

Warehouse & Logistics News

TOYOTA
MATERIAL HANDLING

**DRIVING
DOWN
COSTS**

To claim your free information pack call 0870 850 1409 or visit www.toyota-forklifts.co.uk



BRITAIN'S ONLY FORTNIGHTLY MAGAZINE FOR THE INDUSTRY

WWW.WAREHOUSENEWS.CO.UK - December 15th 2011

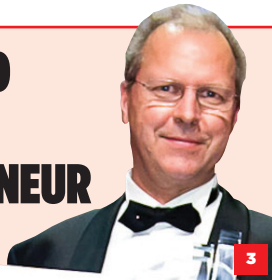
INDUSTRY NEWS

CITIZEN'S NEW TEAM FOCUSES ON FUTURE DEVELOPMENT



INDUSTRY NEWS

KNAPP CEO RECEIVES ENTREPRENEUR AWARD



FORK TRUCK NEWS

A WINNING YEAR FOR FLEXI NARROW AISLE



INDUSTRY NEWS

3PLS HAVE REASONS TO BE CHEERFUL



SIMPLY THE BEST PROTECTION RACKING CAN GET!

www.rackarmour.com
01226 78 44 88

FANTASTIC FORKWAY - FIFTY NOT OUT!



Left to right: Tim Hunter, Operations Director, Martyn Fletcher, Chairman & Managing Director, Richard Greaves, Group Sales Director and John Geary, Financial Director. Martyn is sporting a 'Movember' moustache and raised nearly £2000 in November for men's health and Testicular and Prostate Cancer in particular.

Forkway Group, a Yale Materials Handling distributor, is celebrating its first half century of success this Christmas. From a small business based in Buckinghamshire, Forkway now has branches in Amersham, Dewsbury, Doncaster and Southampton and supplies forklift trucks and warehouse equipment to over 2,000 live accounts across the UK and Ireland.

Forkway Chairman Martyn Fletcher, who also chairs the Fork Lift Truck Association, hosted a gala evening at the Bellhouse Hotel, Beaconsfield on Saturday 26th November, with guests including Forkway staff, partners, longstanding customers, suppliers and industry colleagues.

Among those raising a glass to Forkway's first fifty years were a number of very long serving customers, including some that were present at the quarter

century celebrations in 1986, among them Tuffnells, Mitchell Cotts, then Hellmans Parcel Systems, Air Products, Circle Express and Nacanco, now Rexam. Incidentally, Forkway Chairman Martyn Fletcher was already on the management team back then, having joined in 1985 as Sales Director from his previous job running a warehousing operation in Greenford, using trucks supplied by Forkway.

Continues on page 5

STRETCH WRAP LATEST PRICES

Product	Price
8 mic 400mm x 300m	£2.11 / roll
17 mic 400mm x 300m	£2.83 / roll
20 mic 400mm x 300m	£3.27 / roll
8 mic 400mm x 300m	£2.23 / roll
EX CORE	
17 mic 400mm x 300m	£2.90 / roll
20 mic 400mm x 300m	£3.35 / roll
EX CORE	
Machine Std Power Pre	£1.31 / kg
20 mic 500mm x 1600m	
Machine Std Power Pre	£1.31 / kg
23 mic 500mm x 1400m	
Machine Super Power Pre	£1.56 / kg
20 mic 500mm x 1600m	
Machine Super Power Pre	£1.56 / kg
23 mic 500mm x 1400m	

Guaranteed roll length
ISO certified
Call 02476 420 065
FREE delivery

www.thepackagingstore.co.uk

CONTENTS INSIDE THIS ISSUE

- Industry News Pg 1-7
- Warehouse I.T. Pg 8
- Logistics News Pg 9
- Forktruck News Pg 10-13
- Pallet Management Pg 14
- Product News Pg 15-18
- Classifieds Pg 19-22
- Quote Unquote Pg 23
- Crossword Pg 23
- Diary Dates Pg 23

STAY AHEAD OF THE GAME

See the news unfold as the week progresses by visiting the industry's leading website every day. Also catch up on recent news and events by viewing our online archives.



