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## HOW TO GET A BETTER HANDLE ON YOUR MATERIAL HANDLING

The material handling environment is changing and growing at a rapid pace, thanks in no small part to the e-commerce explosion, which means that shippers are facing many challenges that must be mitigated if they wish to remain competitive.

Some of the most pressing issues that must be addressed concern the scarcity of labor in the distribution center as well as the inherent inaccuracy of manual sortation. Both of these factors can have far-reaching effects on a small-parcel operation, especially as it concerns customer satisfaction and loyalty. There is also the need for collecting dimensional weight data in order to better avoid the UPS and FedEx surcharges that were first imposed a few years ago. All of these challenges are driving the increased adoption of automation in the warehouse, and it's critical that our distribution centers are set up to embrace these new automated solutions. In this sponsored section of PARCEL, some of the leading industry partners share their solutions with you; if any of them stand out, be sure to give them a call and tell them you saw them in PARCEL.



## BÖWE SYSTEC

BÖWE SYSTEC is uniquely positioned with decades of experience in the reading, sortation, and tracking of mail and parcels. BÖWE's OptiSorter is designed for the automated sortation of a wide range of postal and parcel packages, utilizing Push Tray technology to sort products to containers, accumulation chutes, or conveyors. The Optisorter can sort to 300-plus destinations yet incorporates a low number of fractional drives and consumes minimal energy in its cost-effective low noise level design.

Sorter Induction features can include dimensioning, weighing, and multi-sided scanning with industry-leading reading technologies. The system's ability to process a wide variety of items up to 70 lbs., including apparel, parcels, catalogs, polybag products, and bulky goods makes this the ideal solution for logistics, e-commerce, warehousing, and distribution companies.

The modular design and vast array of configurations include carousel, vertical, horizontal, dog-leg, or multilevel to meet operational and space constraints in line with business needs. Its flexible design allows you to customize and expand this sorting solution at any time. The Optisorter technology enables operations to increase productivity, minimize labor, and improve sort accuracy.

[www.bowesystecinc.com](http://www.bowesystecinc.com)



## CUBISCAN

For the past 30 years, Cubiscan has been driving ROI for several of the world's biggest brands. From hard-earned experience, we understand the dimensioning landscape and the results our customers are looking to achieve. Leveraging that experience has guided the development of a wide array of dimensioning systems and software products to accommodate all types of work environments and objectives. Mobile parcel dimensioners, in-motion conveyerized measurement systems, and large-scale dimensioning machines for pallets and oversized freight provide flexible options for gathering dimensional weight data. Your company is unique, and we have a Cubiscan dimensioner to meet your specific objectives. Our customers typically recoup their investment through increased operational efficiencies within two to three months. With reduced shipping costs, fatter margins, and more efficient space management, a Cubiscan system quickly pays for itself. Look a little deeper into the largest and most successful companies in the world, and you'll often find a Cubiscan. Dimensioning is all we do.

Our business model revolves around using our products and experience to help guide your company to improved margins and increased efficiencies.

[www.cubiscan.com](http://www.cubiscan.com)



## DATALOGIC

Datalogic is a global leader in the automatic data capture and process automation markets, specialized in the designing and production of barcode readers, mobile computers, sensors for detection, measurement and safety, RFID, vision and laser marking systems. Datalogic solutions help to increase the efficiency and quality of processes in the retail, transportation and logistics, manufacturing, and healthcare industries.

Datalogic is uniquely positioned as one of a few technology suppliers able to bridge the gap between point of sale and supply chain logistics. We offer retailers the unique opportunity to integrate the front of store and warehouse operations resulting in decreased cost, increased throughput, and optimum efficiency. We provide solutions that increase throughput, decrease costs, and achieve optimum efficiency for your entire supply chain.

