TIPS FOR SAFER FORKLIFT OPERATION

Avoid quick or jerky starts and stops, particularly when loaded or when stacking. And never turn sharply at high speed. Bring the forklift truck to a gradual full stop before reversing.



CONTEST

WIN AN EXCLUSIVE UMW SUNSHADE!

All you have to do is answer 3 simple questions. Find the easy answers to these questions in this issue of UMW Industries newsletter. Then send in your entries to the address listed on this page, no later than 15th December, 2017. Ten lucky winners will be randomly selected from the correct entries.



- 1. Name one of the safety features in the Toyota 8FBP electric powered order picker.
- 2. What is the maximum lifting height of the BT Reflex E-Series?
- 3. Name the Tennant patented dust-control system found in Tennant S30 and S20 sweeper machines.

Name:	I.C. No.:
Contact No.:	
Company Name:	
Company Address:	
Delivery Address:	

Results will be published on our website by 30th December, 2017. Successful winners will be notified by post.

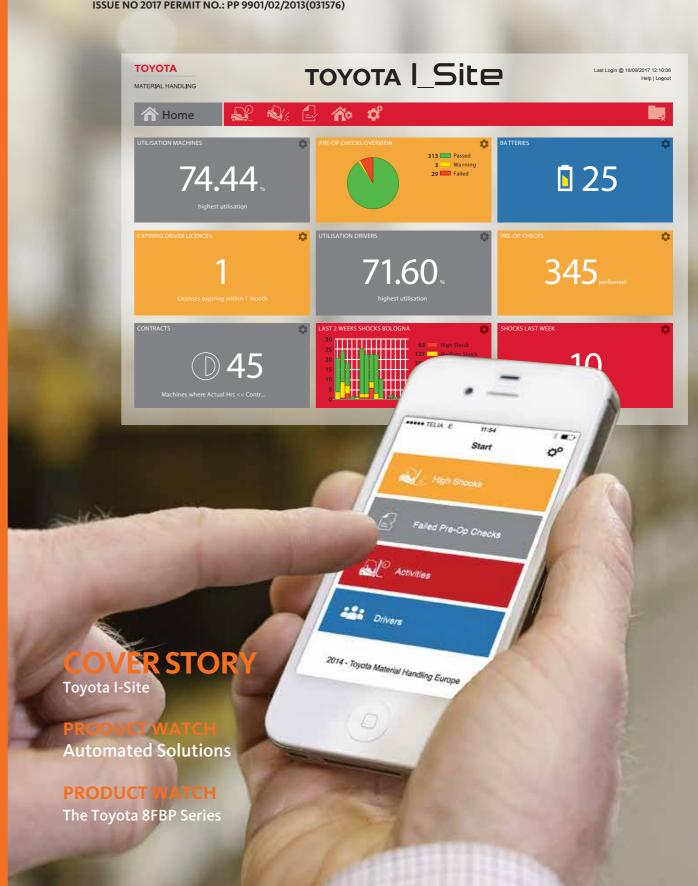
Percetakan Sri Raya Sdn. Bhd. 82 & 83, Jalan KIP 9 Taman Perindustrian KIP 52200 Kepong, Selangor

UMW INDUSTRIES TODAY
UMW Industries (1985) Sdn. Bhd.

Tel: +03-6277 0573 Fax: +03-6277 2863 KDN: PQ1780/2069 **UMW INDUSTRIES**

TODAY

EDITION 2017 ISSUE NO 2017 PERMIT NO.: PP 9901/02/2013(031576)



ALL-IN-ONE FLEET MANAGEMENT SOLUTION

Know where your material handling trucks are and what they are doing at any given moment. The Toyota I_Site Fleet Management System is a powerful all-in-one solution to address issues faced by fleet and logistics managers so that they can make the right decisions to drive down costs without sacrificing safety. Get real-time information about your truck status, driver's performance, overall costs, productivity, environment, and health and safety of your material handling operations.

Once the state-of-the-art GPS tracking system has been installed on board, information is transmitted directly from your truck into a web portal which you can access via a computer or a mobile app for smart phones and tablets. The user-friendly dashboard interface gives a fast, precise and condensed overview of the situation so that you can quickly see in real-time what the situation is. Best of all, you don't need to buy the system. Simply pay a monthly fee that's tailored to your fleet size, contract duration and cash flow.

