

Warehouse & Logistics News



**JUNGHEINRICH INTRALOGISTICS,
YOUR CONNECTION TO A
WORLD OF SOLUTIONS.**

Join us at the IMHX 2016 and discover our full range of Intralogistics Solutions.

Please visit stand 10L61 between 13th and 16th September and learn more about our improvements in safety, efficiency and productivity.
www.jungheinrich.co.uk/IMHX



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IMHX 13-16 SEPTEMBER 2016 - IMHX 2016 PREVIEW GUIDE

IMHX 2016

YOUR CONNECTION TO A WORLD OF SOLUTIONS

At IMHX 2016, Jungheinrich will be showcasing and demonstrating the significant customer benefits delivered by its broad range of materials handling products and intralogistics solutions.

With the theme 'Jungheinrich Intralogistics. Your Connection to a World of Solutions,' the company will showcase how leading UK businesses across industries as diverse as manufacturing, warehousing, transportation and logistics, retail and wholesale are boosting operating efficiency and throughput, improving safety, increasing energy savings, reducing total cost of ownership and ramping up productivity thanks to Jungheinrich technology.

This year at IMHX, Jungheinrich will have multiple stands representing different, key areas of focus. In addition to the Jungheinrich main stand there will be the Jungheinrich Used Equipment stand - featuring 5-Star re-manufactured trucks and a live auction for used equipment; the Jungheinrich Intralogistics Solutions stand within the Automated Materials Handling Systems Association (AMHSA) pavilion; and the Apprenticeships and Human Resources stand - to support the skilled workforce needs of the company's rapidly expanding UK operation.

The main stand will feature sections dedicated to specific benefits of the company's range. For example, within the area devoted to Safety, Jungheinrich will be showcasing a number of new technologies and assistance features that improve warehouse safety, help prevent accidents and reduce the cost of damaged goods.

Space on the main stand will also be dedicated to Efficiency. Jungheinrich will highlight how the company is leading the way in improving intralogistics efficiencies with solutions that increase throughput, maximise truck fleet utilisation and optimise the effectiveness of personnel. A great example is the new Jungheinrich easyPILOT on the ECE horizontal order picker which 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. As a result, both of the operator's hands are free to focus on order picking while unnecessary and repetitive actions can be avoided - saving time and fatigue. The Jungheinrich easyPILOT can also be seen in the Demo Zone in Hall 11.

Jungheinrich will also focus on its Flexibility by highlighting the company's extensive range of materials handling solutions from entry-level models to the



most complex automated solutions, most of which have broad optional capabilities and can be customised for specific needs.

Live demonstrations of Jungheinrich's state-of-the-art Automated Pallet Mover and the new Very Narrow Aisle EKX 5 Series will be another feature of the show. The EKX 5 is the winner of the 2016 International Forklift Truck of the Year (IFDY) award and visitors will be able to get hands-on experience of it at IMHX.

Jungheinrich is the only logistics systems and materials handling equipment vendor capable of delivering solutions that meet customer needs across the entire intralogistics spectrum - from a single hand pallet truck through to a fully automated turnkey warehouse solution.

"We're very excited about the significant breadth and depth of intralogistics solutions that we are able to show and demonstrate at IMHX 2016," explains Jungheinrich UK Ltd's Managing Director, Jan Lorenz.

He adds: "These solutions increase productivity and efficiency, reduce total cost of ownership and improve safety which, in turn, creates significant value for our customers. We will have a team of product and solution experts on hand

throughout IMHX to provide advice and guidance on how Jungheinrich's solutions can be tailored to any company's unique needs."

There is an area dedicated to Jungheinrich's Integrated Energy Solutions which enable multi-shift operation with no battery change for the lowest energy consumption, a reduced carbon footprint and increased productivity.

Firstly the Jungheinrich 2 shift 1 charge guarantee underlines the efficiency of our electric truck range. Enabling them to work 2 shifts at a time with no interim charge or battery change. Due in part to the latest Jungheinrich

AC motor converts circa 93 percent of energy into power output and reduce energy loss in half.

Secondly Jungheinrich has, also, supplied products with fully integrated Lithium-ion batteries since 2011. At IMHX 2016 Jungheinrich will introduce the first Lithium-ion batteries in the 48 Volt range with 360 and 480 ampere hours. This completely maintenance-free technology - which is capable of short interim charges and delivers high value, a small carbon footprint, fast recharging times and a long battery life, can now be applied to reach trucks and counterbalance forklifts.

