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SEMA'S DISTRIBUTOR COMPANY QUALITY ASSURANCE SCHEME SAVES YOU RISK AND TIME!



SEMA (Storage Equipment Manufacturers' Association) Distributor Group Chairman Jonathan Bennett talks about how the SDG's new quality assurance scheme benchmarks the standards you should expect as a given!

Don't know what standards your existing storage schemes are designed to? Fed up of the time it takes to check the details on a storage firm's quality credentials? Ever wish someone else had done the leg work on health and safety, use of trained labour and correct storage design so you can sign on the dotted line?


In the first scheme of its type for the storage industry, our SEMA Distributor Group has announced that from 2014, all SEMA Distributor Company members (SDCs) must be independently audited on no fewer than 25 quality measures to retain their membership status. Every member who has passed the audit will be able to prove that their products and serv-

ices meet the SEMA QA standard by way of a certificate.

When the SEMA Distributor Group (SDG) was launched in 2011, our mission was to bring together those distributor members of the storage industry who wanted to collectively raise standards. And of course, no-one has better access to SEMA technical information than SDCs.

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More than only forklift parts...



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GREGORY DISTRIBUTION REAPS THE BENEFIT OF MODELLING ROUTES WITH PARAGON



West Country based logistics company Gregory Distribution is using Paragon routing and scheduling software to help it win new business. The new system uses Paragon's Integrated Fleets route planning software, with HERE (formerly NAVTEQ) street level mapping and INRIX-based road speed data to extend its functionality and accuracy. Gregory Distribution uses the system strategically for modelling routes across its business, which spans a wide range of industry sectors and sees vehicles transporting grocery products, milk, raw materials, consumer goods and industrial items throughout the UK and into Europe.

"Following a thorough and competitive selection process, we chose Paragon's routing and scheduling software system to be at the forefront of our business development and existing business re-engineering processes. After viewing the quality of the solutions from the case study testing phase it became clear that Paragon was the ideal partner to support our varied and diverse transport operations," says Gavin Haines, General Manager - Business Development, Gregory Distribution.

Paragon's Integrated Fleets software enables vehicles and drivers at multiple sites to be treated as a single integrated transport resource, so that movements from different depots can be combined into efficient routes that reduce

overall empty running. The system will be used by the company's business development team at its Cullompton distribution centre in Devon.

"We chose Paragon Integrated Fleets with street level mapping and road speed data as it provides the ideal tools to test 'what if' scenarios for both single- and multi-depot operations, which is essential in both winning new business and delivering further efficiencies to our existing customers," says Gavin Haines. "Working with the Paragon team during the implementation and training phases showed clearly that they understand our business requirements. We believe that using Paragon for our strategic analysis of transport operations is an integral part of our future business development."

Gregory Distribution works with a wide variety of customers, from local companies to large, multi-national organisations. Today, it serves 400 customers based regionally, nationally and internationally and has 450 trucks doing 40 million miles a year, 1250 employees and an annualised turnover in excess of £130 million. "We are delighted to have Gregory Distribution join our growing UK customer base," adds William Salter, Paragon's Managing Director.

Paragon Software Systems
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SEMA'S DISTRIBUTOR COMPANY QUALITY ASSURANCE SCHEME SAVES YOU RISK AND TIME!

Continued from front page

Using the SEMA Distributor Quality Assurance Standard (DQAS) as a baseline, we set out to benchmark criteria that SDG members must achieve so they can deliver clearly defined quality standards to end-user companies.



Choose an SDG member for storage systems that are correctly designed to SEMA codes of practice and are installed by trained and qualified teams to meet HSE standards.

To kick start the audit process in 2013, the SDG recruited and partnered with external quality assurance company, QCS International to audit all 30 or so SDG members every three years. Last year's pilot scheme proved successful and the programme is on target to audit every SDG company before May.

An SDG company is assessed by QCS International in two key areas; its process control of actual projects on the ground and proof of controlled administration. Companies must achieve 60% or above to pass and those achieving 90%+ are awarded the Highly Commended status. A pre-assessment of the member's quality manual is followed by an on-site audit.

So what if a member doesn't make the grade? SEMA believes in a process of continual improvement and although it's not happened to a member yet, should an SDG be seen to be failing, the QCS-led audit will help a member to produce a satisfactory improvement plan to meet the DQAS standards. If when re-audited four months later, the company still fails to measure up, then the membership is



When buying storage systems, ask to see the SDG member's audit certificate.

declined, and to re-join, they must improve and re-apply.