Contact us today at 03-5163 3800 for more information on how you can operate your fleet of trucks more cost-effectively.

TON

Establish or reassess benchmarks and objectives Collect Measure performance performance data against benchmarks THE and objectives **CONTINUOUS IMPROVEMENT** Analyse and Monitor operation **PROCESS** and collect more interpret data to performance data identify problems Implement action plan Discuss and agree on action plan

Continuous Improvement

The Toyota approach to progress is to continuously improve. Hence, the Toyota I-Site system includes having the services of dedicated and certified Toyota I-Site experts who provide ongoing analysis, support and advice to help cut costs and improve safety. We are with you all the way.

Monitor productivity

Where are the bottlenecks? Do we have the right staff at the right time? When is the next peak? See what your trucks and drivers are doing and analyse changes over time. Get the facts and figures needed to improve productivity: optimise fleet size, balance capacity and fine-tune work and maintenance schedules.

Controlled access

Know exactly which driver is authorised to operate what truck. Access is via authorised password or access card. Ensure that your forklift trucks are only operated by trained and authorised drivers. Easily and centrally manage such authorisation updates to minimise potential accidents and safety risks to people, trucks, infrastructure and goods.

Contract monitoring

Enjoy better control of costs. Actual hours (instead of contracted hours) are displayed so that it's easy to keep your utilisation in line with daily or weekly contracts.

TOYOTA

MATERIAL HANDLING

TOYOTA I_Site

Last Login @ 18/09/2017 12:10:06 Help | Logout

Auto-monitoring of charging cycles increases battery and truck life so fewer service visits and battery changes are needed. This results in overall lower CO₂ emissions during the product life cycle and reduced negative impact on the environment.

Improve environmental performance

1 Home



313 Passed
3 Warning
29 Failed

1 25

Improve safety

Monitor and keep records of safety checks on all your trucks for greater general safety and driver responsibility. Optional pre-operational check by operator gives access control and impact analysis.



71.60 % highest utilisation

 $345_{\text{performed}}$

High Shocks

Act on shock impacts

Which trucks have had the highest number of impacts? Who needs additional training? Which machine needs to be checked? Get the facts on the "who, what and when" of all impacts to make the right decisions with the help of your Toyota fleet management specialist. Improve safety and reduce waste and operating costs.





Multi-site functionality

If you manage a multi-site operation, you can choose between monitoring several sites at once and focusing on one site at a time, in the language of your choice.





AUTOMATICALLY EFFICIENT

No matter how competent and experienced your truck operators are, there are still risks involved when handling machinery in warehouses. But you can significantly increase the margin of safety and reduce the possibility of human error with Toyota's automated vehicles. Fewer accidents means better efficiency, and minimised labour and damage costs. Using automated guided vehicles (AGVs) also frees operational personnel to handle other tasks that yield more value.



TAE050 carries load along magnetic tape

Automated Carts

The TAE050 is a safe and accurate load carrier for use in warehouses. This compact automated guided cart is guided by magnetic tape on the floor, so it's cost-effective and easy to install. It can be used for simple horizontal transport – to pick up loads from point A and drop them off at point B – and it can also tow up to 500kg or carry up to 140kg with bolt-on racking. The TAE050 features a safety scanner to detect obstacles and a user-friendly touch screen.

- Automated guided cart
- Magnetic tape guidance
- Up to 0.5 ton load-carrying capacity

Automated Warehouse Trucks

Rely on BT Autopilots for automated stacking, replenishing and horizontal transport, depending on what your operational requirements are. These driverless trucks take over repetitive work between production lines and storage areas or conveyor systems. Safety is assured with the use of advanced laser technology, and since these automated vehicles are based on standard truck designs, they can also be driven in manual mode.

- Automated guided vehicle
- Accurate laser guidance
- Up to 2.5 ton load-carrying capacity



An autopilot doing horizontal transportation

Semi-automated Load Carrier

The Toyota Autoshuttle and Toyota Radioshuttle are semi-automated high-speed load carriers that work in places which are installed with specialised Toyota racking. These carriers are guided with a remote control while the placement and retrieval of the pallets can be done by a reach truck or a counterbalance truck. Make the most cost-effective use of warehouse space with these shuttles. They can transport pallets which are stored deep within the racking and retrieve them again. Space and pallet locations are thus maximised.

