

SPRING 2020

# HANDLING network

SPRING Vol MMXX

*The Irish Magazine for the Materials Handling, Warehousing & Logistics Sectors*  
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SPRING 2020

# HANDLING network

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## WHO GETS HANDLING NETWORK?

**Handling Network** - the magazine of the Irish Handling & Distribution Industry - is produced bi-monthly by specialists in the materials handling sector, with contributions by experts on topics of special interest to its readership.

**Handling Network** is distributed on controlled circulation; addressed to key personnel in Ireland's top companies and organisations. Recipients include Company Directors, Purchasing Managers, Warehouse & Logistics Managers, Plant & Production Engineers, Transport Managers, Safety Officers and other relevant personnel.

**Areas covered** include forklift trucks, warehouse logistics, racking, storage & distribution, commercial vehicles, plant & equipment finance, lifting gear, loading bay and conveyor systems...together with information on health and safety issues.

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**Logistics services provider MKT Storage & Distribution, founded in 2008 by Mark Kelly, has expanded its portfolio to offer a fully Managed Outsourced Supply Chain Solution from its new base in Claremorris, County Mayo.**

Hailing from nearby Ballyhaunis, Mark and his management team have built up a number of years' experience in the sector and have invested heavily in software and hardware equipment. "Our Managed Warehouse Solution is

## MKT offers a fully Managed Outsourced Supply Chain Solution

fully operational in recent months and currently we have local companies availing of our solution. We are operating out of a custom built unit at No. 17 Claremorris Business Park which measures 15,000sq/ft and can hold up to 3,000 pallets. We can cater for all types and sizes of businesses in our unit where we can provide document storage, single pallet storage, multiple pallet storage, equipment and machinery storage. We have spared no expense with regard to the narrow aisle racking system we have installed and it allows us to alter and adjust all racking as and when needed. To aid with the management of product/stock, we have also custom built our very own software system that allows for individual customer access to

their product 24hrs per day, 365 days per year. While we welcome new business, access to our unit is restricted to MKT personnel with supervised access granted to customers/potential customers."

MKT's General Manager, Paul Hickey added that the location of Claremorris in the 'Heart of the West' is another beneficial aspect of the business potential of this new start-up operation. "We see that being equidistant between Galway and Sligo with convenient access to the motorway network to the east and south, presents a good opportunity for us and also may attract link-ups with Leinster or Munster based transport and logistics providers in providing their services locally."

## Gray & Adams larders – Ahead of the Game

**Stand-alone game larders from trailer and bodybuilder manufacturer Gray & Adams are specifically designed for the storage of game in the commercial game supplying industry, and are suitable for indoor or outdoor use.**

Because in-skin and skinned carcasses must be separated to avoid contamination within the storage area, the larders usually contain two compartments. These consist of a preparation area and a chilled storage area, which can take between 20 and 30 carcasses. The entrance to the larder leads into the preparation area and a separate exit door is through the rear of the chilled section. This complies with health and safety legislation which state that hung game cannot be brought back through the preparation area.

The Gray & Adams game larder is also bespoke-designed to suit individual requirements. Mattias Schøler Pedersen, Headkeeper at the Dalchonzie and Glenbeich Estates in Perthshire – both locations that have Gray & Adams' game larders – said of the product: "We chose to work with Gray & Adams because of their reputation for quality and because they build bespoke to our needs. For both



Dalchonzie and Glenbeich, which are big forestry estates in Scotland, our game larders are positioned inside other buildings; therefore we had very clear specifications for a tailored solution to fit our space.

As with the other refrigerated storage options from Gray & Adams', game larders are very rigorously designed to incorporate all relevant health and safety features to comply with UK food storage legislation.

Mattias continues; "We have also successfully taken delivery of a game larder to one of our estates in Denmark, which is built to the same specification whilst meeting Scandinavian regulatory requirements, and is equally impressive. The flexibility and ease of operation of this product is what makes it such a pleasure to use. On all of our estates, we require a high level of quality in order to meet and exceed quality assurance standards, which this product delivers exceptionally well for us."

The preparation area includes a sink with hot and cold-water taps. The cold

water is connected to the mains supply and hot water is supplied through a water heater. In this compartment, there is a separate infrared operated hand-washing basin and stainless steel cutting tables, along with a winch for lifting game. Meat rails for hanging carcasses run through from the front to the rear. An insulated bulkhead and door separates the compartments and the rear of the larder is refrigerated for storing the game on meat rails at the appropriate temperature.

Like the Gray & Adams cold store, game larders are built using the same five-element panels that are used in the Gray & Adams trailers which are designed for the rigours of everyday use in harsh environments.

Other health and safety features, such as non-slip floors, knee operated tap, infrared knife steriliser, insectocutors and internal lighting systems are also included and are designed for ease of operation, low maintenance and easy cleaning.

"Gray & Adams' customer service across all three of our game larder purchases has been exceptional. They are responsive, collaborative, open to feedback and always happy to help us solve any issues or challenges we may have with the product. Our relationship is excellent and their aftersales customer care is second to none – we can't recommend their product and service highly enough!," Mattias concluded.



**MAW Engineering, the recently established company specialising in the manufacture and assembly of walking floor trailers and vehicle bodies based in Toome, County Antrim, has been appointed Hiab Sales & Installation Partner.**

The agreement complements the Hiab Service & Parts provision delivered by Dennison Bodyshop across the same territory. Under the terms of the contract, MAW Engineering will be responsible for selling and installing the HIAB, MULTILIFT, JONSERED and EFFER brands across Northern Ireland counties

plus Cavan, Donegal and Monaghan.

Commenting on the announcement, Mark Cuskeran, Managing Director of MAW Engineering, said: "Hiab produce excellent products and we are delighted to become a Hiab partner. We have a modern 50,000 square foot facility situated across six acres here in Northern Ireland and will have a dedicated demonstration area for the Hiab products."

Dennison Bodyshop will continue to be Hiab's service and spare parts representative for its on-road load handling equipment across the same regions.

## MAW Engineering appointed Hiab Sales & Installation Partner

"We have worked with Dennisons many times over the years; they are a very professional company and provide a great service and parts offering. Our prospective sales teams will work closely together," added Mark.

Ian Mitchell, Hiab Managing Director UK & Ireland, added: "Dennisons has been providing a fantastic servicing and spare parts service to our customers in Northern Ireland for the past three years, and now we have a sales and installation offering from MAW Engineering to complement the Dennison Bodyshop provision. This gives our customers in Northern Ireland and the bordering counties access to a full package of Hiab sales, installation, service and parts."

## Combilift nominated in two IFOY Award 2020 categories

**For the second year in a row Combilift is a finalist in the IFOY Awards (International Intralogistics and Forklift Truck of the Year Awards) – the most prestigious and hotly contested international accolades in the materials handling industry, honouring the best products and solutions introduced in the past year.**

In fact the Monaghan based company is the only manufacturer to have two of its products nominated for a IFOY 2020 Award. The Combi-CBE4 is a finalist in the Special Vehicle Category. This 4000kg capacity electric powered, all-wheel drive forklift incorporates compact counterbalance design with multidirectional capability for the versatile handling of mixed sized loads. It features the company's internationally patented independent electric traction (EP.2956350) which provides all front and rear drive wheels with 100% traction control, therefore negating the need for differential lock on slippery surfaces. By inputting the wheel-base parameters, the traction commands are

calculated by the control system. As the truck drives and steers, the speed and rotational direction of the wheels are controlled independently, allowing the truck to negotiate tight turns with no tyre wear.

The Combi-CS has been nominated in the Warehouse Truck Lowlifter Category. It is the only pedestrian counterbalance stacker that will operate in a conventional reach truck aisle for space saving and productive storage and handling. It features Combilift's unique, internationally patented and award winning multi-position tiller arm which can be turned to the left or right of the unit to position the rear drive wheel, allowing the operator to remain at the side of the machine rather than at the rear as is the case with other pedestrian stackers. This ensures optimum visibility of the load and surroundings as well as guaranteeing maximum safety in areas where other personnel or members of the public may be present.

The competition will enter its



next round when finalists undergo the IFOY audit and innovation check by industry experts in mid-February in Hanover, Germany. 27 journalists from leading logistics media from 19 countries (including Ireland's Jarlath Sweeney (Fleet Transport/Handling Network/Warehousing Ireland), will also individually test and evaluate the nominated equipment for qualities such as technology, design, ergonomics, safety, marketability, customer benefit and sustainability.

"Following the nomination of the Combi-PPT powered pallet truck last year, we are delighted that the IFOY committee has recognised two of our innovative products as being worthy of finalist status in 2020," said Combilift CEO & Co-founder Martin McVicar.

# Smart Border Management – Transformation from Analog to Digital Borders by Himanshu Garg

**A border is something where the territorial boundary of a sovereign country ends and what begins is a bigger responsibility of protecting its boundary from any external threat, which can be defined in a broad term as border security. Different countries have different types of borders, including land borders, coastal borders and aerial borders (or airspace). Securing these different types of borders at all times makes border security a challenging task.**

This analyst insight will highlight the pain points and opportunities in the smart border management market and how the traditional analog borders can be transformed into digital borders with the help of technology.

