

From: Nicky Gounda [<mailto:n.gounda@mail.ahk-germany.de>]

Sent: Tuesday, April 05, 2016 2:53 PM

To: evcp@pcci.gr

Subject: CeMAT 2016 FREE TICKET



CeMAT Hannover 2016

Διεθνής Έκθεση για Intralogistics & Logistics Ανόβερο Γερμανία, 31 Μαΐου - 3 Ιουνίου 2016

Η διεθνής έκθεση CeMAT είναι η σημαντικότερη κλαδική έκθεση των Intralogistics και θα πραγματοποιηθεί στο Ανόβερο 31 Μαΐου έως 3 Ιουνίου 2016.

Περισσότεροι από 1.100 εκθέτες θα παρουσιάσουν τα πάντα από περονοφόρα οχήματα μέχρι υπηρεσίες και προσαρμοσμένες λύσεις για τον κάθε τομέα.

Το μόντο της CeMAT 2016 είναι „Smart Supply Chain Solutions“ και δομή της είναι η εξής:

- Ολοκληρωμένες εγκαταστάσεις παραγωγής, συστήματα
- Robot logistics
- Ανυψωτικά μηχανήματα, ειδικές πλατφόρμες
- Logistics management, auto ID systems, προγράμματα Η/Υ
- E-logistics
- Συστήματα αποθήκευσης και εξοπλισμός
- Βιομηχανικά φορτηγά, logistics λιμανιών
- Logistics real estate

Για περισσότερες πληροφορίες επικοινωνήστε μαζί μας ή επισκεφτείτε την ιστοσελίδα www.cemat.de.

Δείτε το [έντυπο επισκεπτών](#).

Το Ελληνογερμανικό Επιμελητήριο σας δίνει τη δυνατότητα να προμηθευτείτε δωρεάν κάρτα εισόδου για τη CeMAT 2016 στο <http://www.cemat.de/promo?525w8>.

[Με φιλικούς χαιρετισμούς](#)

[Ελληνογερμανικό Εμπορικό και Βιομηχανικό Επιμελητήριο](#)

Νίκη Γκούντα

[Αντιπρόσωπος Εκθεσιακού Οργανισμού Ανοβέρου, DMAG
στην Ελλάδα και στην Κύπρο](#)

Τηλ.: 210 6419000, 210 6419041

E-mail: hannovermesse@mail.ahk-germany.de

CeMAT ανά τον κόσμο

Germany	Hannover	31/5-3/6/2016
Russia	Moscow	20-22/9/2016
China	Shanghai	1-4/11/2016
India	New Delhi	1-3/12/2016
Italia	Mailand	29/5-1/6/2018
Brazil	São Paulo	16-19/5/2017

LOGISTICS INSIDER

MONTHLY INDUSTRY NEWS FROM THE WORLD OF INTRALOGISTICS

TICKET LINK FOR CeMAT VISITORS ON THE REVERSE SIDE

supported by

CeMAT

EDITION 5 / FEBRUARY 2016

INDUSTRIE 4.0



This year the CeMAT forums will deal with the trade fair's core theme of "Smart Supply Chain Solutions".

Forum for trade fair trends

CeMAT FORUMS Once again this year the CeMAT forums will constitute a central component of CeMAT. In cooperation with selected partners, Deutsche Messe will use this format to offer visitors an interesting mix of expert presentations and discussions focussed on the current trend themes in intralogistics on each day throughout the duration of the trade fair.

The forums will take place in halls 13 (Empack/Label&Print), 25 (Key Note Fo-

rum) and 27 (Logistics IT & Automation). Partners include the VDMA, BVL International, the industry association BITKOM, the Fraunhofer IML and the trade magazines Logistik Heute and f+h. The focus of these is, of course, the core theme of this year's trade fair: "Smart Supply Chain Solutions". Points of discussion will include the mega trends of digitisation and Industry 4.0, with all of their associated opportunities and challenges for intralogistics experts.