- Automated pallet movement
- Suitable for cold and wet environments
- Up to 1.8 ton load-carrying capacity



Toyota Autoshuttle

Make material handling easier with Toyota's automated products. Give us a call at 03-5163 3800 for more information on smart solutions for your business.

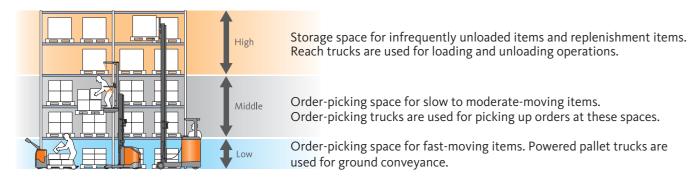


Order Trucks is a real boon to distribution and storage sites such as food warehouses, logistic centres and wholesalers. Pick up, stack and store goods and crates with ease and it almost doesn't matter at what height the goods are placed. That's because the 8FBP can do the same functions just as efficiently at various heights. It can also reach up to a maximum of 6 metres and still remain extremely stable.

The 8FBP Series has two models to cater to different needs. The standard unit, the PF (Power Unit Forward) model, places the forks behind the operator and offers a wide front view during travel. In the FF (Fork Forward) model which is designed for palletised load handling, the control panel faces the same direction as the forks so that the machine has the same operational feel as a reach truck. Read on to see why the 8FBP is the ultimate in indoor order-picking trucks.

Best Worksite Layout

Group stored and picked items according to rack height for better work efficiency and effective use of space.



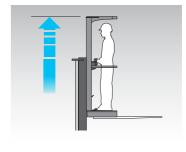
Safe, Stable & Efficient

Toyota machines are well-known for durability and reliable efficiency, and the 8FBP is no different. Equipped with Toyota's original safety technology, the Series has features that ensure outstanding stability, safety and ease of operation.



to lift height.

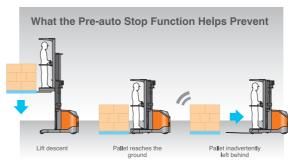




Shockless Ascent Stop Reduces lifting speed near the end of the ascent stroke, and lessens jolting when maximum lift height is reached. (Note: Available with Deluxe



Fork Stuck Descent Stop Detects stuck forks and gives visual and audio warnings so that platform descends only when forks are disengaged.



Pre-auto Stop

When lift descends, forks are stopped before pallet touches ground, preventing pallet from accidentally slipping off.



Multifunction Display.)

Auto Pallet Clamp Helps prevent vertical shaking of the pallet.



Anti-rollback Truck stops when accelerator is released, descends at constant speed on slopes.

Powered Up

The 8FBP is equipped with advanced Toyota technology which ensures that the machine works more efficiently, for longer hours and even generates its own energy.

AC Power System

Enables precise control for smooth travel and load handling. No brush replacement required.

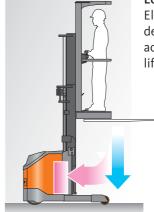
Power-select Function

Offers at least three modes (standard display) for a balance between load-handling and operating time.

Power-keep Function

Key Options

Boosts load-handling and travel performance as the battery charge drops.



Load-handling Regenerative System

Electrical power is regenerated during lift descent, braking and switchback, and when accelerator is released. Energy generated during lift descent is returned to the battery.



Longer Battery Life

Deluxe Multifunction Display. Includes more details such as scheduled maintenance and over-speed alarm, among others. **Height Selector.** Automatically stops forks at three preset heights.

PIN-code Entry System. Allows preset settings to be tailored to authorised operators.

Battery Roll-out. Easily replace battery by sliding it out from the side of the truck.

Reel-type Safety Belt. Self-retracting extensible belt eliminates slack, enabling operator to engage in various operations. **Others:** LED Lights, Storage Box and Guide Wheels

To know more about the Toyota 8FBP, please call our Customer Info-Desk @ 03-5163 3800.

REACH NEW HEIGHTS!



The new BT Reflex E-Series range (RRE140H – RRE250H) reaches a new height in performance. Literally. These class-leading reach trucks can lift loads quickly and smoothly up to 13 metres high! The BT Reflex E-Series is also the world's only tilt-cab reach truck which delivers superior productivity at height. Add these features to excellent visibility and this truck comes out a winner.