The dynamics of border security change with every country, as every country has different types of terrains, a different type of threat perception and different types of borders.

The terrain can be anything from plains, marsh, mountains, deserts, creeks, riverine, dense forests, deltas, etc. The more types of terrains a country has on its borders, the bigger the problem would be to secure its borders.

Threat perception can be anything from arms and drugs smuggling to illegal immigrants, to cross-border terrorism, to illegal occupation of its boundaries by neighbours.

Types of borders can be anything from fenced to unfenced borders, to friendly borders or hostile borders.

Every border is different and needs different, tailor-made solutions to protect them.

“We are living in an era where technology is driving everything and is changing so fast that it has nullified all the traditional wisdom of securing borders. Today, hybrid warfare is possible, wherein cyberattacks, satellite attacks, and drone attacks are the reality and terrorist organisations are using them globally. We have seen an attack on the Saudi Aramco facility, where using drone-based loitering ammunition hampered the overall global supply chain. If a nation does not adapt to these technological

changes, sooner or later, enemies will find a way to enter its borders, and the effects can be catastrophic.

So a nation is required to have 360-degree protection to form a smart, comprehensive border management system that is digital and can cope with these ever-changing global security scenarios.

First of all:

They need to secure their maritime borders, land borders and airspace using different technologies – perimeter security sensors, radars/sonars, C4ISR systems, digital intelligence, predictive analysis tools, etc. – for security from any kind of outside intrusions/attacks.

They need a strong intelligence collection mechanism at the borders so that information on any upcoming threat can be gathered beforehand and preventive measures can be taken. Different tools and systems should be deployed for SIGINT, COMINT, ELINT, and IMINT.

They also need to secure themselves from any kind of airborne attacks and should have systems to detect and neutralise not only bigger aerial vehicles and missiles but also for UAVs flying on/near their airspace.

A strong response mechanism is needed to respond to any intrusion events, which can include autonomous UAVs/UGVs/remote weapon stations, to act as a force multiplier and can help ground forces in effectively disseminating the threats without endangering forces that are physically protecting the borders.

It should have a reliable communication system (wired and wireless) in place with a strong encryption mechanism (an overlap of 256-bit encryption and proprietary algorithms) and their exclusive waveforms so that nobody can hack into their mission-critical communication.

Second, they need to secure their ports of entry – airports, seaports, land ports:

At these ports, they should have robust security mechanisms (which should be fast as well as effective) for identity check, immigration, baggage screening, physical security, etc.

For coastal borders and seaports, artificial intelligence and machine learning-based maritime analytics can play a bigger role by taking information from centralised systems like AIS, GIS, etc., and can inform the authorities in advance about any suspicious vessels/ships/boats before they even enter national waters.

Third, countries need to have a strong national cybersecurity system in place that can help detect threats and vulnerabilities in the system and suggest ways to overcome them.

By adopting the above-mentioned measures and technologies, nations can transform their existing analog borders into digital borders, wherein every suspicious activity gets detected, recorded and presents a holistic picture of the overall security scenario to concerned officials for better decision-making.

Based on the Frost & Sullivan analysis of the global border protection market, the industry is expected to grow to \$168 billion by 2025, expanding at a CAGR of 7%. Below are the key technology investment opportunities for security companies:

**Autonomous UAS (UAV and UGV) –**

*To automatically respond to any threat Counter UAS Systems – To detect and neutralize unmanned aerial threats.*

**Remote Weapon Station –** *To guard the borders, without endangering lives*

*Software-defined Radios – For robust, futureproof, unhackable communication.*

**Maritime Analytics –** *To detect and catch the suspicious vessels before entering national waters.*

**Predictive Analytics –** *A strong, centralized and automated Cyber Threat Intelligence (CTI) platform that can detect probable cyberattacks and suggest ways to mitigate them.*

**Integrated C4ISR System –** *To build a system of systems that can take information from various subsystems and show a holistic view of the overall security system.*

Every problem brings an opportunity to solve it. These problems of securing different types of borders in different countries, for different terrains, and to address different threats present a much bigger opportunity for security companies.

*Himanshu Garg is Industry Principal with the Aerospace & Defense Practice for Frost & Sullivan’s MEASA region.*



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# Materials Handling Equipment on exhibit at Solutrans 2019 – EurExpo, Lyon, France

The biennial commercial vehicle and logistics solutions show broke all previous attendance records (+50,000) with visitor numbers up 11% compared to 2017. Jarlath Sweeney was there for Handling Network. The show also gathered 900 exhibitors and brands, an increase of 47%, of which one-third were new or first time exhibitors.

## SOLUTRANS

19 - 23 NOV 2019 LYON · EUREXPO

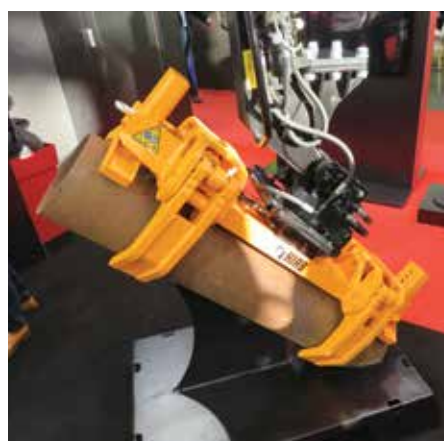
INTERNATIONAL SHOW OF ROAD  
AND URBAN TRANSPORT SOLUTIONS



*Moffett*

### HIAB/MOFFETT/KALMAR

Hiab, part of the Cargotec group is a leader when it comes to on-road load handling equipment. On display was a selection from its broad range of materials handling equipment including cranes, hoists and forklifts (Moffett). Also exhibited was a trailer tug/shunter from its Kalmar range.



*Hiab*

### KINGLIFTER

This member of the Dutch Telberg Group specialises in truck-mounted forklifts (TMF). It is part of a parent company that has 2,700 employees and is represented in 12 countries selling products to over 100 countries. Turnover for 2019 was over €945m. The MC TMF operates in tight spaces and yet has a 2,500 kg lifting capacity.



*Kalmar*

### MANITOU

From Ireland to Russia to Britain to France, the Manitou show team, headquartered in France is kept very busy moving from country to country with its latest materials handling products. Latest examples showcased included



*Manitou*

both conventional IC and electric powertrain with the ME316/ES414 and truck-mounted forklifts.



*RYTLE*

Since its first show outing at the IAA CV Show in Hannover, the Rytle start-up joint venture between the Krone Group and Orbitak AG offers a new mobility concept for city-friendly logistics. Innovative cargo bikes called MOUR, with standardized boxes help to move goods quickly, safely and emission-free – making the last mile - green!

# BUYERS' A-Z GUIDE FORKLIFT 2020

An A-Z Listing  
of forklift brands  
available to  
buyers in Ireland

Compiled by  
Paul White

As the Jury member representing Ireland on the International Forklift of the Year (IFOY) judging panel, Handling Network Magazine is in a unique position to assess the latest developments in the world of mechanical handling across its many diverse forms from small manual pallet trucks to reach stackers to large mobile cranes. The Handling Network Forklift Buyers' Guide 2020 provides an A-Z of the latest materials handling equipment options available in Ireland and notes the companies appointed to provide the equipment service and support. It also provides a snapshot of the current state of the sector and indicates some of the trends we can expect in the coming year.

Year-on-year there is a move towards automated systems, and all OEMs are investing in research and development in this area and reducing operational noise and emission levels. The guide is not exhaustive as new products are being constantly launched featuring ever more sophisticated devices and systems. Nevertheless, it does highlight what options are currently available and aims to help operators make a more informed choice.

## AISLE MASTER

### ■ Articulated Forklifts

Combilift's warehousing products in the form of the pedestrian models and the Aisle-Master VNA articulated forklift enjoyed very buoyant sales in 2019, not least in part due to growing demands of the e-commerce sector and the consequent need to maximise storage space. Since Combilift incorporated the Aisle-Master forklifts into its portfolio around 10 years ago, it is now the world's largest selling articulated truck and the only one to be offered with three power options; diesel, electric and LPG. New for 2020 is the Aisle-Master 15NE (Narrow Electric) model with 1,500kg capacity. This model has an in-line drive axle so that it can operate more efficiently in small aisles, enabling aisle widths to be shrunk to a minimum. It is the smallest articulated narrow aisle truck on the market. It also benefits from the patented over-articulated steering system (European Patent Number 3008008) and 850mm wide front axle with a co-axial drive motor for superior aisle performance.

Aisle-Master  
Gallinagh, County Monaghan  
047 80400. [www.aisle-master.com](http://www.aisle-master.com)



from the company. Atlet now operates under the UniCarriers brand, which covers several marques including TCM and Nissan Forklifts.

Henley Forklift Group  
Killeen Road, Dublin 10  
1850 947392. [www.henley.ie](http://www.henley.ie)



## BAUMANN - CAVAION

### ■ Sideloaders/Multi-Directional Trucks

Baumann's award-winning Archimedes outreach system has received several commendations for innovation including awards from the FLTA (Forklift Truck Association). Baumann's electric ELX50 model was also recognised when it was also shortlisted in the Innovation category in 2017.