"Jungheinrich was the first company to implement and continually refine lithium-ion technology for mass-produced industrial trucks and has continued to build world-leading expertise in transport applications for lithium-ion batteries. This competence has been led by our new, 200 person strong Energy and Drive Systems division near our global headquarters in Hamburg, Germany," said Jan Lorenz, Managing Director of Jungheinrich UK Limited.

High Performance - More time working, less time charging

Jungheinrich's continued innovation is delivering fast recharging times, zero maintenance and a long battery life. This enables permanent fleet operation of up to 24 hours, seven days a week without requiring a battery change. After just 40 minutes of charging time the Jungheinrich high-performance energy cells with 360 Ah achieve 50 percent of their capacity and after just 80 minutes the battery achieves its full charge.

By eliminating battery changes, total cost of ownership is significantly reduced and safety goes up for the fleet operator. Jungheinrich's innovative new Li-ion battery removes the expense of buying a second battery, the cost of battery changing equipment, special charging stations and the time required to perform the battery change. This in turn, reduces workplace accidents during battery changes and eliminates all the traditional maintenance activities attached to lead-acid systems.

For more on Jungheinrich at IMHX 2016 turn to page 24



JBT at IMHX 2016



JBT has redesigned its range of Automatic Guided Vehicle systems (AGVs) into standard modules, which can be combined to suit different applications, with the aim of simplifying AGV solutions and the way customers make purchases.

This redesign means that JBT can quickly deliver a broad range of high value, low cost AGV solutions, where each application is matched with the appropriate level of automation. The modules include load handling, battery, controls, rear support and power (for either hydraulic or electric vehicles).

"Each of the modules has been cost-reduced and optimised," explains Mark Stevenson, JBT Director of Sales for Europe. "In doing so, we've also increased the reliability of the modules as each one has proven its effectiveness, so the vehicles don't need to be custom-designed for each project."

JBT is the world's largest supplier of AGVs and has been designing and manufacturing a range of systems from its HQ in Leicester for over 26 years. These are now in use throughout the UK and Europe in leading food, beverage, packaging, and production organisations.

JBT used its experience and leveraged patterns in AGV sales while implementing its redesign. In addition to the vehicle redesign, the company also updated its SGV Manager software by introducing a 3D mapping system to maximise system throughput.

JBT

Visit JBT at IMHX 2016 in hall 9 on stand 9F70.
www.jbt-agv.com

Financial results reach all-time high for KNAPP

The business year 2015-16 has proved to be another record-breaker for KNAPP AG. The international group, which is headquartered in Austria and focused on intralogistics automation and software, increased its net revenue by 25 per cent to 581.97 million euros and achieved a profit of 30.52 million euros. This tremendous result marks an all-time high in the company's history and is another key step in its long-term growth strategy.

Compared to the previous year, the company not only increased net sales revenue by 25 per cent, but also the relative EBIT margin to 5 per cent. The export quota remains consistently high at 97 per cent; Europe is the strongest sales region – with a turnover share of 75 per cent – while North America, with 20 per cent of net revenue, has proven to be a steadily growing market. The members of KNAPP's Managing Board – Gerald Hofer, CEO, Franz Mathi, COO, and Christian Grabner, CFO – are delighted with the success of the past business year and plan to strengthen and expand the global subsidiary network with moderate growth expected in 2016-17.

Growth in core business areas

KNAPP achieved strong growth in its core business areas of healthcare, fashion, retail and food. Explains Craig Rollason, Managing Director of KNAPP UK, "As a group, we realised several years ago that it was becoming increasingly difficult to plan business models across all sectors. Each industry requires flexible system solutions that develop in line with market requirements and thereby support the customer through every phase in the best way possible. By structuring its own organisation around each industry sector, KNAPP has turned this challenge into a significant strength. We can offer our customers solutions that are not only highly efficient but also flexible and with a high degree of investment security."

The level of activity observed in the healthcare market segment has increased once again. With its shares in the KHT Apostore group, KNAPP is in a position to work with the entire pharmaceutical supply chain – from manufacturers to wholesalers, and

through to pharmacies. Alongside the core markets in Europe, KNAPP experienced significant growth in the North American region in the established healthcare segment.