When the truck driver can see what he's doing and where he's going, the results are higher productivity and reduced costs since there is less damage to goods and racking. The BT Reflex E-Series allows the operator to increase speed while travelling and manoeuvring, and he can also clearly see the load and fork tips when he's lifting, lowering, positioning and retrieving goods.



TRUE VISION FOR BT REFLEX

Outstanding Visibility

For the maximum safety of the truck driver, goods and other workers in the vicinity, it's crucial that the driver has all-round visibility throughout the handling process. Several features in the BT Reflex E-Series give the operator unobstructed vision at all heights. For a start, the open design of the operator compartment has a sloping dashboard, elliptical pillar and a rear visibility window. Cameras, screens, e-bar and WMS devices are all optimally positioned. There is also an innovative mast design and a transparent roof so that he has a clear view, all the way up 13 meters.

Faster, Safer Handling

The chassis and overhead guard, both the fan-shaped and transparent options, protect the driver from injury in case goods fall down. The optional fork position laser and the fork camera help the driver to precisely pick up or position loads even quicker. Carefulness and accuracy in handling goods translates to reduced damage costs.

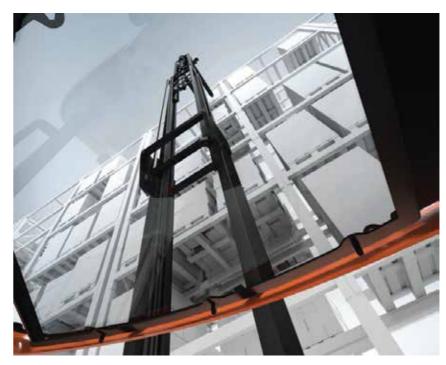
Reduced Operator Fatigue

The unique tilting cab not only gives the driver the best possible view of the operations so that loads can be handled quicker, it also improves his position. Fatigue and strain is reduced, which in turn, results in better productivity.

Give us a call today at 03-5163 3800 and see for yourself what the BT Reflex E-series can do.







SMALL ENOUGH FOR NARROW SPACES, TOUGH ENOUGH FOR THE BIGGEST TASKS

BT Levio P-Series



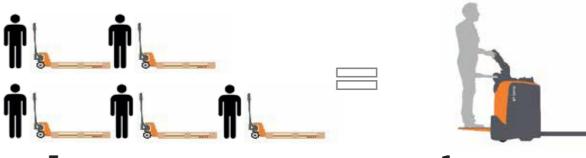






Upgrade now to 5X the productivity

- One BT Power Pallet Truck replaces up to 5 hand pallet trucks.
- Reduce labour cost, improve efficiency and productivity.



5 workers with hand pallet trucks

1 worker with BT LPE200



🌃 Repetitive work cycles made easier 🔊





BT LPE200

- ✓ Designed specifically for efficient horizontal transport.
- ✓ Reduce cost of purchase by more than 50% compared to the cost of batteryoperated forklifts.
- ✓ Maintenance costs are significantly lower due to fewer parts used.
- Risk of accidents is lowered with a more compact truck that increases driveability and easy manoeuvrability.

Key Features



For more information on BT Levio LPE 200, please call 03-5163 3800.

IT'S ALL ABOUT THE SYSTEM

Improving air quality in large and outdoor areas is quick, easy and cost-effective when the right technologies are working for you. Just set the Tennant S20 and S30 to work. Both are heavy-duty industrial sweeping solutions that deliver a high level of efficiency in filtering out dust, dirt and fume and mist contaminants. It's because they are equipped with Tennant's patented cleaning technologies.

So How Does SweepMax® Plus Work?

SweepMax® Plus cyclonic system is a dust-control system that removes dust and dirt in three stages:

Stage 1: Perma-Filter™

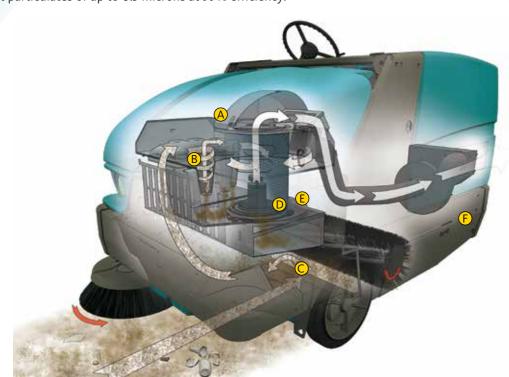
This filter removes 90% of particulates (bulky debris, moisture and dirt) from the air stream and keeps them in the Duramer™ hopper.