We have a long history of successful integrations across hundreds of systems

utilized by the world's leading retailers and courier companies. Datalogic is a one-stop solutions provider that manufactures the widest range of high-performance products and solutions in the industry. As a total supply chain solutions provider, we provide the tools and technologies for parcel traceability, sortation solutions, inventory management, dimension, weigh and scan, and HAZMAT label detection.

[www.datalogic.com](http://www.datalogic.com)



## FLUENCE AUTOMATION

Fluence Automation is a new company with a long history of providing innovative technologies to the mail distribution, logistics, and parcel automation markets.

Formerly the Sorting and Parcels division of Bell and Howell, over the last 30+ years, Fluence has earned a strong position in the commercial sorting segment and delivered numerous solutions for various entities, including the USPS, the US government, other national posts, mailing service providers (MSPs), 3PLs, and many Fortune 500 companies in various segments.

Over the last several years, Fluence has grown its footprint outside of mail processing, leveraging core imaging, linerless and high-speed automation technologies to address challenges in parcels automation. Fluence parcels systems (ParcelMgr systems and Raptor labeler) offer capabilities for high-performance imaging with optical character recognition (OCR), labelling, conveying, and sorting, backed by one of the best service teams in the industry.

At Fluence, we look forward to being a key part of the mail and parcels automation community in the years to come, by serving our long term customers in the best manner possible, while growing with new customers.

[www.fluenceautomation.com](http://www.fluenceautomation.com)



## NPI

NPI has been designing mail sorters for over 30 years. NPI's Xstream is a high-speed, automated flats mail and parcel sorting solution. With throughputs up to 30,000 articles per hour, a modular design that facilitates future expansion, and an ergonomic footprint, Xstream makes flat and parcel automation faster and more efficient. Xstream processes both incoming and outgoing articles with ease. Xstream sorts a wide variety of articles weighting up to 70 lbs. having dimensions up to 24"

long, 17" wide, and 12" thick. Xstream features two independent feed stations that easily accommodate plant rolling stock or may be alternately integrated with existing conveyor systems to expedite the presentation of articles into the process stream.

Xstream features state-of-the-art Barcode Reading (BCR) processes operating in a user-friendly Microsoft Windows-based software environment. In its basic, dual-sided configuration, Xstream features up to 120 sort destinations.

Xstream is supported by time-tested software applications and utilities for system control and diagnostics, barcode processing, sort plan and report generation. With its ergonomic design, the Xstream is the perfect parcel automation solution for any processing environment.

[www.npisorters.com](http://www.npisorters.com)



## UNIVERSAL ROBOTS

E-commerce shows no sign of slowing, and it's driving unprecedented demand for fulfillment operations. Because the work

is repetitive and requires high accuracy to reduce costly errors or returns, it's ideal for automation. There are challenges, however.

Warehouse processes such as order fulfillment require the ability to recognize and pick a wide range of items that are different sizes, weights, and materials, and that are often jumbled together in bins. And human workers are still needed for processes that are performed next to the packaging operation.

With that combination, collaborative robots from Universal Robots fit the automation bill perfectly. "Cobots" offer flexible implementation and easy programming for changeable operations, and once a risk assessment is performed, cobots can operate safely right next to human workers. With low upfront costs and fast return on investment, cobots add value even in tight-margin operations.

Area Sales Manager with Universal Robots, Brian Dillman, says the cobots will appeal to any operation trying to reduce picking fulfillment and intralogistics costs reliably at scale, while expanding production quickly with minimal capital outlay. "It's encouraging

to see the supply chain industry embrace our cobots; we're expecting significant demand from this sector in the near future, especially in regions with tight labor markets," he says.

[www.universal-robots.com](http://www.universal-robots.com)

### FEATURED MATERIAL HANDLING PARTNERS

#### **BÖWE SYSTEC**

[www.bowesystecinc.com](http://www.bowesystecinc.com)

#### **CUBISCAN**

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#### **DATALOGIC**

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#### **FLUENCE AUTOMATION**

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#### **NPI**

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#### **UNIVERSAL ROBOTS**

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