Events dedicated to topics such as sustainability, energy efficiency and packaging round out the wide range that the CeMAT forums have to offer.

► **E-commerce needs small, flexible logistics centres – and corresponding intralogistics. More on page 4/5.**

THE CeMAT BAROMETER: FIGURE OF THE MONTH

3% growth

for the intralogistics sector in Germany in 2015 – the volume of production is set to continue this year too.

Dear readers,

Driverless transport systems, or AGVs, are currently experiencing an unprecedented come-back. On visiting CeMAT you will find familiar manufacturers with new vehicles and vehicle concepts as well as new providers. Those who have been in the business long enough may remember the hype in the 1980s and the decline in the 90s and might be asking themselves what will make it work out this time. There are reasons to indicate this: requirements as regards the flexibility and re-configurability of material flow systems have reached such levels that there are better ways to tackle them, either manually or with driverless transport systems. Short-notice, rapid, needs-oriented inner-company transportation of even smaller quantities is necessary to unite automation and lean production. Modern AGVs, with their new sensor technology, require considerably less in the way of permanently installed infrastructure than traditional systems. Dealing with automated "intelligent" systems has increasingly become a matter of course due to the daily use of smartphones. Acceptance on the part of the staff within a company is crucial to the success of these systems. See for yourself at CeMAT 2016 the progress that developments in this field have made.

We'll see you there.

Yours, Kai Furmans

Head of IFL (Institute for Material Handling and Logistics) at the Karlsruhe Institute of Technology (KIT)





DOAG 2016 Logistik @CeMAT

1. & 2. Juni 2016 | logistik.doag.org

Within the framework of CeMAT, DOAG 2016 Logistik will offer a comprehensive overview of the latest trends in the logistics sector and the IT challenges facing it.

DOAG 2016 Logistik – incorporated in CeMAT for the first time

CONFERENCE “Smart Supply Chain Solutions”: in keeping with the main theme of this year’s CeMAT, “DOAG 2016 Logistik” will also feature within the framework of the world’s leading trade fair for intralogistics and supply chain management. The German ORACLE user group’s (DOAG) conference and associated exhibition will take place in the Convention Center (CC) on 2 June 2016 and, alongside smart supply chain solutions, will focus specifically on technologies for the Internet of Things.

Organised in two parallel streams, everything will revolve around logistics challenges in the age of digitisation as well as the latest systems and solutions, covering, inter alia, augmented reality, cyber-physical systems und cloud ware-

house management. Participants will get to know the latest systems first hand and take part in active exchange on the developments in the sector in a variety of practical workshops. Kai Hussong from PROMATIS software GmbH will, for instance, discuss ground-breaking methods for managing collaborative business processes in the digital workplace. Leonid Poliakov from Ubimax will use specific practical examples to demonstrate the added value that modern wearable computing technology is already capable of delivering today.

Notable speakers from the field of economics and science

Famous experts from economics and science make up the range of speakers

billed to appear at DOAG 2016 Logistik. This year, for instance, the opening keynote will be given by Prof. Dr. Fanz Vallée, Founder and Managing Partner of the corporate consultancy firm Vallée and Partner and first Endowed Professor of Münster University of Applied Sciences. He will give a talk entitled “Logistics challenges 2025”. Prof. Dr. Heike Simmet, Professor of Business Administration at Bremerhaven University of Applied Sciences, will highlight the success potential of the sharing economy as a business concept in logistics. A subsequent gettogether will then offer an opportunity for relaxed networking and professional exchange. More information about DOAG 2016 Logistik is available online at <http://logistik.doag.org>.



In addition to steel construction and process automation for the high-rise warehouse, SSI Schäfer designs efficient material flows for the production line supply and disposal of “empties” or production pallets.