Stage 2: Cyclonic Filter

Dry dust separation technology removes up to an additional 90% of fine dust and moisture, preventing them from reaching the filter.

Stage 3: Ultra-Web® Nanofiber Canister Filter

The MERV 15-rated, flame retardant Donaldson Ultra-Web® filter loads and shakes back more effectively, and filters sub-micron dust particulates of up to 0.5 microns at 99% efficiency.



A

Ensure operator safety by alerting and shutting down air flow if increases in hopper temperature are sensed by Thermo-Sentry™.

В

Enjoy superior
air flow filtration
and longer, better
dry dust control
with the
SweeperMaxTM
system.

The dedicated
belt-driven vacuum
fan and built-in
muffler provide
superior dust
control, lower noise
and reduced
maintenance.

-

Increase efficiency
with the patentpending
ShakeMax™
360 filter cleaning
mechanism,
dislodging
dust particles
caught deep within
the pleats.

D

Ε

Nanofiber canister filter provides superior dust release for lower operating pressure and lasts 3 to 5 times longer than paper, cellulose or synthetic media blends.

F

Depend on longterm structural reliability with a full wrap-around steel bumper with a steel T-beam superstructure designed for greater strength, rigidity and long life.







The patented ShakeMax[®] 360 orbital shaker in-hopper delivers 70% more effective shakeback and a quieter operation. The filter shaker dislodges dust particles deep within the filter pleats to improve air filtration, allowing longer run times and prolonging filter life.

Benefits

The benefits of using SweepMax® Plus are immediately obvious:



INCREASED PRODUCTIVITY

When dust is prevented from reaching the filter, the result is fewer shakebacks and more time spent sweeping.



HEALTH & SAFETY MAINTAINED

Improved air quality means better health for employees and customers.



ENHANCED FACILITY IMAGE

Assets and goods are protected from damage and dirt, and the place looks clean.



EASY OPERATION & MAINTENANCE

Quality engineering combines with easy operability to deliver consistently clean results, year after year.



Give us a call today at 03-5163 3800 for more information on machines that are equipped with SweepMax® Plus.



EXCELLENCE REWARDED

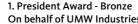


Once again our hard work over the past year was recognised when our company received the annual TMHI Awards at this year's Toyota Material Handling International (TMHI)
Distributor Conference. At the Award Ceremony held on 19th April 2017 in Nagoya, Japan, UMW Industries bagged three awards under the 2016 TMHI Award Programme: the President Award (Bronze), Platinum Club Recognition, and Vision 2020 Award.

UMW representatives at the event received the awards which were presented by Mr Akira Onishi, President of Toyota Industries Corporation and Mr Kazue Sasaki, President of Toyota Material Handling Group.

Toyota Material Handling International's massive global network of distributors and appointed material handling dealers spans over 60 countries. All these are annually assessed on their overall performance based on their excellent management systems, innovative equipment sales strategies, effective parts and service management, and commitment to customer satisfaction.





On behalf of UMW Industries (1985) Sdn Bhd, Lee Chin Min (middle), President of Equipment Division, receives the President's Bronze Award from Akira Onishi (left), President of Toyota Industries Corporation

2. Platinum Club Winners

Kazue Sasaki (left), President of Toyota Material Handling Group, Japan, presents the Platinum Club Recognition Award to Gan Kim Teck (middle), Senior General Manager of UMW Industries (1985) Sdn Bhd

3. Vision 2020

Tan Mei Fatt (second from right), General Manager of UMW Industries (1985) Sdn Bhd, posing with other winners of Vision 2020 Awards after receiving the Award from Kazue Sasaki (first left)



In a world of rapid advances in technology, keeping abreast of the latest solutions available is imperative if one is to run efficient, cost-optimal operations.