WWW.WAREHOUSENEWS.CO.UK

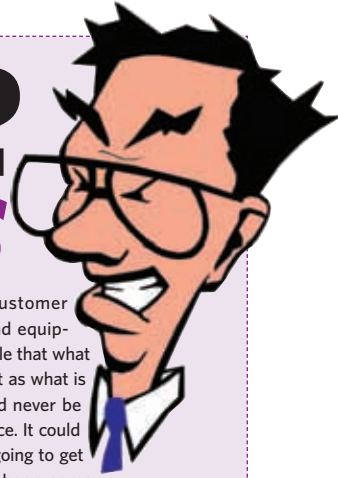
10 Forklifts
15,258 Pallet Locations
1 Supplier.

Discover the benefits of trucks and racking from one supplier. Visit us online at www.jungheinrich.co.uk/racking or call 0800 357 457

JUNGHEINRICH
Machines. Ideas. Solutions.

FORKLIFT TRUCKS: TO BUY OR HIRE?

THE COMMENT FROM WAREHOUSE & LOGISTICS NEWS



Given the uncertain economic outlook, which would be the wiser forklift truck acquisition method: outright purchase or contract rental, with or without maintenance? The answer will depend on individual circumstances but if choosing the latter there can be no uncertainty of the need to scan the terms and conditions of the contract to avoid the numerous, potential snares awaiting the unwary.

It is generally true that small companies operating 10 or less trucks tend to favour purchase though some blue chip retailers also prefer to buy where cash is abundant because it is more effective to invest their money in financing capital equipment than paying outsiders higher asset finance rates. On the other hand, cash rich, super efficient businesses needing to expand could earn a higher return on their investment in core, non-handling assets so forklift rental/lease would make better sense.

If truck operators have a highly efficient in-house maintenance

department then perceived wisdom suggests that handing over servicing to outsiders would add at least 50% to their costs. But as one former md of (Lansing) Linde claimed, few in-house operations attain such high efficiency levels.

There can be no doubt that truck purchase is more flexible than typical five-year rental/lease contracts when business conditions look set to worsen because some of the trucks can be sold if downsizing is necessary - an option not possible with fixed, five-year deals. However, truck suppliers are becoming more flexible in the rental deals and so it is worth discussing with them the options to change the contract, without penalties, should changed business conditions favour that. There have been instances where one-year break clauses have been written into five-year contract deals but for obvious reasons truck suppliers generally eschew such contracts. Alternatively, hirers could go for one-year or less rental deals though the rates would be higher than on longer term deals.

About 70% of all UK truck acquisitions are now leased or rented, usually on five-year contracts with maintenance. There are many advantages from taking this route, not least the certainty of fixed costs for the contract lifetime. Excessive truck downtime is less likely and there will be no unpleasant surprises - up to a point. Unsurprisingly, this method is particularly favoured by companies short of cash, who could also raise finance on their existing trucks through sale and leaseback deals.

Unpleasant surprises, however, can arise if hirers are not diligent at the contract negotiating stage. They should have a range of questions to grill the salespersons. Bill Goodwin, sales director of Jungheinrich UK, says: "We advise customers to ask what is meant by 'maintenance'? Does it include all repairs caused by wear and tear?" This is important because less scrupulous suppliers have been known, for example, to charge for new seats which had a minor nick in the upholstery. There could also be a contentious issue

between the supplier and customer over the cost of accidents and equipment abuse. "We remind people that what is left out is often as important as what is included, and that they should never be fooled by an artificially low price. It could mean that either you are not going to get the full service or there has been some financial manipulation of the residual values," he said.

If economic conditions worsen it is also more important to deal with large, well-established and financed suppliers. When taking out financed rental/lease deals the contract is not usually with the truck supplier, who may be a small, struggling dealer. It is with the finance provider and they will expect uninterrupted payments even if the truck hirer is no longer receiving maintenance from a subsequently busted dealer.

Warehouse & Logistics News

TO READ MORE COMMENTS FROM WAREHOUSE & LOGISTICS NEWS GO TO WWW.WAREHOUSENEWS.CO.UK

LOCAL FORKLIFT TRUCK COMPANY WINS GREEN TRANSPORT AWARD

Carrylift, part of the CorpAcq Group walked away winners at this year's Lancashire Green Awards after being awarded the Green Transport Award 2011, and were also runners up in the Green Business of the Year category.

The Forklift truck and materials handling specialists based in Skelmersdale, Lancashire were awarded the green accolade after demonstrating a comprehensive programme to deliver their services which has a minimum impact on the environment.

