

Packaging, Manufacturing & Critical Parts

Industore: Intralogistics experts, and leaders in the design, supply and installation of automated storage and retrieval systems (AS/RS).

029 2023 9000

mail@industore.co.uk

www.industore.co.uk

What is Automated Storage and Retrieval?

These, simple graphics portray the simple theory of AS/RS. Machines that leverage software, computer technology and engineering to streamline the handling, storage, and retrieval of items in your workspace – whether a warehouse, hospital, factory floor, or just about anywhere else.

Our Products

Hänel Lean-Lift

Vertical Lift System

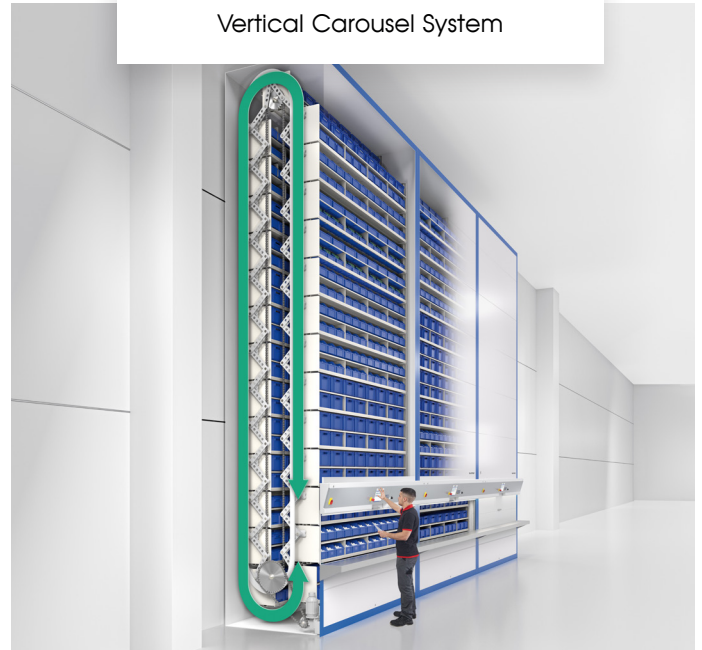


The Hänel Lean-Lift is a secure, vertical storage and retrieval system, housing a series of trays holding your inventory. The trays are stored in optimised positions, according to the inventory height, and frequency of use. Lean-Lifts are built to order, in-line with your facility's layout and capacity. On demand (by operator or automated, computer command), an extractor system runs through the unit, retrieving the requested goods, and delivering the product on a tray, to an ergonomic height for your pickers.

Our Products

Hänel Rotomat

Vertical Carousel System



The Hänel Rotomat is a compact, secure vertical storage carousel, consisting of a continuous series of shelves (or 'carriers'), which store your inventory. On demand, the machine rotates, and the requested carrier level is presented, via the quickest route; to an ergonomic height ("goods to person"). Rotomats are suited to both office and industrial use. As with the Hänel Lean-Lift, a Rotomat's height, width and depth is built to order, in-line with your facility's operational logic and capacity.

Benefits at a glance



100% stock transparency:

Protect your inventory, manage stock with complete accuracy and reduce erroneous picks to zero.



Fast goods to person deliver (G2P):

Items are automatically delivered at an ergonomic height, on-demand, reducing injury and breakages.



High density storage:

Store 100% of your products in 20% of your space, increasing opportunities for additional money-making activities.

Why Industore?

Industore is an independent, UK and Ireland business who can trace its roots back over fifty-years. The name Industore has become synonymous with efficiency, excellence, and true transformation.

For 25-years, Industore has partnered with German-Swiss manufacturers Hänel, and have subsequently become the UK and Ireland's exclusive supplier of their products – which are widely regarded to be the most robust, reliable and technologically advanced intralogistics solutions on the market today.

Our process



Consultation

Quality applications start with detailed consultations. Experienced staff note requirements, inefficiencies, and pitfalls.



Specification

Account managers use their hard-won experience to specify the best possible, tailored solution for you.



Installation

Hand-picked, qualified installers are deployed to your site(s), before expert teams provide comprehensive training.



Aftercare

Ensures continuing compliance with regulations and safety standards. A fleet of engineers means we're never far away.

We are trusted partners

We take security, health and safety and management standards seriously. Time and again, Industore has been independently assessed and recognised by the British Standards Institute for the implementation and on-going commitment to the highest possible standards.

The ISO is one of the most hard-won and well-regarded accolades in the world, Industore's repeated renewal of these accolades act as a reassurance to clients and partners alike:

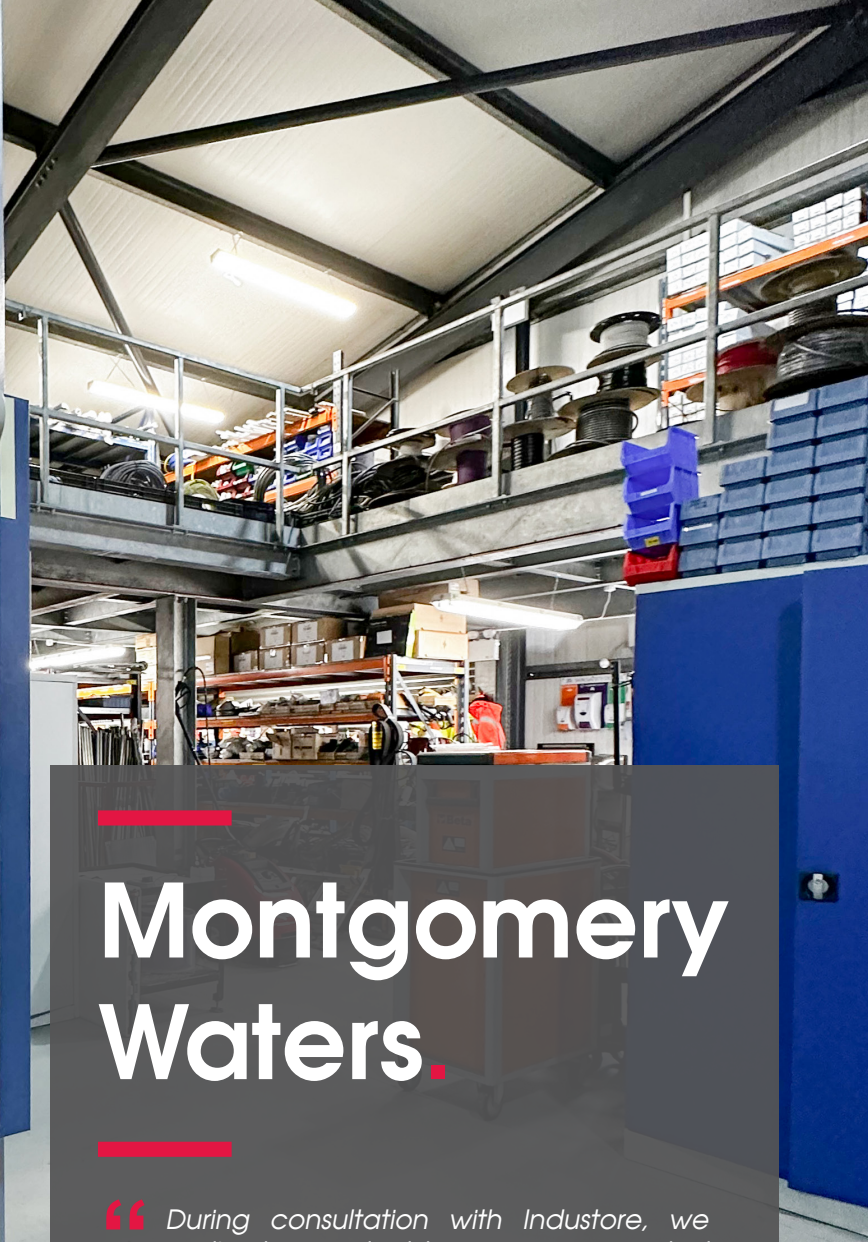
Industore is committed to upholding the very highest of standards.



Attaining certification requires a comprehensive audit of all processes, people and technology. This means that clients - current and future - can be assured that Industore's commitment to the highest possible standards of management and security is enduring."

**Ross Powell, Managing Director
at Industore on security and
management.**

industore
automated storage & retrieval systems
Hänel LEAN-LIFT



Montgomery Waters.

“During consultation with Industore, we realised our valuable space was wasted with static racking, as there were metres of dead space above. We [ultimately] opted for a 5.9 meter high Hänel Lean-Lift, complete with 50 shelves and clever shelf mapping abilities. We’re [now] able to densely store 70% of our critical parts on each shelf in less than 10% of our warehouse footprint.”

Steve Prosser,
Operations Director

Application: One Hänel Lean-Lift

Main benefit: The Hänel Lean-Lift is equipped with various features which improve operations, safeguard staff, add precautionary measures to logistics and day-to-day operations.

WATCH NOW:
Industore interview case study with Montgomery Waters Operations Director, Steve Prosser.



About the company:

Nestled in the natural beauty of Mid-Wales, Montgomery Waters Ltd. sits at the foot of former volcanic hills. Beneath a little rural village in Churchstoke, ancient rock formations have developed a vital passage that host essential minerals, providing Montgomery Waters, with fine tasting natural and spring water.

To ensure total protection of the water, Montgomery Waters has operated on essential areas of land above the source for over 30-years. As product demand increased, modern machinery was introduced to the production line, which resulted in the business expanding significantly, making every inch of the facility’s footprint vital.

In 2016, Montgomery Waters looked to the market for a futureproof storage solution. Ambitious to be one of the UK’s leading water bottles businesses, the company needed a catalogue of critical spare parts for the production line to be stocked on-site, as production down-time would be a costly expense.



Project description:

In the first instance, Montgomery Waters opted for a mezzanine and traditional racking systems to utilise the height of the facility, but soon found inefficiencies while storing and locating variable SKUs (stock keeping units) in static stations.

As a supplier to corporate giants, Montgomery Waters sought advice from likeminded businesses, and was ultimately referred to Industore for their vertical storage solutions. Steve Prosser, Operations Director at Montgomery Waters explains:

“ During initial consultation with Industore’s Sales Manager, Steve Anderson-Tyso, we realised our valuable space was wasted with static racking, as there were metres of dead space above our racking. Following a comprehensive audit from Steve, who took time to learn about the business requirements, we opted for the recommended 5.9 meter high Hänel Lean-Lift in a facility which measured just over this, to ensure ease of access if needed in the future. Complete with 50 shelves and clever shelf mapping abilities, we are able to densely store 70% of our critical parts on each shelf in less than 10% of our warehouse footprint.

Since installing the Lean-Lift over 7-years ago, it’s ultimately provided us with peace of mind. Full inventory transparency allows us to locate SKUs

swiftly, and accurately quantify parts in stock. Stored in a clean-environment and with parts delivered at an ergonomic height, our company has seen a significant decline in part damages and losses. Our critical SKUs range in value from 30p to £10,000 in the automated storage system, ensuring any issues are resolved promptly, allowing our production line to run seamlessly. Our production line is operating 24-hours a day, 6 days a week, and therefore the Lean-Lift is an integral part of safeguarding operations.”