SSI Schäfer secures bulk order from the drinks industry

AUTOMATION Römerwall Naturbrunnen und Getränke GmbH & Co. KG – a company of the Hövelmann drinks group – is relying on Lift & Run technology from SSI Schäfer for the complete realignment of the intralogistics at its production site in Duisburg. At the heart of this undertaking is a fully-automated high-rise warehouse with 53,000 pallet spaces and two monorail overhead conveyors, the aim of which is to merge production, warehouse, order-picking, dispatch and empties areas with one another. Logistics software WAMAS® will be used to ensure efficient warehousing processes. The handover of the turnkey plant is scheduled for the middle of 2017.



The special exhibition should offer a meeting point for customers and business partners who are looking for innovative products and solutions for their logistical requirements.

JOINT STAND This year in Hanover we will see the special exhibition “Logistics Network InnovationsHub” hosted for the first time. This is a joint stand over an area of roughly 400 m² with a lounge set-up in hall 27 which, as a sort of innovation showcase, will bring together various products and services and combine them to form solutions for the entire supply chain. The special exhibition-design joint stand is a unique new platform that, as a forum and market place for logistics innovations, offers attractive participation opportunities for exhibitors too. For more information see: www.logistics-network.de/english/



A joint event hosted by CeMAT and MM Logistik saw experts give informative talks on the latest trends in order-picking.

Smart order-picking in the context of Industry 4.0

EVENT Together with the trade magazine MM Logistik, CeMAT provided an overview of new order-picking solutions at the Vogel publishing house in Würzburg. The event was sold out with roughly 120 participants. Professor Willibald Günthner from TU München pointed out in his presentation that it is predominantly older members of staff who work at picking stations. Günthner stressed that reconciling age and performance capability requires the protection of health above all else. It is essential that more order-picking solutions be found which help avoid lifting work and walking distances.

“After automation comes the autonomisation of technology,” said Markus Müllerschön, Vice President at viastore Software GmbH. “Agents and sensors can even help predict faults, making it possible to prevent and avoid them.” Andreas Oy, Global Sales Manager at SSI Schäfer Noell, went a step further and showcased order-picking robots which drive to different order-picking zones independently, allowing the order picker to remain at his or her station. Attachments of varying lengths transform lifting into pushing. Case shells from the BEUMER Group also operate on an autonomous basis, but within a sorting facility. Dr. Andreas Werner, Head of Research and Development at BEUMER, explained: “The systems coordinate with one another; the case shells route themselves through the system autonomously.”

Wolfgang Pech, Head of Division at Deutsche Messe AG, summed up the event: “Smart supply chain solutions, such as those showcased at CeMAT, require customised software for high-automation solutions.”



The goods stored in a distribution centre should be accessible from a workstation so that fluctuations in demand and range variations can be dealt with easily.

Small, fast and flexible

Intralogistics solutions for e-commerce must be dynamic. Sometimes this can involve completely new challenges for both customers and providers.

WAREHOUSE STRATEGY Significantly varying order loads, permanent range changes and high order loads with only a few items in each case are characteristic of the logistical challenges faced by e-commerce. “Therefore, the only chance e-commerce logistics has to exist in such a dynamic environment is to ensure as flexible a set-up as possible,” says Dirk Schlömer, Managing Partner of the logistics consultancy firm viaLog. “That includes flexible warehouse structures to accommodate the most diverse of ranges, easily adaptable IT structures to map process changes as simply as possible, and highly responsive working models that facilitate the deployment of labour forces on a needs basis.”

Companies that operate (at least) one more distribution channel on top of their e-commerce system must decide whether both channels should be given a shared or separate warehouse structure. “Many companies opt for a multi-channel logistics system if one or both of their administrative units are relatively small,” notes Schlömer. “A shared logistics structure is also practical if considerable synergy effects could potentially be achieved.” If, however, both sales channels exhibit distinct differences in key areas, he notes that warehouse separation is advisable. In this case differences as regards the range, the order structures, the packaging and sales units and the distribution structure are decisive.

