new warehouse in Corby.



KNAPP's Pick-it-Easy Robot solution.

Fiege uses Pocket Sorter from KNAPP to fulfil orders for leading sports retailer

Contract logistics provider Fiege is using the efficient Pocket Sorter solution from KNAPP to serve its client SportScheck at its facility in Erfurt, Germany.

A family business since it was established in 1873, Fiege now has the fifth generation at the helm. In those 140 years, the organisation has evolved from a regional transport and forwarding company to a global logistics provider with 160 sites in 15 countries across Europe and the Far East. With 2.7 million square metres of warehousing and logistics space, the group is one of the ten most powerful 3PLs in Europe.

Multi-channel sports retailer

At Fiege's distribution centre in Erfurt, Germany, the company provides fulfilment services for SportScheck, Germany's leading sports retailer by revenue. SportScheck is a multi-channel business, achieving its net turnover of 319 million Euros in 2015-16 through a combination of catalogue mail order, 23 stores in Germany and internet sales to the German, Austrian and Swiss markets. Marketing more than 35,000 products of sports equipment, clothing and accessories from over 500 brands – including Adidas, Salomon, Nike, Puma, Asics, Bench, Garmin and Reebok – SportScheck has been in business for

70 years and has been part of the Otto group since 1991.

The Erfurt facility has 40,000 m² of floor space and features three levels kitted out with the overhead sortation technology of Dürkopp Fördertechnik, a member of the KNAPP group. Dürkopp Fördertechnik pioneered pocket sortation technology and over 1.75 million pockets have been sold by the KNAPP group to date.

RFID technology

The system easily handles the performance peaks of SportScheck's seasonal business. The pockets are



Warehouse staff push goods over a scanning area and into the pocket.

connected to a rail system via a 'rolladapter' that the pocket hangs from, which features an RFID transponder. The pockets are manually filled at seven loading stations, where warehouse staff push the goods over a scanning area and into the pocket, supplied by the system. From this point on, the goods can be identified in the system at any time through RFID.

Returns given priority

As in any e-commerce operation, there are significant numbers of returned goods that need to be dealt with. After being checked, returns are given top priority to leave the warehouse again. New goods and returns are loaded into the Pocket Sorter system in separate areas, with returns then stored in a dynamic buffer to minimise the picking time. New goods are only moved out of the stationary storage area to the Pocket Sorter system when requested.

3-step matrix sortation

The heart of the Pocket Sorter solution is the sortation that sequences the individual pockets, sorting them into the precise order required by the packing stations. The solution uses a three-step matrix sortation process based on a mathematical algorithm. The solution is scalable, with up to 7000 units being sorted per hour, per module. Each pocket can carry up to 3kg and accommodates goods up to 500x380x150mm in size, making the



Each pocket has an RFID transponder so goods can be identified in the system at any time.

solution suitable for a very wide range of products.

Ergonomic packing stations

At Erfurt, the Pocket Sorter system feeds orders to 35 packing stations – 23 for the direct-to-customer business and 12 for store replenishment. Like the loading stations, the dispatch stations are ergonomically designed, taking into account the various processes that need to be performed by the warehouse staff. E-commerce and catalogue customers receive their orders in cartons, whereas goods for the stores are delivered in roll cages.



A three-step matrix sortation process is used to sequence the pockets.



ergonomic
order
picking



hall stand
12 U85

making complexity simple

KNAPP is a leading global supplier of warehouse automation solutions, with over 1600 active systems worldwide. The group's advanced conveying, storage and fulfilment technologies are combined in solutions that feature seamless integration and intelligent software. Successful projects in the UK recently include systems for John Lewis, Boots, M&S, Staples, Clarks, British Gas and Well.

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