In every industry, rogue practices are likely to exist. The SDG audit takes away that element of risk and sets its members apart from the rank and file. Each audit certificate is proof to the customer that their new storage systems will be correctly designed using new products, are installed by trained and qualified teams to meet HSE standards and that the SDG member is correctly insured.

Log on to sema.org.uk/sdg and watch a short video on the benefits of choosing an SDG member. A list of regional members can also be found. When buying storage systems, ask to see the SDG member's audit certificate. If you'd like to find out more about becoming a member, call the SEMA office on 0121 601 6359 or visit sema.org.uk

The SEMA Distributor Quality Assurance Checklist	
✓	Are the HSE's correct health & safety measures in place? Are risk assessments and method statements (RAMS) issued on every job?
✓	Is the distributor company using only SEIRS trained and qualified installers?
✓	Are projects correctly designed to the SEMA Code of Practice? Will the project be able to display a SEMA load notice?
✓	Are you sure your racking is brand new? Is the resale of used racking promoted?
✓	Does the company have appropriate insurance policies and work to up to date industry standards and legislation?

SEMA
Tel: 0121 601 6359
sema.org.uk

LEAN MANUFACTURING TAKES CENTRE STAGE FOR SSI SCHAEFER AT SOUTHERN MANUFACTURING 2014

'Maximising efficiency and process cost reduction' is the overriding message from SSI Schaefer to all manufacturers attending Southern Manufacturing 2014.

SSI Schaefer, the UK and world's leading provider of automated materials handling and integrated storage solutions, returns to Farnborough to provide manufacturers with hands-on advice and guidance on a range of innovative, yet practical Lean Manufacturing processes and practices to boost productivity and reduce costs. The company will be focusing on materials handling, assembly and component containers, component presentation and line feeding.

Aaron Thornton, National Field Sales Manager, SSI Schaefer, said: "Every warehouse manager and production line manager is looking for ways to maximise efficiency and improve productivity levels whilst driving costs down. However, all too often there is a lack of time or resources to justify the changes needed to develop a streamlined, flexible solution to achieving such gains.

"The integrated approach of the Lean Manufacturing Group brings together a wealth of disciplines, experience and expertise needed to



devise and implement tailored, practical and efficient lean manufacturing solutions to help manufacturers improve their efficiency, competitive position and profitability. In essence it's about working with people, upskilling workforces and providing them with the knowledge to move forward with their own lean journey."

With a product offering ranging from a single plastic tote through to high bay warehousing systems and almost everything in between - all of its own manufacture - SSI Schaefer is a solutions provider that offers unrivalled in-house expertise in the design, build, installation and maintenance of major, and often bespoke, production and distribution centre operations across a broad spectrum of

commercial and industrial sectors.

Typical products range from storage and transport containers, with more than 2000 different types of plastic totes, modular shelving, carton live storage and racking, fully automated picking solutions, conveyor and container transport systems and rack-clad automated storage and retrieval systems. Having developed its own warehouse management systems and warehouse control systems, SSI Schaefer is also at the forefront of automation IT provision.

SSI Schaefer
Tel: 01264 386600
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Due to the steady development of our UK plastics injection moulding production facility in Telford (West Midlands) we require an experienced

The Craemer Group with headquarters in Germany is a specialist for metal forming, plastics processing and tool making. It has four European sites, an active network of sales partners and a world-wide customer base.

Our team of around 650 employees develops, manufactures and distributes sophisticated products such as large-scale metal formed parts for the automotive industry, plastic pallets and wheeled waste bins of the Kliiko brand.

BUSINESS DEVELOPMENT MANAGER - MATERIALS HANDLING DIVISION (PLASTIC PALLETS AND CONTAINERS)

Due to the continued expansion of their UK manufacturing operation, Craemer UK is looking to recruit an experienced Business Development Manager to join their existing Material Handling sales division.

Reporting to the UK Sales Director, the primary role will be to maintain contact with an existing public and private sector client base, identify new business opportunities and generate the maximum amount of profitable sales.

The successful candidate will be mainly involved in the sale of plastic pallets and containers.

Would you like to participate in creating the future of our company? For more details please visit:

www.craemer.com/uk/business_development_manager



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