Logistics centres are becoming more and more intelligent

Proceeding on the assumption that same-day delivery will arise in one form or another for certain requirements at some point, it follows that new logistics sites must be within close proximity of the customers, if such a service is to be transacted on time and at all logistically. This works primarily in existing buildings, the use of which is shared by various different companies, in urban centres or inner-city locations, because space for new logistics sites just isn’t available. Alternatively, so-called brownfield sites can be repurposed into e-commerce logistics centres.

Systems like Grenzbach’s mobile order-picking warehouse G-Com – winner of the German Award for Supply Chain Management in 2015 – are especially well-suited for handling the intralogistics requirements of such an environment. This constitutes a very cost-effective solution, specifically for medium-sized customers who want to start out in the e-commerce business. G-Com makes it possible for shelves to be brought to a picking station on a fully-automated basis.



The vario.sprinter shuttle solution is used by psb in its e-commerce logistics division as part of a coordinated overall system.

Many of the developments in the field of intralogistics are now driven by the specific requirements of e-commerce. Constant availability of a wide range of products, increasingly quicker delivery times and a low tolerance for error are the order of the day. "Our 'All-in-Shuttle' concept enables us to offer not just speed but, above all, a high degree of flexibility in technical solutions," says Heimo Robosch, Executive Vice President at KNAPP AG. "This is because shuttle systems are ideal when it comes to dealing with enormous order-picking volumes with small batch sizes." The OSR Shuttle from KNAPP provides all the goods contained within it around the clock. He goes on to point out that it does matter where in the system these are stored. At the same time, the "Pick-it-Easy" goods-to-person system makes it possible for all goods stored in a distribution centre to be accessible from an individual workstation so that fluctuations in demand and range variations can be dealt with easily.

Return rates of up to 60 per cent have to be dealt with

The rapidly growing business of e-commerce and m-commerce is changing the requirements in a great number of sectors. "For instance, we are experiencing the atomisation of orders – companies have to process up to 80 per cent single-item orders in online dispatch," explains Volker Welsch, Head of Sales for Germany at psb intralogistics GmbH. "We use the VDI award-winning high-performance order-picking solution rotapick for especially frequent requirements." This flexi-

ble order-picking system for multi-source picking, multi-order picking and multi-target picking enables output equivalent to up to 1,000 picks per hour. "Because only overall systems with coordinated interaction achieve outstanding performance, we combine our rotapick systems with matching high-performance warehousing solutions, in the course of which our shuttle system vario.sprinter is used predominantly," continues Welsch.

"Many companies opt for a multi-channel logistics system if one or both of their administrative units are relatively small."

Dirk Schlömer, Managing Partner, viaLog

"Shuttle systems are ideal when it comes to dealing with enormous order-picking volumes with small batch sizes."

Heimo Robosch, Executive Vice President, KNAPP AG

"Companies have to process up to 80 per cent single-item orders in online dispatch."

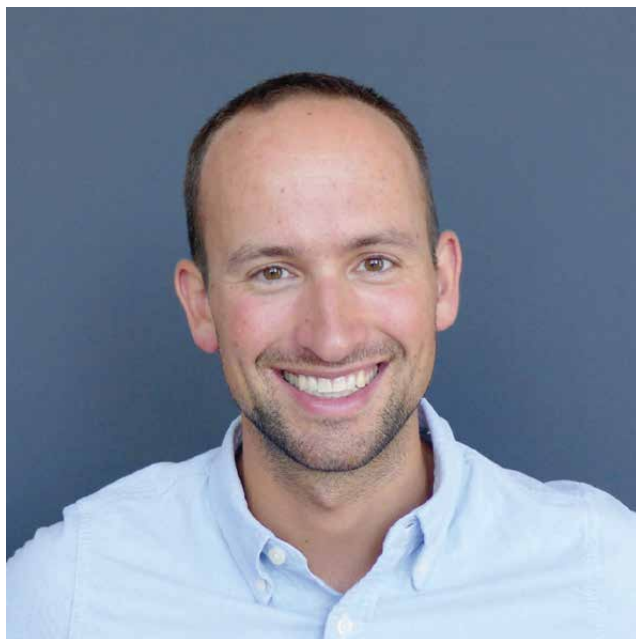
Volker Welsch, Head of Sales for Germany, psb intralogistics GmbH

He goes on to point out another essential point which is the downside of online commerce: returns management. After all, return rates of up to 60 per cent need highly-dynamic intralogistics systems too. All psb system concepts integrate the returned goods into the process, meaning that these are available for dispatch again immediately after the incoming check, without having to be returned to the original stockroom.