Baumann's "patented Archimedes screw, or worm gear outreach system, enhances equipment that has remained fundamentally unchanged for almost 50 years." The system is low in maintenance and simple in design, with a high level of engineering and durability to ensure greater safety, smoother control and perfectly synchronised outreach for highly accurate and efficient load control. The side-loading truck range is available in diesel, LPG and electric, with lift capacities from 3 to 45 tonnes. Also, the company can offer bespoke solutions for customer's needs in materials handling.



## ATLET

### ■ Warehouse Equipment

The products of Atlet AB of Sweden are supported in Ireland by the Henley Forklift Group in Dublin. Atlet continues to develop its range including the Tergo URF swivel reach truck model which was a former winner of the International Forklift of the Year. The Tergo URF is one of a very extensive range of warehouse handling products available



Suirway Forklifts & Access  
Carrick-on-Suir, County Tipperary  
051 640000. [www.suirwayforklifts.com](http://www.suirwayforklifts.com)

## BENDI

### ■ Articulated Forklifts

Bendi claims to have invented the articulated forklift, which has, of course, revolutionised warehouse operations and especially VNA work. Bendi models can operate to stack in very narrow aisles with widths of 1600mm. The four-wheeled articulated counterbalance truck delivers exceptional performance in a VNA setting. The trucks concept and stability means that the truck is easy to use both indoors and outdoors.



Bendi's articulated truck concept has been further improved by adding a unique patented twin-motor rear-wheel-drive system. Its product range includes battery-powered VNA and counterbalances lift trucks to suit indoor and outdoor operations with lift capacity from 1.8 to 2.5 tonnes.

The Forklift Centre Ltd., Lower Ballymount Road, Dublin 12  
01 450 8600. [www.forkliftcentre.ie](http://www.forkliftcentre.ie)

## BT FORKLIFTS

### ■ Warehouse Equipment

The BT Forklifts brand is distributed in Ireland by Toyota Material Handling. The well-known name continues to develop and enhance its product offering to operators, with the range extending from the base pallet truck to the BT Autopilot driverless trucks and semi-automatic forklift units. More standard equipment includes the regular walk with and ride-on pallet trucks.



Also important is the BT range of products for special application environments such as cold stores and intrinsically safe equipment for explosive risk areas. One reason for the popularity of the BT Forklifts is the brand's strong support through its dealer network offering support services nationwide.

Toyota Material Handling Ireland Killeen Road, Dublin 12  
01 4190200. [www.toyota-forklifts.ie](http://www.toyota-forklifts.ie)

## CAT LIFT TRUCKS

### ■ Counterbalance Trucks ■ Warehouse Equipment

Caterpillar is arguably the most recognisable manufacturing name in the goods handling and equipment manufacturing business. While the CAT name is best known for enormous earth-moving and mining equipment, its lift truck division is equally creative when it comes to the design and innovation of drive systems, which has been honoured with a Red Dot Award.



The brand offers all manner of indoor and outdoor handling equipment systems. The equipment systems can cater to all operators' needs from the smallest to the most demanding

and offers power options of LPG, diesel and electric. Dawson Materials Handling Equipment is the exclusive Cat Lift Trucks agent in Ireland.

Dawson MHE, Orion Business Campus,  
Northwest Business Park, Ballycoolin, Dublin 15  
01 5267396.  
[www.dawsonmhe.com](http://www.dawsonmhe.com)

## CESAB

### ■ Forklift Trucks ■ Warehouse Handling Equipment



The well regarded Italian CESAB brand is now handled in Ireland by AWE Forklifts of Rathcoole (Dublin). As the sole agent, AWE provides sales service support and rental for this manufacturer of quality handling equipment. Both companies have a long tradition and experience in the industry with AWE being founded in 1985, although CESAB is somewhat older being founded in Bologna (Italy) in 1942.



AWE can provide the full range of CESAB models including powered pallet trucks reach stackers as well as the lift trucks and a comprehensive of attachments to complement the range. Testimony to the brand and the work of AWE is readily available by simply reading their client list. The list notes some of the most high profile businesses in operating Ireland and internationally and establishes the AWE Forklift's credentials.

AWE Forklifts Ltd., Greenogue,  
Rathcoole, County Dublin.  
01 4019919. [www.awe.ie](http://www.awe.ie)

## CLARK

### ■ Counterbalance Trucks ■ Warehouse Equipment



The EPXi series of electric four-wheel counterbalance forklifts launched in 2019, and available in capacities from 2.0 to 3.2 tonnes have proven themselves in applications that were once an exclusively combustion engine domain. Clark is also introducing weather protection cab variants for the EPXi series that can be retrofitted. The launch of the EPXi series and the Go Green - Go Clark campaign are the prelude to further product innovations in the field of Clark electric forklifts.



For the warehouse, Clark's WPio12 electric hand pallet truck with lithium-ion battery is expected to set new standards in the segment. Also, the new SRX14/16 reach truck has capacities ranging from 1.4 to 1.6 tonnes and lifting heights of up to 10.5 metres, while the new C80D900 diesel forklift is an 8-tonne vehicle with a 900 mm centre of gravity and is perfect for intensive outdoor use.

Peter Keogh Forklift Maintenance,  
Unit 4 Rosemount Business Park,  
Dublin 15. 01 8853940.  
[www.pkforklifts@msn.com](mailto:www.pkforklifts@msn.com)

## COMBILIFT

- Multi-Directional Forklifts
- Sideloaders
- Straddle Carriers

**COMBILIFT**  
LIFTING INNOVATION



Combilift continues to add to its ever-expanding range and reached a milestone last year with the delivery of its 15,000th unit to the UK. International sales will reach a total of 50,000 in early 2020. The company launched the Container Slip Sheet – the Combi-CSS for mechanised loading of containers. It has a capacity of 30,000kg and allows a full load of product to be prepared and loaded onto a 20' container in just three minutes (and six for a 40' container). The company also added to its range of electric models and launched the C8000ET – an 8,000kg capacity electric-powered multidirectional forklift. Also new was the compact counterbalance design multidirectional Combi-CBE4 – a 4000kg capacity electric all-wheel drive forklift. It features the company's internationally patented independent electric traction (EP.2956350) which provides front and rear drive wheels with 100% traction control, negating the need for a differential lock on slippery surfaces.

Combilift, Gallinagh, County Monaghan  
047 80501. [www.combilift.com](http://www.combilift.com)

## CROWN

- Counterbalance Forklifts
- Warehouse Equipment

**CROWN**



Crown continues to develop ideas and generates interesting innovations. Its new ESR 1000 Series reach truck continues that trend. The ESR 1000 comes with a lift capacity of up to 2 tonnes to a height of 13 metres. The ESR Series follows with other innovations such as the QuickPick Remote (QPR) picking system – a previous overall winner of the prestigious International Forklift of the Year (IFOY) award. QPR has since been extended to cover more applications including tow tractors. Crown consistently appears among the top nominees for IFOY, with the WAV 60 model highly commended by the Jury.

The WAV 60 is an easy to operate ride-on order picker and utility platform, which can reach heights of up to 5 metres and travel up to 8 kp/h. It suits a variety of applications across a wide range of sectors not solely product handling.

Castle Mechanical Handling,  
Damastown Industrial Park, Dublin 15.  
01 8694711. [www.castlemh.ie](http://www.castlemh.ie)

## DOOSAN

- Counterbalance Trucks
- Reach Trucks

**DOOSAN**



With a history stretching back to 1896, Doosan claims to be Korea's largest machinery manufacturer – which itself is quite a statement. However, there is little doubt that becoming the largest manufacturer can only be achieved by producing an impressive and reliable range of products, such as their new GX Plus series.

The new 2.0 to 3.0-tonne GX Plus range offers variants in

diesel and LPG, greatly enhancing the operator's environment in this highly competitive market segment. The new GX Plus will join over 500 product models available from Doosan.

Castle Mechanical Handling,  
Damastown Industrial Park, Dublin 15.  
01 8694711. [www.castlemh.ie](http://www.castlemh.ie)

## E-P FORKLIFT

- Counterbalance Trucks
- Warehouse Equipment

**E-P**  
Material Handling Solution



Handling equipment manufacturer E-P Forklifts is gaining a higher profile in the industry. Though a relative newcomer to the Irish market the company's products are performing well and winning new followers. AWE of Rathcoole, Dublin is the main dealer for sales and support of all E-P Forklift models, diesel, gas and electric. AWE also supplies the full range of E-P warehouse equipment including pallet trucks and stackers. All equipment is fully supported by the company's App for Android and IOS.

AWE Forklifts Ltd., Greenogue, Rathcoole, County Dublin  
01 4019919. [www.awe.ie](http://www.awe.ie)

## FLEXI

- Articulated Forklifts



A specialist in the field of narrow aisle equipment, Flexi continues to achieve success with its Flexi AC Nano walk-with VNA truck. The new pedestrian electric Nano, boosts the model range and is a truck which Flexi claims "is a low-cost alternative in the warehouse and retail logistics sectors."



Flexi products are designed to meet the needs of companies for which saving costly space is important. The Flexi range offers lift heights to 14 metres and includes indoor and outdoor models with the ability to operate in very narrow aisles of 1.6 metres. Flexi claims that its articulated units provide a more cost-effective alternative to a standard warehouse forklift, and no doubt the latest VNAs, the Flexi ACiON (lead-acid) and the Flexi LiTHiON (li-ion) units launched at the 2019 IMHX, will generate a great deal of interest with customers.