Carrylift's Marketing Manager, Julie Houghton said: "We are delighted to have won this award, the calibre of entries this year was very high so I'm pleased that our hard work over the last 12 months has paid off it's a great achievement for the company."

The Carrylift Group is the first and only forklift truck company in the UK to have signed a five-year deal with the UK's leading conservation charity the Woodland Trust, providing Carbon Removal Trucks and committing to planting 105 acres of carbon-absorbing trees throughout the UK.

So far the company has planted more than 21 acres of new native Woodland as part of their partnership, locking up more than 3401.80 tonnes of CO2 emissions in the UK.

Julie added: "All our team have worked extremely hard over the past 12 months to make sure we help



Ryan Yates (left), Carrylift Area Sales Executive and Julie Houghton (right), Carrylift Marketing Manager.

reduce our impact on the environment. With help from the Woodland Trust we can now ensure that all Nissan handling equipment supplied by us will have their CO2 carbon emissions removed for life, helping our customers to reduce their carbon footprint."

The Lancashire Green Awards took place on 10 November at the Villa, Wrea Green in Preston.

Carrylift is part of the CorpAcq Group. For more information on the Carrylift Group visit www.carryliftgroup.com for more information on CorpAcq visit www.corpacqplc.com

The Carrylift Group
Tel: 01695 455000
www.carryliftgroup.com

BATTERY RECYCLER TO SAVE £1/2 MILLION

Lead acid battery recycler, Envirowales, is looking forward to saving up to half a million pounds in damage and maintenance costs thanks to a bespoke fleet of forklift trucks supplied by Briggs Equipment.

As part of a new five-year contract with Briggs, Envirowales has taken delivery of seven Yale 4 tonne diesel trucks and one 12 tonne diesel truck.

The tough environment faced by trucks at Envirowales's South Wales facility had cost the company more than £100,000 in servicing and damage costs every year; expenditure it was keen to reduce.

Craig Williams, yard and materials movement manager at Envirowales, explained: "Our site presents a tough challenge for trucks and other materials handling equipment. As a result we needed robust machines to cope with our site conditions and a service partner to provide optimum uptime.



"Following an extensive tender process, we were impressed by Briggs' special approach to maintenance and innovative machine modifications."

Kane Reynolds, account manager at Briggs, explained: "We took a completely different approach and supplied bespoke machines that could work efficiently with dust and heat.

"The Yale machines have an open chassis design, vented bonnet and a lint screen in front of the radiator to prevent dust from settling. Special engineering design options were also added and the oil immersed brakes only require one oil change over the life of the contract."

FIRST-RATE FLOOR IMPROVES TRUCKS EFFICIENCY

The floor at a new Very Narrow Aisle (VNA) warehouse facility in Greece was recently completed by Eurolit Industrial Flooring who represents Concrete Grinding Ltd (CG) in Greece.

The floor of the distribution centre, belonging to a well known supermarket chain Masoutis S.A. in Greece, was built by Eurolit using Laser Screed construction to meet at least with Line 4 of the DIN 18202 - the strictest DIN free movement specification.

CG's involvement in the project was to use their patented Laser Grinder® technology to grind the narrow aisles to a tolerance suitable for the VNA trucks to operate safely and efficiently.

Before grinding, a Profileograph survey was carried out in every aisle and the results analysed to determine where the floor was out of the required specification of DIN 15185 >6m (for lift heights of 6m or higher).

Of the 4,510m of aisles, CG found that only 46% (2053m) of the floor within the truck's outer wheel tracks and 8.5% (384m) of the centre wheel track required Laser Grinding to meet with this specification. CG's unique and cost effective approach minimised the amount of grinding, as only the areas out of specification needed grinding rather than the full length of every aisle. This process also ensured a quick work programme on-site, which was critical for this project as grinding was completed before the installation of racking. After grinding, a second Profileograph survey was carried out in every aisle and Face Consultants issued a report to the client to confirm compliance with the DIN 15185 >6m specification. It is worth noting that the design of the warehouse included a large number of columns and around 40% of the aisles were located very close to these

columns. This made it difficult to achieve the DIN 15185 specification during the floor construction. If these columns were not so close to the aisles, only around 30% of the aisles could have been found to be out of this specification, lowering the grinding cost even more.