3 questions to... Frederik Brantner

CEO *Magazino*



1 Mr Brantner, you say that robots could replace people in certain areas of warehousing and order-picking, even today. Which areas are those?

Frederik Brantner: For example, in the packaged goods warehouses of fulfilment centres or book dispatch units. Our mobile order-picking robot TORU will, for example, have its first assignment in a book storage facility where it will carry out storage and retrieval for individual

orders independently alongside humans. It will receive its picking order from the goods management system via WLAN, navigate its way to the shelf independently, locate and pinpoint the desired book in the shelf compartment using its camera system, grab it and then bring it to the dispatch station. The next step will involve making this possible with cardboard boxes, shoeboxes or crates, and also facilitating its use in production lines.

2 Can intralogistics workflows function in the long term without people?

For certain warehouses, the majority of workflows are sure to be automated over the course of the next five to ten years, but whether this will take place completely independent of humans remains dubious. In the mid- to long-term the pick-by-robot system will, however, replace existing assistance systems. These systems, like pick-by-vision or pick-by-voice, are increasingly predetermining the work cycle for employees, and limit human work to the gripping process alone. Our order-picking robot TORU will work together with people in the same warehouse facility and take on those tasks which are especially unergonomic for humans: e.g. long walking distances and reaching into the bottom-most and top-most shelf compartments.

3 What will you be exhibiting at your CeMAT stand?

We will be showcasing the latest version of our order-picking robot TORU at CeMAT. In a live demo at our exhibition stand, TORU Cube will show how it identifies and grabs objects in a shelving system, temporarily stores these in a shelf which is towed along before then bringing them to the dispatch station. At a testing unit visitors can also try out the camera systems on a diverse range of objects and thereby experience the object detection process themselves.

Magazino

Magazino GmbH, headquartered in Munich, was founded in 2014 by Frederik Brantner, Lukas Zanger and Nikolas Engelhard. The aim is to incorporate warehouse systems into Industry 4.0 and connect them to the Internet of Things. The start-up has now grown to more than 35 members of staff and develops/constructs cognition-controlled mobile robots for intralogistics. Magazino technology facilitates the precise surveying and recognition of objects using 2D/3D cameras as well as a secure grasp on the individual product. Supported by high-performance IT, a tailored algorithm optimises the necessary space for storage.





CeMAT Guided Tours 2016 offer specialist visitors and all those interested a unique opportunity to obtain a compact overview of their field of interest in a targeted manner.

Direct contact with target groups

NEW! GUIDED TOURS In the course of guided tours, this year's CeMAT will – for the first time – give visitors the opportunity to find out the latest about topic areas in which they hold a particular interest. This year's tours pick up on current topical areas as regards content, and showcase a diverse selection of exciting solutions relevant to these areas. In the interest of specialist visitors, importance will above all be attached to tour participants not just taking in a simple presentation, but rather a comprehensive and entertaining demonstration of the product, service or solution.

This year there are a total of five tours on different topical themes – with a maximum of 25 participants – in the course of which up to six exhibitors will showcase their respective solutions. The tours will start from the on-site Robotation Academy at 10 am and 2 pm on each day of CeMAT, and last roughly two hours in each case.