Dawson MHE, Orion Business Campus,  
Northwest Business Park, Ballycoolin, Dublin 15.  
0800 1699789. [sales@impacthandling.com](mailto:sales@impacthandling.com)

## HANGCHA

- Warehouse Equipment

**HANGCHA**  
FORKLIFT TRUCK



The sales tag line from Hangcha sums up everything any operator needs in forklifts or mechanical handling equipment – 'simple, safe, smart.' Hangcha produces a full range of counterbalance, reach and pallet trucks and all products have a sturdy purposeful appearance.

As with many Chinese brands and the companies that produce them, Hangcha has been manufacturing products for decades, it's just that we are unfamiliar with them. However, in the Far-East and Australasian markets the name is commonplace and well regarded. In 2016, Hangcha opened a new dealer and customer experience centre in Spain as its expansion into Europe continues.

Atlas Mechanical Services, Balbriggan, County Dublin.  
01 8417200. [forklifts.ie@gmail.com](mailto:forklifts.ie@gmail.com)

## HELI

- Counterbalance Trucks
- Warehouse Equipment

Heli is stated to be the largest forklift producer in China and ranks amongst the top ten in the world. It manufactures units with lift capacities from 1 to 46 tonnes, and the company appears to go from strength to strength. This year we are expecting to see the latest models and innovations from Heli revealed last year becoming more widespread.

In Ireland, the agent for Heli is Trifik Forklifts of Clane, County Kildare. The company was established in 1988 and fully understands the Irish market and Irish customer's needs. Trifik has offices in Clane, Killybegs (Donegal), and Tuam (Galway). Trifik can supply, service and deliver training for the full range of Heli products including power pallets and reach trucks with a variety of payloads and specifications.

Trifik Forklifts, Clane Business Park, County Kildare.  
045 982585. [www.trifik.ie](http://www.trifik.ie)

## HUBTEX

- Multi-Directional Trucks
- Heavy Duty Reach Trucks

German manufacturer Hubtex is a well-regarded expert in the design and production of heavy-duty special application lift trucks for the handling of awkward and/or bulky loads. Often it is the working environment that creates special demands rather than the load to be transported.

However, the company is possibly best known for its electric drive multidirectional side-loader. The side-loaders have a carrying capacity ranging from 1.5 to an incredible 50 tonnes and are a familiar feature with cable and drum transporters and those using oversized pallets and long loads. The latest MaxX model is shortlisted for the Warehouse Truck Award in this year's IFOY Test series.

Briggs Equipment, Unit 1 Crosslands Ind Est, Ballymount Road, Dublin 12.  
01 5138800. [info@briggs-equipment.ie](mailto:info@briggs-equipment.ie)

## HYSTER

- Counterbalance Trucks
- Warehouse Equipment
- Container Handling

Briggs Equipment Ireland is now the main agent for the highly regarded Hyster brand of lift-trucks. It has a well-deserved reputation for providing quality products



and solutions in the materials handling market through sales, service, short term hire, parts and training systems.

One of the key products for Briggs Equipment Ireland is the Hyster brand. With innovation at the core of its business, Hyster products range from pallet trucks and warehouse reach stackers to the largest container handlers and command respect for their durability and ease of use. Besides, the company's focus on reducing running costs has delivered significant savings for operators.

Briggs Equipment Ireland also offers a range of Powered Access equipment making it a one-stop-shop for materials handling needs.

Briggs Equipment,  
Unit 1 Crosslands Ind Est, Ballymount Road, Dublin 12.  
01 5138800. [info@briggs-equipment.ie](mailto:info@briggs-equipment.ie)



## HYUNDAI

- Counterbalance Trucks
- Warehouse Equipment



As a giant of Korean industrial production that has long since earned a deserved reputation for quality and reliability. Hyundai can offer the full range of Forklift trucks in diesel, gas and electric. Hyundai's expertise ranges from small pallet trucks to passenger cars to giant cranes, and some of the world's largest excavators and construction equipment.

Describing a recent model, the compact 160D-9L. Hyundai stated: "the new truck fills the gap between the 160D-9 and 180D-9 and offers an increased load capacity, extra safety, cost-effectiveness and operator comfort." At this stage, almost anything the company produces becomes a leader in its market segment, and the new 160D-9L will surely continue this trend.

Master Lift Ltd., Greenogue Business Park,  
Rathcoole, County Dublin.  
01 4580190.  
[www.masterlift.ie](http://www.masterlift.ie)



## JCB

- Handling Equipment



The JCB name is one that needs no introduction. Despite fierce competition offered by well-performing competitors from around the globe, JCB remains the go-to name for many operators, especially operators needing a truck or telehandler with off-road or rough terrain capabilities. Now JCB has also moved like other manufacturers to embrace electric power with its Teletruk range. The range opens up new possibilities for the brand, especially for indoor and sensitive work zones.

In its simplest form, JCB applies the vast knowledge and experience from decades manufacturing the legendary JCB construction range and applies it to the lift truck sector. This offers an exceptional degree of robust durability and ease of operation to the range.

Master Lift Ltd., Greenogue Business Park,  
Rathcoole, County Dublin. 01 4580190. [www.masterlift.ie](http://www.masterlift.ie)



## JUNGHEINRICH

- Counterbalance Trucks
- Warehouse Equipment

From the same stable as the 2019 IFOY Award-winning ETV216i reach truck, Jungheinrich's new ERC 216zi is said to be the world's first li-ion stacker truck. The fully integrated lithium-ion battery enables an entirely new and revolutionary truck design. This results in an ultra-compact and extremely manoeuvrable pallet stacker that gives much better throughput performance even in narrow warehouse surroundings. The new design also provides a fixed platform that protects the driver on three sides and boosts productivity thanks to perfect ergonomics and comfort.

The ERC 216zi's integrated lithium-ion battery enables a new truck geometry with optimum weight distribution, giving the vehicle much more freedom of movement. And despite its ultra-compact dimensions - about 17 cm more compact than a comparable truck with a fixed platform - this unique stacker truck offers improved operational stability, residual capacity and driving characteristics.

Jungheinrich Lift Truck Ltd.,  
Maynooth Business Campus, County Kildare.  
01 6517100. [www.jungheinrich.ie](http://www.jungheinrich.ie)



## KALMAR

- Counterbalance Trucks
- Port Handling Equipment

Kalmar is a member of the Cargotec Group and is better known for its heavier container handling units and tug-masters which are a familiar sight at ro/ro terminals, ports and the larger transport facilities around the globe. The company has recently won a significant contract to supply heavy lift equipment to Belfast Port.

This experience and know-how ensures the brand's forklift models can certainly move equipment, with the bigger units having lifting capacities above 70 tonnes, making the Kalmar name is a favourite with heavier industries such as steel production and machinery handling.

However, Kalmar also produces smaller units, including the latest unit EGC 50-90 electric forklift with a 5-9 tonne lift capacity.

Master Lift Ltd., Greenogue Business Park,  
Rathcoole, County Dublin. 01 4580190. [www.masterlift.ie](http://www.masterlift.ie)



## LANCER EQUIPMENT

- Pallet Trucks

Lancer Equipment is a manufacturer of mechanical pallet trucks based in Kingscourt, County Cavan. The company is 100% Irish owned and Lancer competes (and wins) on the quality of its products. The quality built trucks have made Lancer the biggest selling manual pallet truck brand in Ireland. Lancer's impressive range of trucks and stackers are shipped primarily around Ireland with a small number destined for export, this being an area it intends to expand on.

"We specialise in manual handling products and have a strong emphasis on quality in our components and work-



manship," said Lancer's Gavin Moran. Lancer is also happy to provide bespoke equipment solutions for clients that have specific applications and includes producing own brand trucks for companies.

In a major step for the company, Lancer will later this year launch its own Li-ion electric pallet truck with a 1.4 tonne lift capacity. Gavin sees great potential for an Irish made lightweight all-purpose unit, with exchangeable batteries perfectly suited to many applications and especially for the distribution sector.

Lancer Equipment, Rocks Road, Kingscourt, County Cavan.  
01 4433200. [www.lancerequipment.com](http://www.lancerequipment.com)

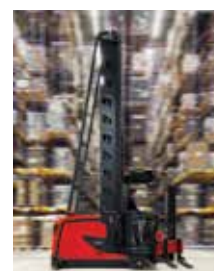
## LINDE

- Counterbalance Trucks
- Warehouse Equipment

Linde's policy of continuous product development results in a flow of continuously improved products - like the new VNA K Series. The new K series trucks impress customers with lifting heights of up to 18 metres and improved ergonomics, while simultaneously offering significantly enhanced performance and safety - not least thanks to the innovative "Dynamic Reach Control" system, which effectively compensates for pendulum movements of the mast.

Linde MH is also to the forefront in developing important innovations which have a major benefit for warehousing operations, for example, the 'Linde Truck Spot' which projects a 1.25 m forklift symbol on to the floor to warn pedestrians and other drivers of an approaching truck. Linde MH has a well-proven product line-up and its work in applying automation to its products will quicken the pace leading to a dramatic change in the warehousing and logistics sectors. Linde's latest launch of a fuel-cell-powered forklift will also ensure Linde MH remain leaders in the field.