The Hänel Lean-Lift is equipped with various features which improve operations, safeguard staff, add precautionary measures to logistics and day-to-day operations. As a safety precaution, our Hänel Lean-Lifts are equipped with specialised light barriers, which will instantly halt the machine when sensors are triggered. Once instructed on the sophisticated MP 12 N controller, the machine will resume item retrieval when safe to-do so. When Montgomery Waters replenish the Lean-Lift with critical parts, integrated software ensures the shelf is returned to an optimal location, thanks to dynamic storage and precision height detector sensors. The optimisation run module ensures shelves which contain parts frequently requested are stored closer to the Lean-Lifts access point, prompting faster retrieval. To maximise security, a lockable sliding door was installed at the front of the Lean-Lift.



Aftercare:

Montgomery Waters Lean-Lift is storing high value components, integral to the production line, and as such, this forward-thinking client opted for an Industore Aftercare plan. By taking out a Service Contract, the Lean-Lift is serviced annually by a Hänel certified, qualified engineer. In the unlikely event of a breakdown, in-house telephone support is available, and Montgomery Waters will receive priority call outs should the issue persist.



Image Captions: Montgomery Production Line

Steve Prosser continues:

“ Maximum up-time of the vertical lift is vital, and having the Service Contract presents us with confidence to store our most valued components in one central location. In the 7-years we’ve had the Lean-Lift Installed, we’ve not encountered any issues that couldn’t be very quickly overcome, and these were always down to be simple, human error. It’s a brilliant machine, and the service we’ve had from Industore has been exemplary. We’re currently in conversations with our Sales Manager, Steve, about a second lift – and I wouldn’t hesitate to recommend Industore to others.”





Nelipak Healthcare Packing

Background:

Located in beautiful County Clara, medical packaging experts Nelipak is widely regarded as the market leader when it comes to the design, development, and manufacturing of custom packaging for medical device and pharma industries. Nelipak's customer list includes some of the largest and most reputable medical/pharma companies in the world.

Due to the nature of the business, Nelipak operate a very strict clean and climate-controlled environment in their manufacturing facilities. Employees and visitors alike are required to adhere to GMP (good manufacturing practice) wearing appropriate PPE (Personal and Protective Equipment, such as gloves, gowns and shoe covers etc.) before they're permitted entrance to the manufacturing areas of the facility. As the business sought to expand their product range and increase output, Nelipak explored a number of options, before turning to Industore – the space and storage experts. Industore had previously successfully implemented two Lean-Lifts at Nelipak Campsie Industrial Estate Derry, Northern Ireland.

“The addition of the external Lean-Lift has made an enormous difference to our operations – not only has it provided us with the extra space we desperately needed, but it has also allowed us to improve our security, inventory control and has sped up our processes along the way. Industore has achieved what no one else could and has helped futureproof our business for years to come.”

**Michael Smyth, Technical Manager,
Nelipak Healthcare Packaging**

Key Points:

Area: County Clara, Ireland

Application: 1 x Lean-Lift

Main benefit: : Self-contained cladded building extension to house the Lean-Lift, card scanner for additional security, galvanized coated trays.

Main goal: Increase storage capacity without relocating.



Trevor Elliot, Industore’s Account Manager for Nelipak Healthcare and Ireland Sales Director:

“ The existing site had been exhausted of any spare horizontal storage space, and unfortunately, the site didn’t have an enormous vertical head space to work with either. The truth is, the Nelipak team had already made the most of their existing space, in almost every conceivable way, and yet they still needed more room to work and expand into. One option was to make use of footprint located outside the main building – a 15m² piece of land adjacent to one of the small corridors.”

Project Description:

Industore worked closely with the Nelipak team, an architect and structural engineer, to design and build a clad extension to house a 9m tall Lean-Lift. The job required a careful “knock-through” to an existing corridor wall at the County Offaly Clara site, in order to access the Lean-Lift waist-height delivery window,

and ensure that the full walkway space was preserved, as not to interfere with the passage from one side of the facility to the other.

Due to the value of the dyes that were being stored in the new Lean-Lift, Nelipak were keen to ensure an enhanced layer of security to control and monitor access/stock. To achieve this, Industore added the access code management facility to the MPN12 controller. Staff are now allocated a security pass, which gives certain members of staff access, or limited access to various shelves in the Lean-Lift. The passes ensure that only staff with the relevant permissions (as defined by Nelipak administrators) can gain access to the controlled parts, and moreover, the software can provide a thorough audit log at the press of a button (given adequate clearance) of, “who took what, when”. Galvanised trays inside the Lean-Lift ensure that a sterile work surface - meeting the clean environment needs of the products and safeguarding sensitive goods within.



Post Installation:

Despite the complex nature of this project, from site-audit through to planning, construction and Lean-Lift installation, the project took just 4 weeks to complete. Fifty-five galvanized storage trays, holding over 1,000 dyes, are now accessible through the Lean-Lifts ergonomically designed access window, in a waterproof, clad unit attached to the side of the original building. Regular optimisation runs ensure that frequently used trays to move closer to the access point (for the fastest possible retrieval and storing of items), while the rationalization runs of the built-in software ensures that the space within the Lean-Lift is always being optimized. Moreover, the integration of barcode scanners and Pick-o-Light technology has improved pick speeds and accuracy, improving efficiency and the bottom line.