The topics include:

- **Smart picking:** What do modern order-picking environments look like now and what will they look like in the future?
- **Smart packaging:** Everything you need to know about packaging technology with the incorporation of the new trade fair duo “Empack” and “Label&Print” in the CeMAT programme.
- **Smart warehousing:** How do you successfully venture into Industry 4.0? Where does automation make sense?
- **Smart logistics & services:** Which services would make practical additions to my range?
- **Smart move & lift:** an exclusive insight into the range of the trade fair's forklift and industrial truck manufacturers.

► **For further information please visit:**
www.cemat.de/en/program/travel-packages-guided-tours/guided-tours/

Jens Wollesen new Board Member at BLG

The Supervisory Board of Bremer Lagerhaus-Gesellschaft (BLG) has appointed Jens Wollesen as a member of the Board of Management with joint power of representation. Effective from 1 July 2016 onwards, he will assume responsibility for the business division of Contract Logistics and, in doing so, succeeds Andreas Wellbrock, who left the company on 31 December 2015.

Henry Puhl takes on leadership of Still

Henry Puhl was appointed as Chairman of the Management Board of Still GmbH by the Supervisory Board of the Hamburg-based forklift and warehouse technology supplier. As of 1 April 2016, the trained mechanical engineer will take over the management of the company from Gordon Riske, CEO of the KION Group, who had been running business at Still since the start of the previous year.

Out of YLOG comes KNAPP

YLOG Industry Solutions – a specialist in solutions for industrial, production and distribution logistics within the KNAPP Group – is changing its name to KNAPP Industry Solutions. With KNAPP Industry Solutions in its role as a specialist in tailored solutions for industrial and production logistics, the KNAPP Group is expanding its industry focus too. The core sectors of pharmaceuticals, fashion, retail and food retail will be supplemented with the added sector of industry.

What exhibitors and visitors expect **from CeMAT**



Dr. Christoph Feldmann

Main Managing Director at the German Association for Materials Management, Purchasing and Logistics (BME)

“The digitisation of the economy covers the entire supply chain and poses new challenges for purchasing too. It is with this in mind that we welcome CeMAT’s promise to discuss the most important questions surrounding the topic of ‘Industry 4.0’. We fully expect CeMAT to provide crucial impetus for the continued digitisation of the value creation chain and the associated interaction between man and machine.”



Dr. Oliver Kempkes

Managing Director of KULL Hebezeuge, Helmut Kempkes GmbH

“CeMAT is the leading international trade fair for intralogistics in our eyes too. That is why we have been exhibiting regularly in Hanover for more than 50 years, opening the eyes of more and more customers to our crane technology. We anticipate an enthusiastic response to our products this year with the ‘Cranes & Lifting Equipment Pavilion’ co-initiated by us as a means of further enhancing this field within the intralogistics sector.”



Frank Schmelzer

Authorised Representative, ORBIS AG

“In participating in CeMAT we hope to attain contact with a professional audience that holds an interest in solutions in the field of intralogistics and Industry 4.0. In our capacity as a SAP consultancy specialist we offer digital and mobile solutions in logistics, production and service with real-time integration in the SAP process world.”

CeMAT

Your personal voucher code

Get your free ticket for CeMAT 2016 now!

Visit

www.cemat.de/ticketregistration and enter your 5-digit voucher code, or scan the QR code and register directly using your mobile device!

Your voucher code:

kwybf



Imprint



In cooperation with Deutsche Messe AG/ CeMAT and the VDMA (German Engineering Federation).

DVV Media Group GmbH
Corporate Publishing
Nordkanalstr. 36
20097 Hamburg

Project and Editorial Board
DVV: Benjamin Klare, 040 23714-256
Editorial Board at Deutsche Messe:
Brigitte Mahnen-Brandhorst
Editor: Thomas Wöhrle
Editorial contributions to this edition:
Jens Kohagen

Design: Anne-Katrin Gronewold
Print: Griebsch & Rochol, Hamm

© DVV Media Group GmbH. All rights reserved. Reproduction or dissemination in any form requires the express written approval of DVV Media Group GmbH. This specifically also applies to the recording of this material in electronic databases, on the internet or intranet, or in any other electronic storage media.