Linde Mechanical Handling (Irl) Ltd.,  
Unit 22 Greenhills Ind Est, Dublin 12.  
01 4566626. [www.linde-mh.ie](http://www.linde-mh.ie)



## LIFTRITE

- Warehouse Equipment

Liftrite offers a complete range of handling equipment to suit all manner of work environments, not just warehousing. With ever-increasing importance placed on the elimination of manual lifting in the workplace, Liftrite will have a solution that can help and protect companies while at the same time deliver increased efficiency in operations.

The company's products are known for particular build quality as is its range of add-on and innovative handling solutions and bespoke accessories. Some examples include liquid and cable drum handling with fully rotating arm extensions. Liftrite has become synonymous with designing custom-built solutions for specialist industries such as pharmaceuticals, food and beverage, and component industries.

Liftrite Ltd., Maynooth, County Kildare. 01 6016906  
Munster Forklift, Cork. 021 4344144  
[www.liftrite.ie/index.asp](http://www.liftrite.ie/index.asp)



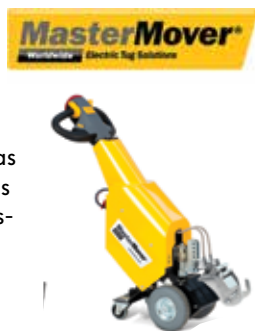
## MASTER MOVER

### ■ Warehouse Handling

Increasingly common in today's workplace are adapted pulling devices for handling transport equipment such as roll-cages and the wide variety of trolleys that are replacing standard pallets. Mastermover offers many mechanical solutions that cater to this growing need.

Available through its agent in Ireland, AWE Forklifts of Rathcoole, the Mastermover range can handle wheeled loads including trailers from 50kg to 120,000kg. There is no doubt that this type of device will become the standard throughout Irish workplaces.

AWE Forklifts Ltd., Greenogue, Rathcoole, County Dublin.  
01 4019919. [www.awe.ie](http://www.awe.ie)



## MAGAZINER

### ■ Warehouse Equipment

Hamburg based Magaziner Lager-und Fördertechnik GmbH manages to hold onto the reach height title with the EK20HL model which can lift 800kg to heights of up to 19 metres, and is just one element of what is set to be an exciting year for the German brand with other product developments.

Magaziner is arguably one of the most innovative companies and listed among these innovations is its 'Active Tilting Adjustment' to counteract lift mast excitation thereby increasing the comfort and productivity of the VNA truck. Another is Magaziner's Active Tilting Adjustment which allows the mast tilt to be altered to suit varying operating conditions.

In addition, Magaziner's new mapping software will determine the best route to take from point A to point B and will prompt the driver accordingly. The company can already deliver a fully automated system to certain specific operations where such working modes are required and the location is suitable to accommodate such operations. Further innovations on the way include an advanced Li-ion charging system that will fully re-charge in one hour giving a 10/12 hour working time. Also included is a break time 15-minute quick charge of up to 80%.

Davcon, Orion Business Campus, Dublin 15.  
01 8665620. [www.davcon.ie](http://www.davcon.ie)



## MARIOTTI

### ■ Lift-trucks

Special truck producer V. Mariotti lays claim to the interesting title of smallest forklift in the world. The Mariotti Mini Range comes with a length of only 1095mm and is designed to meet the needs of operators who are greatly restricted by available space.

Although Mariotti makes large trucks as well, the production of handling equipment for confined space operations is its niche. The units are popular with



businesses housed in historic buildings which are not allowed to extend or modify the premises. The company can also supply a full range of attachments to deliver bespoke lifting solutions for its clients.

Master Lift Ltd., Greenogue Business Park,  
Rathcoole, County Dublin.  
01 4580190. [www.masterlift.ie](http://www.masterlift.ie)

## MANITOU

- Counterbalance Trucks
- Rough Terrain Trucks
- Truck Mounted Forklifts
- Articulated Forklifts



As one of the best-known names at the heavier end of the materials handling industry. The Manitou brand is synonymous with tough working trucks for difficult on and off-road locations. The MLA 633 Articulated Telehandler is proving popular and fits right into the off-road segment and appealing especially to those in the Agri sector. Nevertheless, the 633 has also found favour across the construction and other industries that need a unit built for the heavier lift on rough terrain. The name denotes quality and Manitou has become the brand of choice for those who require a tough durable machine to work in remote locations.

The French company also produces a wide range of 'lighter' models, and one of these receiving a lot of attention is the ER16 electric reach truck. With a rated capacity of 1.6t and a reach of 8 metres, the ER16 is one of four new models recently launched. These models add to the units that remain a favourite with businesses in regular operations and is particularly the case with Manitou's well-regarded truck mounted models.

Murphy Machinery (Kilkenny) Ltd.,  
Dublin Road, County Kilkenny.  
056 772190.  
[www.murphymachinery.ie](http://www.murphymachinery.ie)

## MITSUBISHI UNICARRIERS

- Unicarriers
- Counterbalance Trucks
- Warehouse Equipment



The Mitsubishi brand is respected across all the products it manufactures not least its mechanical handling range. The company is a winner of a Red Dot Design for its Edia trucks, and the latest models within that range are the FB14-20 ANT three and four-wheel electric trucks which are indeed impressive.



In addition to the lift capacity of 1400 - 2000 Kgs, the FB14-20 ANT units offer Mitsubishi's unique Sensitive Drive System (SDS) and the Intelligent Curve Control (ICC) these features bring enhanced levels of safety to the workplace which is always a good thing. The Japanese company has always been a leader in the application of technology and we can expect some further development in the sphere of automated systems soon.

Henley Forklift Group Ltd., Killeen Road, Dublin 12.  
01 6209200. [www.henley.ie](http://www.henley.ie)

## MOFFETT

### ■ Truck Mounted Forklifts



The Moffett name was originally synonymous with truck-mounted forklifts (TMF) and that remains the case today. However the company's product range has grown since that time, and during 2018 the range was further enhanced with the launch of the next generation medium to heavy-duty M5 NX series, sporting a range of new and improved features for operators in a number of areas from enhanced styling to upgrades in the areas of safety and comfort. The M5 NX with its 2.5t lift capacity and proven ability over rough terrain will ensure it continues to be a favourite with a wide variety of businesses.



The latest addition to the Moffett range is Moffett's E-Series which is the world's first truck-mounted electric forklift. The list of advantages for operators have in some way yet to be fully realised. The Moffett E-Series with its near-silent and emission-free operation will set the standard for the future in this sector with deliveries to indoor and outdoor areas and night time and residential operations.

Hiab Ireland, Dundalk, County Louth.  
042 9353500.  
[www.hiab.com](http://www.hiab.com)

## MORA

### ■ Counterbalance Trucks



With over 45 years' experience in lift truck production, the Italian heavy truck specialist Mora Spa has earned a highly respected name in the mechanical handling business.

The company recently launched a new model of its popular EP range the EP160RA. The EP160RA boasts a lift capacity of 16000 kgs at 600 mm, and in keeping with other EP, models can lift to a maximum height of 4 metres.



The 160RA will further enhance the company's range which includes models like the EP120RC with its lift capacity of 12 to 15 tonnes and its closed working height of 220 cm. This makes the EP120 ideal for working inside containers.

Mora's main dealer in Ireland - W. Hall of Newtonabbey has over four decades in the business, offering its full support for its full range of electric, diesel and LPG powered trucks.

W. Hall Ltd., Newtonabbey, County Antrim.  
028 9084144. [www.whall.co.uk](http://www.whall.co.uk)

## NISSAN FORKLIFT

### ■ Counterbalance Trucks ■ Warehouse Equipment



While now a member of the Unicarriers Group, the brand will continue to be marketed separately. With Nissan MH equipment, it is very much a case of "it's a Nissan so you know what you are getting". While this might



be a carryover from the perceptions of the car brand, it also means that a Nissan forklift does not fail to deliver on reliability - and importantly on residual values.

Again the brand has a full range available in diesel, electric and LPG with lift capacities to suit most demands and working environments. Under the Unicarriers name, the TX3 3-wheeled unit is nominated in the Warehouse Truck category for the IFOY 2019.

Nissan Ireland Forklift,  
Park West Business Park, Dublin 12  
01 4091100. [www.nissan.ie](http://www.nissan.ie)

## PALFINGER

### ■ Truck Mounted Cranes ■ Truck Mounted Forklifts



The Austrian crane company, which has its Irish HQ in Tullamore, operates a programme of continuous product development, so it's difficult to select just one aspect of its business.



Palfinger is expanding its product portfolio to include another TEC-series model - the new PK 135.002 TEC 7. This new crane can be equipped with three different fly jibs and features a range of sensor technology, which allows it to achieve lift capacities comparable to cranes one or two classes higher.

Besides, Palfinger's range of highly flexible compact cranes is increasing in popularity which are designed to be easily attached to mobile transport units such as pick-up trucks and vans. For many operators in Ireland, Palfinger is the go-to brand and is well placed to remain in this dominant position.