With that in mind, UMWI organised a 'New Logistics Trends & Solutions' Seminar at our Shah Alam premises on 3rd May, 2017 which targeted customers from several industries: logistics, warehouses and supply chains. The aim was to introduce them to the solutions and technology that can lower warehousing operating costs and increase the efficiency of operations. It was also a good opportunity to showcase our facilities and warehouse management solutions.

Mr Gan Kim Teck and Mr Tan Mei Fatt, UMWI's Senior General Manager and General Manager, respectively, welcomed the guests to the networking lunch which signalled the start of the event. Also present to grace the occasion was Mr Lee Chin Min, President of Equipment Division. For the gathered customers from the logistics and warehousing industries, it was a chance to discuss and exchange ideas on the new trends and solutions relevant to the industries.

Mr Rolf Karlander of Trulog AB, Sweden, a specialist in intra-logistics, was the speaker for the seminar. From his broad knowledge of existing material handling solutions in his field, he talked about the latest concepts and insights on warehouse solutions. The seminar participants were also given an overview of future systems as well as the new technology available in intra-logistics.

After the forum, the guests were taken on a guided tour which comprised product demonstrations in the Material Handling and Technical Training Centre, and visiting the booths of Virtual Warehouse, NanoClean Technology, I-Site and Automated Guided Vehicle.

Following the success of the seminar in Shah Alam, a similar event was held in Penang two days later on 5th May which was attended by over 100 customers.









- 1. Ng Peng Hin, facilitator for the Seminar, welcoming the guests during the opening of the Seminar
- 2. Rolf Karlander of Trulog AB, Sweden sharing his vast experience and knowledge at the seminar
- 3. Lee Chin Min (right) presenting a token of appreciation to the speaker Rolf Karlander
- 4. A few of the guests were presented with live truck demonstrations in the Material Handling and Technical Training Centre
- 5. A group of guests being shown how the Automated Guided Vehicles works



BT HOLDS TRAINING AT MHTTC

In the materials handling industry, it's essential to regularly train operations personnel to acquaint them with the latest technology available for cost-effective operations.

UMW Industries is the pioneer in building dedicated training centres in Malaysia for forklift operators. Our new Material Handling and Technical Training Centre in Shah Alam, which was completed in 2015, set a new benchmark for the industry in providing training programmes.

The new 750-square-metre Material Handling and Technical Training Centre can accommodate live demonstrations of the various equipment and warehouse racking systems and it is the only facility of its kind in the ASEAN region.

This Training Centre has also been identified by Toyota as TICO's regional training centre for Toyota and BT products.

Earlier this year, BT held Part I of the Navigation Solutions programme for its Asia Distributors at our Centre from 15th to 23rd February, with Part II scheduled for September. Mr Stefan Bloom from Sweden and Mr Juan Manuel Giraldo from Colombia were the trainers for Part I. Mr Fredrik Cleftborn from BT Sweden facilities and Mr Dan Johnson from BT Regional Office also joined the training programme.

The participants, who were from Qatar, Singapore and Malaysia, were given an overview of the new logistic trends and solutions available in inventory management systems. This included aspects like upgrading the current Very Narrow Aisle Trucks to RFID system with IT interface, and tracking of the goods or pallet location in the racking using an automated system for more efficient and cost-effective goods handling.

If you're interested in using our Centre for training purposes, come pay us a visit and ask how we can help you with your business. Contact us at 03-5163 3800 for an appointment.

1. Classroom discussion on 2. Participants having a try assignment given by Stefan Bloom, TMHI's Training Manager, on planning of the Warehouse Layout

at programming the VNA truck for the automatic stopping system









3. Participants import the Warehouse Layout Programme into the truck as NS specialist, Fredrik Cleftborn, looks on

4. A participant checks out the Very Narrow Aisle (VNA) racking system with the upgraded VNA truck

SHOWING HOW IT'S DONE



Corporate Social Responsibility programmes are a big part of UMW Industries' operations. One of the regular CSR programmes organised by us is that of study tours of our technical and training centre. We work closely with institutions of higher learning, such as SEGi University, UPM and UiTM, to conduct academic visits to introduce students to the latest trends in logistics and warehousing operations. These study tours also help to increase knowledge of UMWI's business and operations as well as the processes and distribution channels for UMWI products.

Led by their lecturers Cik Mazlina Ismail and Puan Aisyah Kamarulzaman, a group of 56 students from the Business Administration (Marketing) Faculty of UiTM Johor Campus walked through our doors on 24th November, 2016. They were here to learn about the types of distribution channels practised by companies and the challenges that these distribution structures face.