“ Our day-to-day operations were at peak performance, but we recognised the need to expand on our inventory, which meant we had to grow our facility in order to meet our new goals. The prospect of restructuring was an uncomfortable one, given the expensive and disruptive nature of it, so we knew that we had to explore every other avenue before opting for that - and Industore provided us with that avenue. The addition of the external Lean-Lift has made an enormous difference to our operations – not only has it provided us with the extra space we desperately needed, but it has also allowed us to improve our security, inventory control and has sped up our processes along the way. Industore has achieved what no one else could and has helped futureproof our business for years to come.”

**Michael Smyth, Technical Manager,
Nelipak Healthcare Packaging.**

Results:

Since the delivery of the application nearly a year ago, the Hänel Lean-Lift has operated without skipping a beat. Using just 15m² square of land adjacent to the existing building, Nelipak has now increased their storage capacity by an enormous 80%.



Watch our
video case study

Knauf Gips KG

Efficient production of building materials with label storage in vertical lift system.

Knauf is a family business headquartered in Iphofen, Germany, and is one of the leading producers of building materials and construction systems in Europe.

It uses a Hänel Lean-Lift to store 895,000 labels for around 1,000 chemical products manufactured for the construction industry, taking up a footprint of merely 10m². With height-optimized container storage, the entire space from floor to ceiling is used, thus freeing up costly floor space. The area gained as a result of the Hänel Lean-Lift's compact design means a substantial reduction in the fixed costs of label storage. The plant manager for building products, Matthias Leopoldsberger, says:

"As the number of multi-lingual product labels increased, manual storage and retrieval from the shelves became progressively more complicated and time-consuming. To meet growing demands, we urgently needed a more efficient storage system, because if items were placed on the wrong shelf, a lot of time was lost searching for the right labels."

With the installation of a separate Hänel Rotomat carousel, the inventory management of the code labels for paint products was optimised at the same time.



Hänel Lean-Lift optimises label storage

The Hänel Lean-Lift was installed next to a bucket labelling machine, as about 40 percent of the labels it holds are intended for buckets containing chemicals for the building industry. Whenever just-in-time production requires changes, the system can respond flexibly. Thanks to the transparent processes and reliable "goods-to-user" order picking, it is possible to guarantee high product quality with the necessary quality control based on batch traceability. Moreover, inside the Hänel Lean-Lift all the labels are protected from light, dust and dirt. In this way Hänel's vertical lift system acts as a versatile link in the chain of production rather than just a buffer storage unit.



Optimum integration, maximum flexibility

To keep the travel distances in the system as short as possible, the labels for the building materials are grouped together on specific containers according to frequency of access. Labels subject to frequent pick and put operations are stored close to the access point. Clear, coordinated allocation of storage positions means that labels are quickly found and valuable time is saved in the order picking process. *"The Hänel Lean-Lift gives us a clear overview, and has finally put an end to laborious searching for the right labels. And all inventory discrepancies have been completely eliminated,"* adds a satisfied Matthias Leopoldsberger. Maximum flexibility and inventory control are guaranteed by Hänel's integrated storage management system. By integrating the Hänel vertical storage lift in the production process, Knauf has achieved higher retrieval speeds and a significant increase in productivity. The Lean-Lift is consequently the optimal link between storage and production.

Safety, ergonomics, service

To retrieve the required product, the operator enters a direct request on the Hänel microprocessor controller. The article is then transported automatically to the access point for retrieval at an ergonomic height. This prevents strain injuries and work accidents. The Lean-Lift and the Rotomat from Hänel provide greater protection and safety, both for the operators and also for the labels in storage. To ensure continuous availability over three shifts a day, the preventive servicing carried out by Hänel is particularly important.

Edrington

“ We have worked with Industore on several occasions in the past and now have five Hänel Lean-Lifts in operation. In terms of the capacity they provide within such a small footprint, the Hänel systems are invaluable to our business. These storage systems are absolutely reliable, and Industore always responded to our specific requirements during installation.”

Paul Chatham, Edrington.

Key Points:

Storage systems:

5 Hänel Lean-Lifts

Items stored:

3 Lean-Lifts: Tools and machine spare parts

2 Lean-Lifts: Cartons of premium Whiskies

industore.
Hänel LEAN-LIFT

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Hänel LEAN-LIFT



The origins of the company reach back to the mid-nineteenth century when William Robertson founded the Robertson & Baxter company in Glasgow. Highland Distillers, established in 1887, was acquired by Edrington in 1999. Today the company's well-known brands include 'The Famous Grouse', 'The Macallan' and 'Highland Park,' which are available in international markets.

With an annual production capacity of more than 17 million litres, Edrington also owns 50 percent of the North British Distillery, which also has a production capacity of 60 million litres of alcohol annually.