Palfinger Ireland Ltd., Tullamore, County Offaly.  
057 93352525. [www.palfinger.ie](http://www.palfinger.ie)

## STILL

### ■ Counterbalance Trucks ■ Warehouse Equipment



Still's extensive product range covers forklifts, warehouse stackers, pallet trucks and tow-tugs. The models are offered in a variety of power options including diesel, LPG and electric, and are available with the latest onboard technology. Still views the application of technology as a means to generate efficiencies as a primary way forward for all operators. This is becoming increasingly apparent across its model line-up, and as always with this manufactures product quality is inherent in the brand.



In the 2019 IFOY event, the Still LTX 50 LiftRunner tugger train won the AGV & Intralogistics Robot category. The Jury cited automated driving, loading and unloading as being highly cost-effective features as key factors in their decision.

Total Materials Handling,  
C2, Furry Park, Swords Road,  
Santry, Dublin 9  
01 8304021. [sales@tmh.ie](mailto:sales@tmh.ie)

## TAILIFT

- Counterbalance Trucks
- Warehouse Equipment

In keeping with so many companies from the east, Tailift has a long manufacturing tradition combined with a great deal of technical and commercial experience of lift truck production.

The company's latest launch to market is the new Z-Series of IC Trucks with capacities from 1.8 to 3.5 tonne. The truck is a completely new design offering innovations in five areas of performance, comfort, after-sales, safety and cost of ownership. With these factors combined. Tailift believes the new Z Series lift truck can deliver impressive value for money for the operator.

BK Forklifts (Ireland),  
Dundalk, County Louth.  
042 9329211.  
[www.bkforklifts.com](http://www.bkforklifts.com)

# Tailift



## TCM

- Counterbalance Trucks
- Warehouse Equipment

TCM was the first company to manufacture forklift trucks in Japan in 1949. In Ireland, The Forklift Centre has been the Irish distributor for the brand since 2006. The TCM Lift Trucks range can offer operators diesel, electric and LPG models. Importantly counterbalance trucks with capacities from 1.5 to 43 tonnes are provided. Also, TCM can provide a wide range of warehouse equipment including reach trucks, order pickers and powered pallet trucks.

TCM's EO Order Picker was nominated for the 2018 Fork Lift Truck Association (FLTA) award for ergonomics.

The Forklift Centre,  
Lower Ballymount Road, Dublin 12  
01 450 8400.  
[www.forkliftcentre.ie](http://www.forkliftcentre.ie)

# TCM



## TOYOTA

- Counterbalance Trucks
- Warehouse Equipment

In Ireland, the Toyota brand name will always be a pole top-per in the reliability stakes, and always popular with businesses. Toyota is a marque that has received numerous nominations for the IFOY, and the models have always performed well in the annual test series where they are measured against their peers.

# TOYOTA

INDUSTRIAL EQUIPMENT



Toyota continues to invest in new innovative technologies, which aim to reduce operating costs, increase efficiencies and promote safe operations. As would be expected Toyota is a leading light in the development of automated systems for the warehousing and handling industries. We can expect these systems to develop quickly as there are significant benefits for the company right across its other automotive divisions.

Toyota Materials Handling Ireland,  
Killeen Road, Dublin 12.  
01 4190200.  
[www.toyota-forklifts.ie](http://www.toyota-forklifts.ie)

## WEIDEMANN

- Wheel Loaders
- Telescopic Handlers



Weidemann launched a new version of its 5080T wheel loader late last year. The already popular model should prove even more popular with its target audience, as it is now rated at 122 hp. The 5080T appears well suited to the Irish market and operating conditions, although the same could be said of all the company's range of telehandlers and loaders.

This, of course, includes Weidemann's biggest model to date - the new 9080 with a 156hp four-cylinder diesel, which greatly impressed the crowds when the model was launched at the 2017 Agritechnica in Hannover, Germany.

Weidemann Ireland,  
Ballymena, County Antrim.  
0282 1758261.  
[www.weidemannireland.com](http://www.weidemannireland.com)



## YALE

- Counterbalance Trucks
- Warehouse Equipment

The Yale name dates back to the origins of powered materials handling. It is fair to say the company's facility in Craigavon (NI) is a testament to the quality of the product. This quality has helped to ensure the Yale name has grown in stature over that time. The company has a solid offering in its range of counterbalance and powered pallet trucks. Counterbalance models are available with three or four wheels and with a wide range of lift capacities. Equally the pallet trucks range from hand trucks to ride-on stackers with up to 3t capacity.

Forklift Services & Handling Equipment Ltd.,  
Little Island, Cork.  
1890 435500.  
[www.forkliftservices.ie](http://www.forkliftservices.ie)

# Yale



Text: Paul White



## Real time visibility in the supply chain

Real time visibility in the supply chain is offered with Timocom's tracking smart app and smart API to connect logistics operations, prioritise the supply chain and allow for more profitable processes in the road transport industry.

**We all know and use location based services, in fact we use them more every day – when checking the location of a parcel, navigating to a new destination or when searching for local services on our smartphones. Unlike private applications, which basically always use the principle 'transmitter and destination', real time tracking in the supply chain is a good deal more complex. After all, the supply chain involves multiple distributors, freight forwarders and drivers. A chain, in some cases very long, consisting of different elements and parties, often using different technology and yet always strongly dependent on one another. In order to ensure that this supply chain is transparent for all participants and to achieve maximum synergy, TIMOCOM has developed the tracking smart app and smart API.**

### ADVANTAGES FOR THE LOGISTICS INDUSTRY

The TIMOCOM tracking smart app can be used to view the positional data of a vehicle at any time – provided the freight forwarder or transport provider has granted tracking permission. The tracking smart API allows to further process the vehicle tracking data within the operator's own logistics software – in the future, this will also work with geofencing. This enables monitoring of the transport status, for example, calculating the estimated time of arrival of the vehicle at loading and unloading points and booking the appropriate

time period for unloading at the loading dock. The process is partially automated and requires minimal effort from employees, as the large majority of the data is generated by the system which then proactively informs participants. More effective loading processes and shorter wait times mean less stress and more profit. Route planning can also be significantly optimised with help from tracking data: traffic jams or inner-city events can be avoided, the shortest or most promising route planned and the best driver and vehicle for each stage of the journey selected. In addition, freight forwarders can avoid empty runs and adjust their fleet management to best suit the order situation, which saves costs and administrative effort, but also reduces CO<sup>2</sup> emissions.

### REDUCE COSTS WITH MODERN SUPPLY CHAIN MANAGEMENT

Every company measures its success primarily based on efficiency and profit. This is where the smart API tracking comes into play: reduce personnel costs and error rates on the one hand while increasing the efficiency of road transport on the other, thanks to partially automated route and freight calculations. Not only that, together with the TIMOCOM routes and costs smart app, budget planning becomes more precise, and can therefore be arranged to maximise profit. The Smart Logistics System also raises customer service to a new level. Providing transparent and precise

information on the ETA alone adds significant value that customers really appreciate. The recipients of the goods, whether commercial or industrial, can adjust their processes and resources precisely to match the arrival time, for further optimisation. When it comes to critical goods or incorrect deliveries, drivers can be found within the logistics process and contacted in order to implement ad-hoc solutions. Not only that, they are able to better calculate their driving hours and therefore create a better work-life balance.

### REAL TIME TRACKING IN A SINGLE SYSTEM

With help from the Smart Logistics System, all this is possible without any change to providers or software;- TIMOCOM's network connects all participants within a single system. Together with their partners, the IT company from Erkrath collects, connects and integrates all relevant customer and service provider data. More than 43,000 companies are already a part of the system, which generates up to 750,000 international freight and vehicle space offers every day. TIMOCOM is one of the leading European providers of Smart Logistics applications, allowing customers to optimise their processes, make efficient use of vehicle space and personnel, and quickly and easily network with other participating companies.

**COMBILIFT**  
LIFTING INNOVATION

LEADERS IN  
CUSTOMISED  
HANDLING  
SOLUTIONS

+353 47 80500 **combilift.com**





## Nominations announced for IFOY AWARDS 2020

**Sixteen intralogistics providers have been nominated for the final round of assessments for the IFOY AWARD 2020 (International Intralogistics & Forklift Truck of the Year). The shortlisted candidates will take part in the group test days undertaken by an expert jury next month in Hannover, Germany and for the first time in the newly established IFOY TEST CAMP decision-makers in intralogistics are participating.**

In this, the eighth running of the world-renowned award programme, the jury will scrutinise 17 products and solutions from 16 manufacturers selected from an original field of 32 companies, to compete for the best intralogistics products and solutions of the year. The early days of the competition focused solely on forklifts but more recently the IFOY Awards programme has expanded significantly to include all that happens within the logistics sector in and around the warehouse or distribution centre. Starting with warehouse trucks and custom-made products for the most diverse material flow tasks, through robots, drones and software to reach stackers, well-known brand names are in the final round. They include Bosch Rexroth, Crown, Easy Mile, Geek+, Hyster, Jungheinrich, ProGlove, Raymond, Sany Europe, Still and Toyota Material Handling as well as the start-ups cellumation, doks. innovation, ForkOn and Wiferion.