Mr Alan Wong, BT Product Manager, kick-started UiTM's visit with a brief introduction on UMW and highlighted the company's history, milestones and core businesses. The students were shown the various products distributed by UMW Industries and their applications in various industries.







- 1-3. The students gain more information during their guided tour at UMW Industries' showroom and Material Handling and **Technical Training Centre**
- 4. Tuan Haii Mazlan Abdul Samad leading the dialogue session
- 5. "Thank you for making



Then came dialogue sessions with Tuan Haji Mazlan Abdul Samad, Senior General Manager - Group General Services & Travel, and Mr Kon See Kuan, Marketing Manager of UMW Industries, for more details on channel distribution and supply chains. Also present at the session were Mr Tan Mei Fatt, General Manager of UMW Industries.

The visit ended with a guided tour of UMWI's showroom and Material Handling and Technical Training Centre for a hands-on look at our product range and types of racking system.

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JOHOR PORT GETS A BOOST





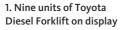


At the official handover ceremony, Mr Edwin Gerard, Head of Operations Division from IPB expressed his confidence in UMWI as well as his gratitude for the support we give his company.

all the machines were in excellent condition

according to the tender requirement.





2. Group photo of representatives of UMWI and JPB after the handover 3-4. Tan Mei Fatt (left) presenting a miniature forklift to Edwin Gerard in recognition of the continued partnership between UMWI and Johor Port Berhad

UMWI's General Manager, Mr Tan Mei Fatt, presented a token of appreciation to Mr Edwin Gerard in recognition of the continued business partnership between the two companies.

Congratulations to our Commercial Department and UMWI's Johor Bahru branch for organising the handover ceremony which helps to strengthen Johor Port's confidence in working with UMWI.

THE REAL THING IN REAL-TIME

UMWI's business relationship with Coca-cola Since then, we've been proud to be a partner to the beverage giant, providing efficient, reliable and cost-effective material handling solutions to the company over the past six years.

On 16th May this year, we added to Coca-Cola's fleet of trucks when we delivered a total of 55

units of Toyota forklifts and BT powered pallet trucks to help in the Refreshments (M) Sdn Bhd (Coca-Cola) began in smooth running of Coca-Cola's operations under new and renewed 2011 when Coca-Cola Malaysia was incorporated. contracts. The total fleet operating in the Coca-Cola plant now numbers 85 units and they comprise Toyota battery forklifts and BT powered pallet trucks for indoor handling, and Toyota LPG forklifts for outdoor handling. Both the LPG and Battery forklifts are each fitted with a Multi-Load Handler attachment which allows the forklift to handle two pallets side-by-side and provide exceptional visibility and versatility for increased productivity.

TOWING MADE EASY

Busy airports can't do without ground support equipment (GSE) and good baggage handling. That's one of the reasons that Toyota Towing Tractors are widely used in Malaysia's airports.

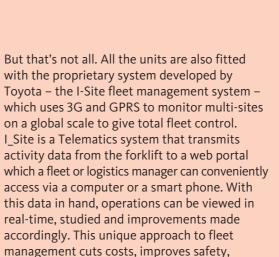
KLIA2 recently witnessed a total of 34 units of Toyota Towing Tractors, model 42-2TD25, being delivered by UMWI to AirAsia Bhd. Since the deliveries were staggered over a period of three weeks, from the second week of April to the first week of May, commissioning of the 34 units was only carried out on 9th May, 2017 when the last tractor had safely reached its new home.

Thank you to UMWI's Commercial Department and our technical team for the great job done! UMW Industries hopes that this is just the start of many more fruitful business ventures with AirAsia in years to come.





- Equipment (GSE) team from Air Asia Berhad inspecting each unit of **Toyota Towing Tractor** during the commissioning on 9th May 2017
- 2. Closer look at the **Toyota Towing Tractor**
- 3. An array of Toyota **Towing Tractors ready** to be handed over to AirAsia



Contact us at 03-5163 3800 for more information on the Toyota I_Site Fleet Management System.

increases productivity and cares for the

environment.



"Thank you for the great effort"

- Management and technical team of UMW Industries before the delivery of the fleet

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