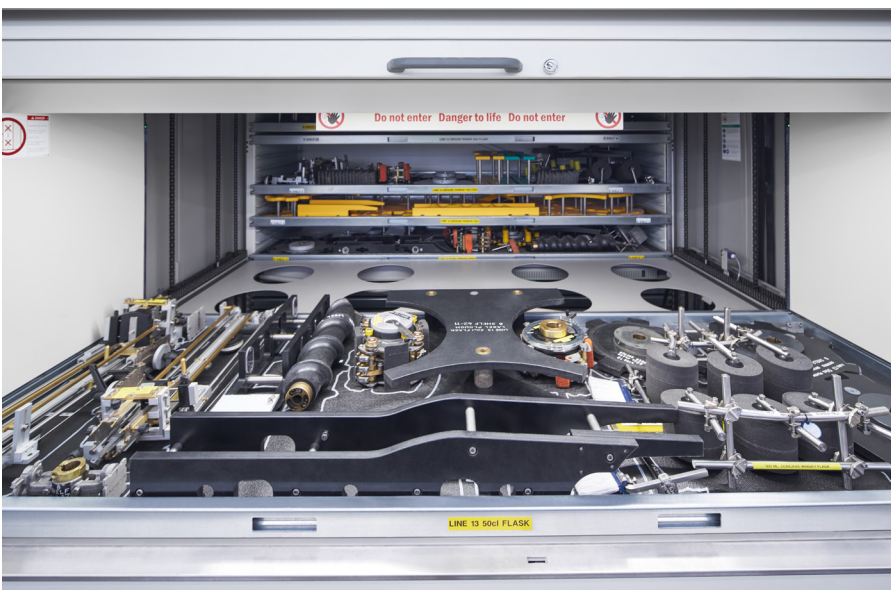
The range of premium whiskies produced requires special storage to protect the bottles from dust and dirt, and to ensure complete product traceability. At the company site in Glasgow, five Hänel Lean-Lifts are in operation – two of them are equipped with access protection and are located in a separate and secure area of the building complex. The lifts are protected by automatic sliding doors and an access control function integrated in the MP 12 N controller. An authorized code is required to access the systems.

Fire protection is ensured through the installation of two smoke detectors and an inert gas system inside the storage systems. If smoke is detected by the first device, an alarm signal alerts employees of possible impending danger. If the second smoke detector is triggered, inert argon gas is released from several large gas cylinders located outside the storage systems. The argon gas enters the systems and displaces the oxygen inside, thus extinguishing the fire.

The other lift systems are used to store spare parts and tools directly in the production area so that the limited floor space inside the building complex can be fully and efficiently utilized.



WATCH: Edrington's video case study



De Soutter Medical

Founded in 1990, De Soutter Medical is a leading manufacturer of powered surgical instruments. For more than three decades, this trendsetting business has specialised in the development, production, and worldwide distribution of surgical devices for procedures around the world. The Buckinghamshire headquartered company now manufactures and exports over 800 products to an eclectic mix of industry leading organisations, from the NHS to UK-wide private hospitals as well as other healthcare providers internationally.

“ Automated Storage and Retrieval Systems have played a key role in facilitating the expansion and on-going success of De Soutter Medical, but the reason I am an Industore advocate, is because their machines are incredibly reliable and their service, second-to-none. I couldn't recommend them more.

Andrew Butchard, Manufacturing Director at De Soutter Medical.

Key Points

Area: Buckinghamshire

Application: 10 Hänel Lean-Lifts

Main benefit: Hänel Lean-Lifts alongside Industore's expertise and knowledge, has empowered De Soutter Medical to repurpose 80% of their warehouse floor space into new, income-generating areas; by compactly storing inventory vertically, on a very small footprint.

Before the introduction of Industore's Lean-Lifts, De Soutter Medical relied on traditional racking systems to store their products. As well as requiring an enormous footprint inside the medical manufacturer's facility (which left next to no room for any other activities), the racking forced De Soutter Medical to rely on extremely high levels of manual handling processes – which were slow and error-prone. As demand for products increased and the company continued to expand, De Soutter Medical recognised the need to optimise their storage and modernise their warehouse operations. Following an internal review, the organisation launched a comprehensive market research exercise, as Andrew Butchard, Manufacturing Director explains:

“ De Soutter Medical continues to maintain strong growth. The key to realising this growth is having a very efficient, very accurate warehouse operation, which is connected, futureproof and flexible to changing business needs. As the need to expand and improve business operations became more apparent, we began to search the market for automated storage and retrieval systems, with a view to improving warehouse performance and futureproofing the company. After a thorough market research exercise, Hänel Lean-Lifts were identified as being the best in their class, and Industore, the clear leaders in intralogistics.

Today, Industore's Lean-Lifts ensure our pickers select inventory quickly and correctly – every time. As well as speeding up the picking process and reducing our erroneous picks to zero, Industore's Lean-Lifts, expertise and knowledge has empowered De Soutter Medical to repurpose 80% of our warehouse floor space into new, income-generating areas; by compactly storing our inventory vertically, on a very small footprint. As a direct result of the accuracy provided by the Lean-Lifts, De Soutter Medical no longer perform annual stock audits – because in all the years we have had the lifts in service, the stock checks have never been inconsistent. This has saved time, money and disruption enormously.”

Industore's Lean-Lifts now store more than three-quarters of De Soutter Medical's products for daily dispatch. The fast-moving consumer goods stored (FMCG) makes them perfect for the Lean-Lift – which ensures the goods are stored neatly and very densely, further saving space. The high-value items are stored entirely securely, and can only be accessed by those with appropriate access, as defined by system administrators, independently of Industore staff or engineers – empowering the organisation to take full control of their own operations, at a moment's notice. The additional space generated by the Lean-Lifts has empowered the organisation to increase stock levels in the event of national or international crisis, to ensure disruption is avoided. Which has become increasingly beneficial in recent years.





A bank of four Hänel Lean-Lifts at De Soutter Medical.

Computer control guarantees stock is never hard-to-find or lost, as the in-built technology brings the right goods to man (G2M) every time, and maintains a constant track of who took what, when, providing maximum security and transparency of the high-value goods inside the lifts. To ensure 100% stock accuracy at the time of picking, De Soutter Medical benefit from Industore's pick-to-light technology, which immediately indicates to the picker exactly where products are located at the time of picking, or at the time of storing. Given so many of the items at De Soutter Medical are similar in packaging styles, this is an invaluable tool – speeding up the picking speed and accuracy.