The Combi-CBE4 from Combilift is nominated in the Special Vehicles category. Its four-tonne electric forklift truck with all-wheel drive combines multi-directionality and a compact design, while the CombiCS Combilift is among the selection for Warehouse Truck lowlifter class. This pedestrian operated truck has been developed for pallet transport in very confined spaces. Thanks to a special tiller arm and a compact design, the vehicle, which is only 1.05 metres long, ensures safe operation and good visibility for the operator.

All finalists go through to the IFOY 2020 Audit at the international IFOY 2020 TEST DAYS from February 6 to 13 at the exhibition grounds of the Hannover Messe. In the IFOY Test, experts measure the key figures of each contender's products in a standardised procedure. In the IFOY Innovation Check, scientists assess the innovative value of the nominated products and solutions. The Innovation Check is carried out by specialists from the Dortmund Fraunhofer Institute for Material Flow and Logistics (IML), the Chair of Technical Logistics at the University of Dresden and the Chair of Materials Handling, Material Flow and Logistics (fml) at the Technical University of Munich.

Towards the end of the IFOY TEST DAYS, jurors from all over Europe, Australia, Brazil and Russia will travel to Lower Saxony to inspect the nominated products and test them. Among other things, the judges will assess the innovative value, technology, design, ergonomics and handling, safety, marketability and customer benefit as well as economic efficiency and sustainability. The jury consists of 27 renowned

trade journalists from leading logistics media in 19 countries, including Jarlath Sweeney, (Fleet Transport/Handling Network/Warehousing Ireland) representing Ireland.

"A golden rule of the IFOY test series is that the finalists in their respective categories are not compared with each other, but with their competitors on the market. Only those nominees who outperform their direct competitors in terms of innovation have a chance to reach the highest podium position," explained Anita Würmser, Chairperson of the IFOY Jury.

The trophies will be awarded in seven categories during the IFOY 2020 AWARDS Gala Banquet on 20 April at the Hannover Messe 2020.

### NOMINATIONS/CATEGORIES COUNTER BALANCED TRUCK: HYSTER, STILL



In the Counter Balanced Truck segment, the Hyster Hybrid Reach Stacker SRSC45H9 with a lithium-ion battery is among the chosen few. It was initially designed to take advantage of the shape of the energy storage system, offering benefits such as a low centre of gravity and more space in the cab.



The second nomination goes to Still's new flagship from the RX 60-25/35 series for loads up to 3.5 tonnes. During development, the manufacturer paid attention to the use of energy-efficient technologies as well as high performance.

**SPECIAL VEHICLE:  
COMBILIFT, SANY EUROPE**



The Combi-CBE4 from Combilift is its 4-tonne electric forklift truck with all-wheel drive that combines multi-directionality and a compact design.



Sany Europe is also in the final round. The German company enters the fray with the SRSC45H9A Hybrid Reach Stacker. Users can save costs with this reach stacker for containers. This is due to the energy recuperation, an efficient transmission and a weight reduction compared to the previous model.



**WAREHOUSE TRUCK  
HIGHLIFTER:  
CROWN,  
JUNGHEINRICH**

American manufacturer Crown has reached this stage with the ESR 1000. Compared to the previous model, the Xpress Lower technology doubles the lowering speed and the new Gena operating system offers performance-enhancing assistance systems and intuitive operation.

Jungheinrich has the second nomination in



this category with the ERC 216zi. As the first Jungheinrich battery-powered highlifter truck with a fully integrated lithium-ion battery, the new, compact truck design ensures high performance and maximum operating convenience according to the manufacturer.

**WAREHOUSE TRUCK LOWLIFTER: COMBILIFT,  
RAYMOND, TOYOTA MATERIAL HANDLING**



The jury chose three products in this class. With the CombiCS, Combilift's pedestrian operated truck has been developed for pallet transport in very confined spaces. Thanks to a special tiller arm and a compact design, the vehicle, which is only 1.05 metres long, ensures safer operation and good visibility for the operator.



The Raymond Corporation from America which has strong Toyota links, enters the race with the Courier 3030. The automated forklift truck can take over transports between production and warehouse. The developers integrated a vision technology that scans the environment 360 degrees around the industrial truck and brings it to a standstill if a person or object blocks the way.

The third nomination is the new Toyota BT Levio LW1160 low-lift pallet truck from Toyota Material Handling. The pedestrian operated truck marks the beginning of a new era



in design and construction. Developed around the modular Toyota battery system with Lithium-Ion technology, the LW1160 is particularly light, space-saving and energy efficient. Battery system and device merge into one unit, eliminating the need for a conventional battery room.

### AGV/ROBOT: EASYMILE, GEEK+



French manufacturer EasyMile is shortlisted here with its TractEasy, a highly automated tugger for use both indoors and outdoors. It enables the automation of logistics flows and is

designed for a load of up to 25 tonnes. A special feature is that the vehicle is specially designed to cope with various environmental and traffic conditions in outdoor areas.



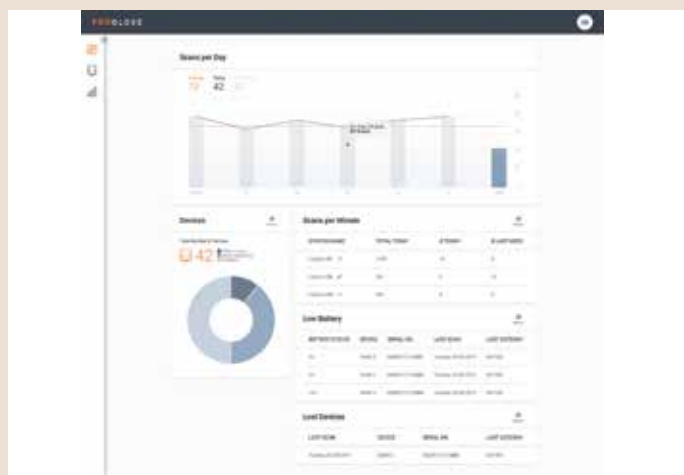
The Chinese manufacturer Geek+ is also in this competition. The C200 Robot Shuttle System identifies and picks standard size totes and transports them for picking and packing. The system offers customers added value through self-learning, intelligent route planning, precise navigation and automatic loading.

### INTRALOGISTICS SOFTWARE: BOSCH REXROTH, PROGLOVE

The jury gave the green light for the Laser Localization Software from Bosch Rexroth. It offers a key technology



for autonomous vehicles in intralogistics and production environments which use a laser to automatically map the environment and determine the position and orientation of the vehicle. According to the manufacturer, the software enables the fastest and easiest commissioning: mapping with just one click, immediate localization and automatic map update.



The Munich-based manufacturer ProGlove, which also participated in the competition last year, is entering the race with the ProGlove Cloud. The cloud helps companies map a digital twin of their processes to better manage devices, identify logistics challenges, ensure seamless warehouse processes and enable intelligent workflows. With quick plug-and-play software integration, this stand-alone solution can be up and running quickly and is not dependent on ERP or WMS data.

### START-UP OF THE YEAR: CELLUMATION, DOKS. INNOVATION, FORKON, WIFERION



The adjudication panel nominated four start-ups for the finals in 2020. cellumation is competing with the celluveyor.

This is a modular material flow system consisting of hexagonal cells that can be combined to create any desired layout. On the surface, packages can be moved and positioned flexibly thanks to omnidirectional wheels. Thus even complex material flow tasks can be realised.



doks. innovation is nominated with inventAIRy X. The system is a combination of a drone, 1D and 2D sensors, a 12-megapixel camera and the doks. software for data acquisition and processing using machine learning algorithms, which, together with an automated guided vehicle, autonomously detects stock levels in warehouses. Users save time and resources in what is normally a highly manual process and can assign employees to value-adding activities.



Also in the race in this category is ForkOn fleet management software from the start-up of the same name. It is the first manufacturer-independent fleet management software for forklift trucks and other industrial trucks. The cloud-based, user-friendly software-as-a-service platform reduces annual costs by 20 percent by focusing on total cost of ownership according to the manufacturer. Other features such as indoor tracking and load management are also integrated.



Wiferion develops and sells wireless energy systems for electrically powered industrial trucks. The scalable, modular energy systems are based on the patented, inductive charging system etaLINK 3000. The charging solution does not require plug and sliding contacts and enables efficient, fast intermediate charging of the batteries.

## IFOY AWARD 2020 FINALISTS

### Category: Counter Balanced Truck

J60XNL, Hyster  
RX 60, Still

### Category: Special Vehicle

Combi CBE4, Combilift  
SRSC45H9, Sany Europe

### Category: Warehouse Truck Highlifter

ESR 1000, Crown  
ERC 216zi, Jungheinrich

### Category: Warehouse Truck Lowlifter

CombiCS, Combilift  
Courier 3030, Raymond  
BT Levio LW1160, Toyota Material Handling

### Category: AGV/Robots

TractEasy, EasyMile  
Robot Shuttle System C200, Geek+

### Category: Intralogistics Software

Laser Localization Software, Bosch Rexroth  
The ProGlove Cloud, ProGlove

### Category: Start-up of the Year

celluveyor, cellumation  
inventAIRy X, doks. innovation  
ForkOn Fleet Management System Software, ForkOn  
etaLINK 3000 – wireless charging system, Wiferion

*Text: Jarlath Sweeney*



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**Heineken Ireland makes beer for brands including Murphy's, Amstel and Coors Light as well as Heineken. Its site in Cork was founded in 1856, employs 458 people and ships two million kegs per year to pubs, hotels, restaurants, supermarkets and wholesalers across Ireland.**

The brewery's yard operations are intense, loading and unloading on average 20 trucks each day. "Empty kegs arrive every day and have to be unloaded and placed on a conveyor to take them to the production area," explained Matt Hardy, Industry Manager for Hyster Europe.

