

## Supervision programme from Alimak

Leading crane access lift supplier Alimak AB has introduced a new "supervision programme," aimed at ensuring that its customers receive the best levels of service and support.

The new programme, says Alimak, has resulted in several significant orders and is contributing to its further concentration on the Asian market, both in terms of product and service development.

Alimak adds that its Alimak SE-L series introduced last year (see *WorldCargo News* May 2003, p2 and July 2003, p20) has proven to be a winner. Touted as a lower cost but still high quality design, the SE-L series, says the company, has shown very promising sales figures during 2003 compared with lower priced products from competitors.

The Swedish company adds that seven out of the 10 highest building projects worldwide have chosen Alimak as their provider of access lifts. This includes the Taipei 101 project which, at 508m tall, is the highest in the world.

## Aerotrim launches Tranzcube



The Tranzcube pallet cover eliminates the need for under-load insulation mats

UK-based Aerotrim Ltd has launched Tranzcube, a high integrity insulated pallet cover integrated with a new, thermally efficient pallet base from Iretex Innovations of Eire.

The new system, designed for the transport and storage of frozen, chilled, hot or ambient products whether in temperate desert, tropical or arctic conditions, offers the flexibility of lightweight and rugged pallet handling with a totally enclosed insulated covering, which eliminates the need for a separate under-load insulation mat.

According to Aerotrim, rigorous tests by Cambridge Refrigeration Technology (CRT) showed Tranzcube's insulation to have the best thermal properties in its class, with a U-value of 1.19W/m<sup>2</sup>K. It is available in footprint sizes of 1200mm x 1000mm, 1200mm x 800mm and 800mm x 600mm, with height to customer specification.

The new Iretex pallet base features a thermally efficient structure encapsulated in a proprietary polymer laminate, which naturally inhibits organism growth or infestation, while the smooth finish eliminates grease and dirt traps. Tests have shown that as the pallets do not absorb water, typical savings in cooling energy of 30 per cent are available in refrigerated transport and storage operations.

Already on trial with international health organisations, pharmaceutical companies, food manufacturers and military organisations, the fully patent-protected Tranzcube system can be used for large or small loads where refrigerated storage is not available or necessary. In particular, high value loads of pharmaceuticals can be shipped without compromising temperature integrity, Aerotrim says.

## LXE shows its steel

LXE UK has completed a case study which, it argues, shows how effective its wireless installation has been for busy steel handler and distributor W E Dowds (Shipping) Ltd at ABP Newport in Wales. Dowds handles mainly steel coils, both imports and exports, and annual throughput is around 0.6 mill tonnes per annum.

Before the wireless solution was implemented, Dowds used radio messaging between adjacent warehouses and sent faxes to remote ones. This method was simple, but there was no way of following through on load requests and checking radio information and faxes took up time.

All employees now carry LXE MX3CE

mobile terminals, which support a Windows CE-based program. They know in real-time which coils are wanted, their location and the haulier picking up the load. Screen markers change from red, to yellow and green as coils are located, moved to the loading bay, scanned and then loaded to the haulier's truck.

Dowds engaged software consultants MSG Business Systems to design an enhanced port management system, which runs over the Internet, in the despatch office and on the mobile terminals, and has improved data communications both in-house and with customers.

For example, a customer requesting a

delivery via the Internet is shown all of the coils in stock available for selection. Once the selection is made, he receives an e-mail confirmation and an internal e-mail is routed to Dowds' stock control department and despatch office, so that transport can be arranged. The coils selected are then displayed on the mobile terminals as a warehouse instruction.

Dowds has measured the success of the wireless installation in several areas, but focused on one issue that customers identified as the key performance indicator - the time it takes to load a vehicle. Waiting times have been cut dramatically, says LXE, even though the number of trucks handled has gone up sharply.

*LXE has helped improve operations at W E Dowds' Newport, Wales, facilities*