Industore Managing Director (and De Soutter Medical Project Manager) Ross Powell discusses the evolution of the project:

“ It’s hard to imagine that just 10-years ago, De Soutter Medical operated using only racking. Since then, demand and stock levels have increased significantly, and Industore has responded by introducing more and more Lean-Lifts as and when the business needed them.

Today, De Soutter Medical has 10, 7.4m high Lean-Lifts storing their products. To put that into context, if they were still using their original racking, they would now need the equivalent of an Olympic sized swimming pool to store their inventory.

We’re very grateful to be working with another UK business, whose merit can be linked to their expertise, knowledge, innovation, and dedication to customer

service – which are the four pillars Industore prides ourselves on. We’re very proud of what has been achieved at De Soutter Medical to date and are thoroughly looking forward to the next stage of works, as De Soutter Medical continues to expand into the future – with the introduction of another six-Lean-Lifts.”

Aftercare:

Industore offers a comprehensive aftercare service to all clients, and forward-thinking De Soutter Medical were quick to realise the benefits and peace of mind that comes with taking out a service contract. Annually, De Soutter Medical's aftercare plan sees a competent Industore engineer – who is Hänel trained – perform a thorough service on all machines on-site. In turn, this ensures the organisation is compliant with POWER safety regulations, in line with the safety requirements outlined in EN15095, the European safety standard for automated storage systems. The additional benefits of Industore's service contracts include complimentary staff training, free firmware updates, (and in the unlikely event of a breakdown) priority engineer response time and express spare parts delivery.

Andrew Butchard, concludes:

“ Automated Storage and Retrievals Systems have played a key role in facilitating the expansion and on-going success of De Soutter Medical, but the reason I am an Industore advocate, is because their machines are incredibly reliable and their service, second-to-none. I couldn’t recommend them more.”



WATCH: De-Soutter Medical's video case study



Metal Work UK

“The benefits of our Rotomat are just endless, and far beyond what we set out to achieve. We’re incredibly grateful to be working with Industore, whose expertise, knowledge, and dedication to their clients mirrors our own – I am an Industore advocate.”

Jason Felce,
Operations Manager at Metal Work UK

Key Points

Application: One Hänel Rotomat

Main benefit: For Metal Work UK, HänelSoft has offered a huge boost in productivity and savings. The easy-to-use process sits on top of a complex set of rules and setup. For pickers (and replenishment activities), the MP14 controller provides comprehensive, integrated storage management for article numbers, storage locations, stock quantities, minimum inventory levels and other supplementary data fields.

Background:

For 40-years, Metal Work UK Ltd has been the exclusive, ‘complete range distributor’ of Italian, parent company “Metal Work Pneumatic”. The head of UK/Ireland operations in Milton Keynes holds an enormous stock of their market leading products, and with the help of their Hänel Rotomat, the organisation now achieves 90% next-day delivery on orders. Components vary from simple valves less than an inch square to complex, high-value products weighing 25kg and measuring over three meters long. Metal Work UK has an enormous, diverse client-base – their customers range from medical to printing companies, and one-off orders to decade-long partnerships.

Project Description:

As the company were exercising expansion plans, the Covid pandemic gripped the country – and the world. As a result, the organisation sought alternative methods to achieve their aims.



Jason Felce, Operations Manager:

"During the pandemic, the Rotomat was absolutely critical to our success. The carousel allowed us to continue trading while ensuring social distancing measures were adhered to – as the machine only required one operator, compared to what in the past would have required many, many staff. Perhaps more than that, at the time ('20/'21), we were due to act on our expansion plans, which originally included a premises move. This clearly wasn't possible during the crisis, but the Rotomat empowered us to repurpose large areas of space, allowing us to continue with the expansion, despite the restrictions the country faced. In fact, to date, just one Rotomat has allowed us to stay where we are, while ensuring we're able to meet – and to some extent surpass our plans – which has saved us time, money, and disruption. As restrictions eased and we entered the post-Covid world, we've repurposed several picking staff across the organisation into more appropriate, valuable roles, particularly in client support. We've found that pickers have an enormous amount of product knowledge, which fits customer service roles perfectly."

Today, Metal Work UK operates one Rotomat, 7m high, which stores over 5,000 products across 50 ranges. The extremely dense, vertical storage carousel consists of a continuous series of shelves (or 'carriers'), which stores Metal Work's fast-moving, high-value inventory. On demand, the Rotomat rotates, retrieving the appropriate carrier via the quickest route; and presents the appropriate goods to the picker or stockist (G2M/'goods to person') at an ergonomic height.

Thanks to a tenacious appetite and strong ambition, Metal Work UK managed – in spite of several turbulent years – to carry through their expansion plans. This was achieved by working with industry leaders and intralogistics experts, Industore Limited who perfectly specified the ideal product – the Hänel Rotomat – to meet the needs (and future needs) of the organisation. Both the height, width and depth of Metal Work UK's Rotomat was built to order, in-line with their facility's operational logic and capacity.

Metal Work UK opted to specify their Hänel Rotomat in their brand colours. Industore lifts, whether Rotomat or Lean Lifts are available in a wide range of colours as standard, but the possibilities and variations of design are unlimited.