"At the same time, full kegs are collected and stacked in the storage area ready for despatch. These are challenging loads as they are not always palletised, they vary in size and are often very tall," Matt continued. Space is a key challenge for the Heineken operation. Up to six trucks



must work continually over two shifts between 7am and 7pm, sometimes in tight confines.

The brewer recently took on Hyster to provide six new electric lift trucks. The Hyster Special Truck Engineering Team developed a raised operator compartment for the six new Hyster J3.5XN lift trucks which improves all-round and upwards visibility, allowing sight over tall loads.

"The reliability of the new Hyster lift trucks is also essential for keeping the operation flowing," added Colin McNeely, Sales Director – Ireland, for Briggs Equipment, the exclusive Hyster distribution partner for Ireland. "Maintenance and daily check downtime is minimal, and the batteries are charged at the end of the shift ensuring maximum uptime during busy periods to maximise efficiency."

Briggs Equipment Ireland's branch is located close to the brewery and provides a full service contract which includes a total battery management service, removing the need for drivers to be involved in any battery maintenance.

The lift trucks were also supplied with front and rear Blue Pedestrian Awareness Lights (PAL), red side PAL's, a reverse camera, an auto park brake, a cab heater, UV protection overhead guard glass, a high-backed suspension seat and mini lever controls.

They also feature a specialised Kaup Keg clamp attachment which enables efficient lifting of non-palletised kegs of various sizes and quantities without

## Heineken takes six new electric trucks from Hyster

changing attachments. This is critical to the operation when lifting either 18 x 50L kegs or 24 x 30L kegs at a time.

Two Hyster H2.5FT LPG forklift trucks and one Hyster R1.4 Reach truck are also used within the goods area at the Cork site. To enhance productivity, the Hyster Tracker telematics system is used for fleet reporting.



Heineken Ireland is a wholly owned subsidiary of Heineken International. "For Heineken International, the reliability and efficiency of its distribution chain are of the utmost importance," Matt Hardy explained. He also mentioned that Hyster lift trucks are in use within many of the 70 Heineken sites around the world, including Italy, France, Poland, Slovakia, Russia, and also Ghana, Nigeria and Egypt.

"With a combination of good training, aligned to the Heineken standard, and Hyster trucks customised to the particular needs of the application, we are pleased to see the site in Cork achieving very high levels of operator productivity," concluded Colin.

*Text: Johanna Parsons*



**The OHM Group is the exclusive nationwide distributor of cars and commercial vehicles in Ireland for Jaguar, Land Rover & Range Rover, DAF Trucks and MAN Truck & Bus. The firm was founded in 1972 as DAF Trucks' distributor, before branching out into DAF Cars, and then taking on brands including Lister Diesel, Hyster, SEAT, Alfa Romeo and Chrysler Jeep among others. OHM Group's broad fleet customers include An Post, Musgrave Group, Fyffes, Irish Rail, and ESB. The business is now headquartered at the Baldonnell Business Park on the Naas Road in Dublin.**



As the distributor of two leading truck brands, working from different sites, the OHM Group has grown to become one of the dominant players in the Irish truck market. It reckons its combined market share to be approximately 25%.

OHM Group supplies vehicles across all of Ireland and requires an efficient warehouse process to ensure the country-wide logistics operation can run at its peak efficiency. The firm was experiencing strong growth in its vehicle distribution business and needed to move its warehousing function to a site capable of handling this sustained level of demand.

Therefore, the OHM Group took on Dexion to supply a range of racking and shelving products to ensure the warehouse operation at the site in

Baldonnell, County Dublin could function at optimal capacity.

The company decided to make the most of its space by installing a mezzanine floor structure. This is 6 metres high, 36 metres long and 42 metres wide and supported by Dexion Two-Tier HI280 Shelving & Longspan Racking. It provides 500 shelving bays at ground floor level and first floor level for the storage of small parts, as well as 150 bays of Longspan Racking for larger parts storage. The top floor level has been left clear for the storage of bulkier items.

The HI280 shelving system from Dexion is built from uprights of 1.2mm pre-galvanized steel – above the base, with further shelves on top. This is compatible with Dexion's standard shelving and storage units, so more can be added in future without changing the layout and design. The open construction of the storage units and the mesh floor of the mezzanine do not inhibit lighting and they allow fire sprinkler systems to operate unobstructed.

The system has also passed conductivity tests by DNV GL, the international accredited registrar and classification society. This means it can be used to store Electrical Sensitive Devices which are now significant in the automotive sector.

In order to ease work flow and improve safety clearance, the design of each floor level also incorporated 80m<sup>2</sup> of marshalling area at each end, which is serviced by forklift trucks via swing-loading gates, and up and over pallet gates. All shelving bays are completed with Dexion accessories, including steel dividers, cardboard K bins and storage trays.

The OHM Group now gets significantly better use of available space

## OHM Group maximises storage options with Dexion



at the Baldonnell site, and is able to achieve fast, efficient and accurate order performance across all product lines. The range of Dexion products fit together in the warehouse to meet current requirements as well as allowing space to expand as need arises.

*Text: Johanna Parsons*



## IEA launches 2020 Supply & Export Series of events

Launching the Irish Exporters Association's (IEA) Export & Supply Chain event series for 2020, IEA Chief Executive, Simon McKeever spoke of the need for exporters with bases in Ireland to focus on three main themes. These are;

- Brexit and market diversification,
- Climate change and sustainability and their impact on Irish exporters,
- Trade compliance

**The series of activities will include large scale seminars, a series of roundtable discussion meetings focused on more local issues, six webinars throughout the year and four electronic newsletters. The events will take place at venues throughout the country and will, where appropriate, be run in conjunction with the Association's Regional Councils.**

The topics around which the events and webinars will be based will range from handling Brexit fallout, new market entry, developing a green supply chain and meeting Revenue & Customs and other Border control regulations. Major seminars are planned to specifically focus on the US and the Chinese markets.

Working within the same series of objectives, the role of the Association's IEA Multimodal Freight Group will be expanded and draw on the expertise of its members to deal with Supply

chain issues, both longer term and strategic, as well as more immediate and pressing issues.

The IEA is also running a complete programme of export skills training courses in support of those in manufacturing and freight companies. These include a number of AEO workshops, Incoterms 2020, VAT regulations along with a certificate programme in International Trade. The full schedule of courses and training events is available on the IEA website or by email at [training@irishexporters.ie](mailto:training@irishexporters.ie).

### THE RACE TOWARDS A GREEN SUPPLY CHAIN

Presentations on this subject were made to IEA groups and at the National Manufacturing Conference held on 29/30 January.

The essential point here is that as the Climate Change Emergency becomes an issue of real concern to manufacturers and, particularly to consumers, the pressure is very much on the constituent parts of the supply chain to operate in a way that minimizes the carbon footprint of the product being delivered from an Irish location. As most products being manufactured in Ireland are exported and many of them over considerable distances, there is a strong imperative that the Irish Export community takes the issues on board.

During 2020 the IEA will take this matter as an underlying theme in all of its Supply Chain related events.

### SHORTAGES OF REEFER CONTAINER EQUIPMENT

An issue that was discussed at the last IEA Multimodal group meeting was the severe shortage of reefer container equipment currently available to Irish exporters. This equipment is used

mainly by pharma and food product exporters in shipments to markets outside Europe. The essential problem is that, not only are Irish meat exports to China, in particular, growing very rapidly, following the conclusion of trade agreements for shipping beef and the demand for pork products following infection of the Chinese pig population by African Flu, but the volumes of imports to Ireland requiring the use of such equipment remain very moderate.

Exporters requiring such containers are being advised to discuss these needs at the earliest opportunity with their forwarders or shipping lines and to make firm commitments to ship the containers in accordance with an agreed schedule. It is possible that, at certain times, the required equipment may not be available in Ireland and the exporter may have to modify his delivery schedule.

### ROSSLARE EUROPORT EVENT TO SUPPORT REGIONAL BUSINESS

Rosslare Europort, with the support of the Irish Exporters Association and Wexford County Council, will host a business to business event on 12 February. This follows the recent opening of the New Ross By-Pass and the M11 by-pass of Enniscorthy considerably improving access to the Port from major industrial and population centres. The Port has also completed the installation of the Border Control Facilities that would be required to facilitate the movement of all traffic through the port in a Brexit situation. Also attending the event will be representatives of Normandy Ports and a number of Shipping Lines serving Irish exporters.

To find full details of the event, contact Ben Radford, Commercial Manager at [Rosslareevent@irishrail.ie](mailto:Rosslareevent@irishrail.ie).

# Whatever your business



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