Working on the principle of swarm intelligence, KNAPP's free-moving Open Shuttles can be used flexibly within the warehouse for transport tasks and to supply workstations.

The fashion and lifestyle sectors are also booming. "We were able to convince major market players of our system expertise thanks to our portfolio with Louis Vuitton, Dior, vente-privee and the Inditex group," says Franz Mathi, COO for KNAPP AG. KNAPP once again scored highly in food retail and online food retail, with its innovative solutions and technologies helping to secure orders from the REWE group and the French online retailer, Auchan. The SPAR distribution centre in Ebergassing, Austria, also went into operation recently. Over the past few years, KNAPP has developed innovative systems such as Open Shuttles for pallets that can replace conventional pallet conveyor systems, and the ergonomic picking system, Pick-it-Easy Move, which has been specially designed for the food retail sector. These are solutions that are not only pioneering but also in demand on a global scale. Says Christian Grabner, CFO of KNAPP AG, "We are on an excellent course with these new system



The driverless Open Shuttles for pallets transport loads weighing up to 1300 kg, navigating autonomously through the warehouse.



The Managing Board of KNAPP AG (left to right): Franz Mathi, COO, Gerald Hofer, CEO, and Christian Grabner, CFO.

solutions and we expect high growth rates in this sector over the course of the years to come."



KNAPP shuttle systems that serve ergonomic workstations form the heart of the modern warehouse.

Solutions for production logistics

In addition to its traditional core business areas, KNAPP has extended its focus to include the industrial sector, pooling its know-how in KNAPP Industry Solutions, based in Dobl, near to the company's headquarters in Hart bei Graz, Austria. "With our process and system know-how," explains Franz Mathi, "we can provide progressive automation in conjunction with production, assembly and distribution as part of the strategies and demands of Industry 4.0. As part of this, it is crucial for us to keep the idea of zero defect in mind. With our innovative Vision technology," continues Franz Mathi, "we offer attractive solutions that reach beyond the quality and service areas and that have been very well received

on the market." The work currently underway in the areas of logistics and quality assurance at Panik Racing Systems – the engine and drivetrain components manufacturer in Kapfenberg, Austria – will serve as a lighthouse project for Industry 4.0.

3,000 employees and growth to continue

"We have succeeded in obtaining 650 million euros' worth of orders across all the subsidiaries and individual companies in the KNAPP group," says Gerald Hofer, CEO. "That is a new record in our company history and underlines our position on the market." The KNAPP group now employs over 3,000 staff globally, with around 300 new jobs being created in the past year – 200 of them in the Austrian region of Styria, at the headquarters in Hart bei Graz and the three other sites in Dobl, Grambach and Leoben. KNAPP AG is ideally positioned in its core business areas and has started the new business year with a pleasing level of incoming orders. "Our focus for the next period is in the expansion of our global network," explains Christian Grabner. In the face of the far-reaching consequences of Brexit, Gerald Hofer provides reassurance: "We are in a solid and technologically strong position and will strive to compensate for the considerable effects of Brexit with our innovative systems and technologies."

Product innovation

During the business year 2015-16, 30 million euros – around six per cent of net sales revenue – were invested in research and development. "KNAPP is renowned for its innovative strength and was once again able to develop new products and solutions, ready for the market," explains Christian Grabner. "This includes the continual development of our process software, shuttle systems, ergonomic Pick-it-Easy workstation series, high-speed sorters and the latest in robot technology." KNAPP's image recognition and processing technologies – as well as the "SmartWorker" solutions that are pooled in the 100%-owned subsidiary, iwi – are particularly interesting for industrial companies worldwide and enable reliable quality checks to be integrated into every process step.

In addition to the investment in R&D, various KNAPP sites have continued to grow. Alongside the expansion of the Leoben and Dobl sites, the day care centre and cafeteria at KNAPP's headquarters in Hart bei Graz were extended, thereby strengthening the support of the global subsidiary and production network. Further investment is also pouring into IT and technology in order to cater to customer requirements more efficiently and quickly.

KNAPP

Visit KNAPP at IMHX 2016 in hall 12 stand 12U85.
www.knapp.com

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