Industore Project Manager, Henoc Bananga explains:

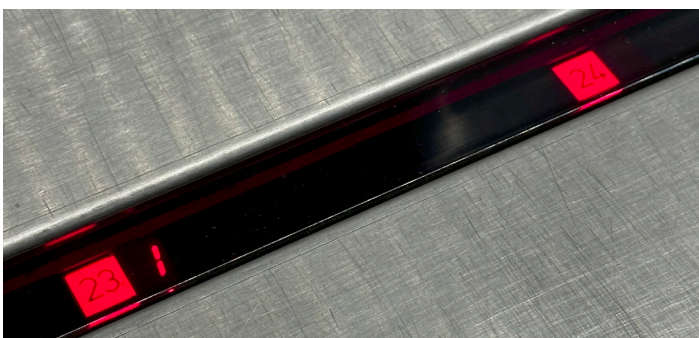
"At Industore, our products and services are tailored to our client and their needs. No two solutions are the same, and we are committed to ensuring the best possible solution for our partner. Metal Work UK identified the need for expanded storage capacity, and efficiency savings during a challenging time for business. The Industore solution has managed to use the full facility height to truly maximise their storage capacity, and of course, bring along all the added benefits automated storage and retrieval (AS/RS) has to offer – such as the innovative warehouse management system (WMS)."

Industore's broad integration abilities allow us to work with just about any existing software application, but we also offer our own, highly configurable, scalable integrated management system (IMS). For Metal Work UK, HänelSoft has offered a huge boost in productivity and savings. The easy-to-use process sits on top of a complex set of rules and setup. For pickers (and replenishment activities), the MP14 controller provides comprehensive, integrated storage management for article numbers, storage locations, stock quantities, minimum inventory levels and other supplementary data fields. Operators need only indicate (at the touch of a button) that they're ready for the next order, and the machine jumps into operation – bringing the appropriate shelf to the perfect ergonomic height. To further ensure correct picking/replenishment, the pick-to-light technology indicates both the location of the required item(s), and the number of items needed. From here, the picker uses the hand-held scanner to

confirm the correct order has been picked, (further fail-proofing the process), and the system automatically updates the stock count. This ensures inventory is perpetually monitored, and crucially, never over or under ordered. Automatically, as the member of staff completes the order, the next order automatically sets off, and the next shelf is rendered.

The Rotomat, and transformation holistically, has allowed Metal Work UK to greatly improve their efficiency and speed of throughput. In the, "I want it now" world we have become accustomed to, this is absolutely critical to success. Ultimately, as well as helping the company secure their place as the 'go to' suppliers of pneumatic components, this investment in AS/RS and software has improved the bottom line of the company, by improving their picking accuracy (and in-turn, client relation) and the volume of orders which can be achieved daily.

Metal Work UK still have a great deal of racking within their facility, but the products stored here are much slower moving than their counterparts in the AS/RS. All products within the facility are managed in the WMS (Warehouse Management System), to ensure that there's always 100% stock transparency. Moreover, the new space realised by rationalising the lion share of their stock into the Rotomat means that new services have been made available to Metal Work UK's clients. Today, for example, clients can rent space within the warehouse, to stock bulk orders of Metal Work products. This new service has proved very popular with clients.



Jason continues:

"It's hard to imagine that just three-years ago, we were operating using only racking. Since then, the company has managed to expand enormously, increasing stock levels, bringing greater levels of employment to the company, and safeguarding our future. The Rotomat has helped us in so many ways it's difficult to even think of them all. Even things as simple (but important) as stock rotation: On racks, stock was constantly being replenished and picked from the very front – because it was harder to reach to the back of the racking. It would cause back strain (especially if the items were heavy) or it would increase the likelihood of drops, losses or breakages. That's just not the case anymore. Now, whether stock is picked or replenished, it's done so with great ease, safe in the knowledge that we're using the older products first – which gives us the confidence that we're always supplying the best quality items. The benefits of our Rotomat are just endless, and far beyond what we set out to achieve. We're incredibly grateful to be working with Industore, whose expertise, knowledge, and dedication to their clients mirrors our own – I am an Industore advocate."

Results:

Finally, Metal Work UK recognised the benefits brought forward by an Industore service contract. This service contract ensures Metal Work UK's machine continues to run at peak performance, and leaves the organisation safe in the knowledge that in the very unlikely event of a breakdown, they'll receive a prompt and thorough response from Industore. Perhaps most importantly, it ensures that Metal Work UK is fulfilling their legal requirements under EN 15095 – the European safety standard for storage carousels, lifts and mobile shelving.

Metal Work UK is currently in talks with their Project Manger on specifying another Rotomat, to increase further their efficiency and performance capabilities.





Hänel **LEAN-LIFT**

Topas GmbH

“The efficient linkage of two production floors based on an automated small parts storage solution is a key benefit for Topas, in addition to the flexible software interface, performance and reliability of the Hänel intralogistics solution.”

Dr. Andreas Rudolph,
Topas General Manager.

Topas measurement technology for virus and aerosol research – high demand for expertise.

Six Hänel Lean-Lift systems with nine access points on two floors enable flexible production. For some 30-years Topas has been developing and manufacturing measurement technology devices and systems for use worldwide. The company is known for innovation and quality when it comes to particle and aerosol technology. The main focus is on the development and production of solutions for creating, measuring and diluting aerosols.

Watch now:
Topas GmbH
case study video.





The product portfolio also includes complex equipment for testing filters, filter material and separators. This expertise is currently in high demand due to the global coronavirus pandemic – incoming orders have skyrocketed. With its innovative expertise and original hardware solutions, Topas is contributing to research about how viruses spread (position paper from the German Association for Aerosol Research) in addition to making equipment and systems for testing masks and respirator filters, along with solutions for testing parameters of relevance to filter media.