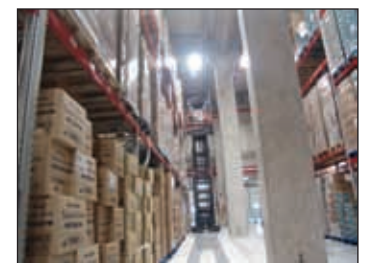
Ioannis Masoutis, Chairman of the Board commented, "The high standards required by D. Masoutis S.A. throughout our operations demanded the construction of an industrial floor of the highest quality. The technical solution offered by the main contractor VERMION S.A. and executed by EUROLIT INDUSTRIAL FLOORING in co-operation with CONCRETE GRINDING LTD fully justified our choice.

The Laser Grinding process did not interfere at any time with other ongoing works. We had a very strict programme and the whole floor construction and grinding process was completed according to schedule and without any deviation. It also proved cost effective; as the floor was laid to a high standard. Concrete Grinding Ltd identified areas within the aisles that already complied with the specification, meaning the amount of grinding was minimised.

As a result, the operation of our VNA trucks within the 107 aisles totalling more than 4,500 linear metres of our 50,000 sq. m facility is flawless. The trucks operate effortlessly and efficiently at the maximum speed specified by Linde Materials Handling of 9 km/h, even with the operator cabin located at the maximum height.

We are extremely pleased with the overall results and highly recommend Eurolit Industrial Flooring and Concrete Grinding Ltd."

Thanasis Giouletzis, Branch Manager Northern Greece of Ergotrak S.A. - the official distributor of Linde Materials Handling in Greece added,



VNA forklift truck operating in a completed aisle.

"We confirm that due to the high flatness standards achieved by Eurolit Industrial Flooring and Concrete Grinding Ltd (DIN 15185) of the floor at the new warehouse of "D. MASOUTIS S.A." in Kavalari - Thessaloniki, our VNA forklift trucks operate at their maximum designed speed of 9Km/h regardless of their elevation point."

The new DC was fully operational in September.

Concrete Grinding Ltd specialise in the upgrading of aisles in new and existing VNA/narrow aisle warehouse units. Key products are:

- Laser Guided Grinding up to 'DM1 / Superflat' Standards for VNA/narrow aisle environments using the LASER GRINDER®
- Bespoke internal repairs/upgrades tailored to the individual clients' needs.
- Joint, Crack & Surface Repairs to proven standard details.

Concrete Grinding Ltd is part of the CoGri Group of companies, a consortium of international industrial floor solution specialists with over 20 years global experience in the Design, Construction, Upgrading and Repair of Industrial Concrete floors.

For more information, please visit www.concrete-grinding.com

FIXED FUEL TANKS THE KEY TO INCREASED EFFICIENCY

In the present economic climate, businesses of all shapes and sizes are looking to increase efficiencies and reduce costs; those in the logistics, handling and storage sectors are no exception. For these businesses, forklift trucks and the fuel they use are likely to account for a significant proportion of each year's expenses. Andy Kellett from Calor Gas offers an overview.

For businesses currently using diesel or electric forklift trucks, switching to LPG-fuelled trucks can increase energy efficiency, especially when partnered with Calor's fixed fuel tanks. These propane tanks are permanently attached

to the back of the truck and are refilled from a bulk tank using a pipe and nozzle, in much the same way as a car. The main benefit of fixed fuel tanks is an increased capacity, with 55 litre and 70 litre capacity tanks available from Calor.

Fixed fuel tanks' extra capacity allows trucks to function for longer without pausing to refuel. This gives Calor LPG forklifts a distinct advantage over electric models, whose regular and lengthy recharging account for a great deal of downtime. Not only this, the quick and easy refuelling of LPG trucks means no money need be wasted on back-up vehicles to deliver continuity of operation.

Calor's fixed fuel tanks can, in most cases, function well throughout a full shift. When they eventually require refuelling, the job can be completed in a matter of minutes, shaving hours off the time wasted re-charging electric forklifts. The refilling of the cylinders mounted to the forklifts couldn't be easier. There is no need to remove or lift the cylinder - it's simply a matter of filling up at the pump - meaning Calor LPG is a true 24/7 fuel.

For further information, please call Calor on 0800 121 7841 or visit www.calor.co.uk/forklifts.