When planning a new production building, managers included centralized Hänel small parts storage right from the start. Six Hänel Lean-Lift systems are installed vertically through two production floors. Nine access points give employees access to the complete inventory of production components. The high-speed door enables parallel item picking at all access points. Authorised employees use their own personal RFID transmitters to authenticate their identity at the Hänel system control unit. The user management functions in HänelSoft-N determine who gains access to specified areas of the parts inventory. Warehouse processes are

allocated to specific users by name. Precise monitoring and logging of each process step ensure high levels of inventory security.

Seamless integration of customer's ERP system with HänelSoft-N

Topas developed its own ERP software for use throughout the enterprise. This ERP system and HänelSoft-N are seamlessly integrated through a software interface. Data about inventory levels and stock movements in the Hänel Lean-Lift systems are synchronised with the ERP system. This software interface is important for optimising production processes. For example, when parts in stock reach minimum levels, replenishments are automatically ordered. Information of relevance to the flow of material is available throughout the company.

Employees can retrieve production parts and components from the Hänel lift systems at any time. It goes without saying that several items can be picked as batch orders for specified steps in the manufacturing process.

Efficient picking with precise identification of storage positions

An employee only needs to set up a batch order in the ERP system. This batch order is transmitted to HänelSoft-N and is available to users at every Hänel control unit. The Hänel Lean-Lift then brings the first item on the order to the access point at the touch of a button. The Hänel compartment and sub-level

indicators show employees where items are stored on the multifunction container. The controller also displays an image of the container along with the number of items to be picked. Item retrieval is confirmed directly on the controller. HänelSoft-N then displays the next item on the pick list.





Flexible and neat small parts organisation with the Hänel multifunction container

Hänel multifunction containers are optimal for the well-organized storage of diverse small items. What's more, Hänel and Topas also cooperated to develop a special solution for storing cable reels in the Hänel Lean-Lift. The Hänel Lean-Lift systems are centrally located in the

open manufacturing area, and they have a special finish based on Topas corporate identity. The colours are a visual highlight in the modern production facility and bolster the Topas brand.



Anheuser Busch InBev

Temperature-controlled storage of beer samples in the Hänel Rotomat

Anheuser-Busch InBev, is the world's largest brewery group, producing some 446 million hectoliters of beer in 24 countries. The company employs about 150,000 people worldwide.

Beck's, Stella Artois, Corona and Budweiser are among the company's more than 200 beer brands. Spaten-Franziskaner-Bräu represents one of the company's more traditional brands. In the quality management laboratory, a temperature-controlled Hänel Rotomat system is used to store samples from freshly brewed batches of various beers. These samples are kept in the laboratory where they are monitored with microscopic tests for a specified time.

Constant temperature

The microbiological fermenting process that enriches the beer is carefully maintained through an efficient electronic heating unit that keeps the temperature at a constant 28 degrees Celsius in the Rotomat. The Hänel Rotomat saves space while also supporting ergonomic processes and flexibility when monitoring the beer samples.

Energy-efficient loading

Keeping loads strategically balanced within the vertical lift system saves remarkable amounts of energy. Hänel EcoLoad constantly monitors the load status. The microprocessor controller suggests how the beer samples can be optimally distributed across the various carriers. The result: Very little energy is required for the rotational movement in the storage system.



The Right Solution for you

Whether you're looking for a one-off unit to better manage your inventory and free up space for other activities, or you're looking for a full 3PL setup, Industore has the answer. Industore solutions always result in significantly better space utilisation, improved operational efficiencies, healthier bottom lines, and much higher levels of customer satisfaction; as delivery speed improves, and erroneous picks are reduced to zero.

Single Application



Bespoke units by Industore Limited (with or without software integration) reduce storage space and increase storage capacity - by ensuring your stock is stored as densely as possible, vertically. As well as lowering energy consumption, logistics costs and errors, Industore's Hanel Lean-Lifts improve speed, efficiency, bottom lines, and stock transparency.

Multi Application



Full, turnkey solutions are routinely designed and installed by Industore for more complex or larger-scale intralogistics needs. From distribution warehouses to sophisticated, 3PL centres, our turnkey solutions produce transformational change, frequently including elements such as AS/RS, software integration, conveyors, man-up trucks and more.

Futureproof, flexible, and innovative

Industore solutions are futureproof at the point of sale. They are unique, and unlimited variations allow endless possibilities. Our vertical lift and carousel systems can be used as stand-alone units, or be set up to work simultaneously, perhaps even across several floors with multiple access points - but always on a small footprint. This has been developed through continued innovation, which is a core function of our organisation. A number of our expert staff are involved in the expansion of our Excellence in Innovation Programme (EIP), who regularly meet in our dedicated Research and Development Centre in Cardiff. The Programme's soul responsibility is to develop new technology and new methods of working with a view to improving the products and services provided by Industore. Our solutions are flexible throughout their life-cycle, which means they make light work of expansion and change of use, ensuring your products can grow and change in-line with operational or business transformations.



If you're looking to optimise your storage capacity - or improve your operational efficiency, visiting one of our Demo Centres in Cardiff or Dublin is probably a good place to start.

At one of our Demo Centres, you can witness first-hand the capabilities, features and benefits of our machines. A one-to-one demonstration with one of our expert staff will allow you to get a comprehensive understanding of what we do, and how we do it.



industore.
Hanel LEAN-LIFT
Lösungen

1 Tollgate Close, Cardiff, CF11 8UE



Contact us

We specialise in the design, supply and installation of automated storage and retrieval systems for businesses throughout the UK and Ireland. Contact us to arrange a complimentary site audit from your dedicated account manager.



029 2023 9000



mail@industore.co.uk



www.industore.co.uk



1 Tollgate Close, Cardiff, CF11 8UE

