

CASTOR NEWS

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The Finnish castor manufacturer since 1890

The intelligent and efficient RFID wheel reduces costs and improves the availability of the equipment

Combined with an RFID reader and information system, the RFID tag, which is embedded in the wheel, increases cost efficiency in the control of roll containers and products. The availability of roll containers and products in them is improved, and warehouse space can be fully utilised. The RFID wheel can be used in several ways in a wide range of applications.

Manner is known as a producer of high-quality, innovative roll container wheels worldwide. Now the range of renowned industrial wheels, such as NEK, Panther, Samba, and other special wheels and castors is complemented with an intelligent RFID wheel in the industrial wheel series. One of the most remarkable benefits of this innovative solution can be experienced as better controllability of equipment, products, and maintenance, which in practice means clear cost savings. Thanks to a reliable tracking and control system, visibility is improved and warehouse management is facilitated: equipment availability is better and warehouse area can be fully utilized. Installation is implemented at a relatively low cost, and the payback time is short.

Roll containers under control

A functioning solution for installing and RFID tag into roll containers to keep track on their whereabouts has been searched in several fields of industry for a long time. Reliable data transfer and protected location of the tag have been the biggest challenges in the development. "The innovation that resulted from the work



enables us to provide customers with higher and better value", says Product development manager **Jan Qvarnström** of Manner.

RFID (Radio Frequency Identification) refers to a wireless data transfer system, in which mobile or fixed readers are used to recognise a tag via radio frequency. In the Manner RFID wheel solution, a passive RFID UHF (Ultra High Frequency) tag is embedded in a standard Manner wheel.

A durable, reliable solution

The RFID wheel can be fitted in both plastic and metal roll containers, as well as carts, and medical equipment, providing equally good readability in all of them. A tag that is embedded in the wheel ensures readability also in stacked and folded roll containers. The tag can be fitted also in existing equipment by simply replacing one wheel. Thanks to embedding, the solution functions perfectly also in a wet environment and is protected from mechanical impacts. In addition, there is no need to fit a tag into roll containers or other wheeled equipment. It remains intact also in situations, in which the roll containers are subjected to shocks. The RFID tag can be read at a distance of over 5 meters, and it utilises the latest information technology.



In addition to the RFID wheels of the industrial series, Manner is planning to introduce an RFID Tango castor.



Manner retailer of 2011 selected

Etra Balti As Tallinn has been awarded as the 2011 Manner retailer. The selection was based on the following criteria: active field work, strong promotion of Manner sales also through the facilities in Tarto and Rakvere, regular communication and inquiries, calls for bids, development of purchases, and clear will to develop competence and castor sales.

In the photo: Sales engineer Jörgen Saago (left) and Regional manager Peeter Lukas.

Manner on exhibitions 2012-2013

FINLAND

18.-20.9.2012 Alihankinta – Subcontracting Fair
Tampere
www.alihankinta.fi

ABROAD

18.-20.9.2012 Post-Expo
Brussels, Belgium
www.postexpo.com

14.-17.11.2012 Medica
Dusseldorf, Germany
www.medica.de

28.-31.1.2013 Arab Health
Dubai, Arab Emirates
www.arabhealthonline.com



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Designed for a wide range of applications

The RFID wheel was developed for operations, in which tracking of roll container movements and whereabouts, as well as their contents is important. Combined with a monitoring and tracking system, the RFID wheel can be utilized in a multitude of applications, such as logistics centres, retail business, postal

services, dairy industry, and hospitals. For example plant and flower wholesalers can link each plant to a database by means of a special roll container. The location of the plants can be monitored when the roll containers pass fixed control points for instance in ports of loading or in warehouse areas. RFID wheels can also be used to locate carts in a shop or medical beds in a hospital.

An RFID wheel for control and monitoring of roll containers and products

The industrial series of roll container wheels is again expanded with a new special wheel. Currently, the industrial wheel equipped with an RFID tag is available as a 100 mm polyamide wheel. Due to dimensions and properties that are identical to those of standard wheels, the new wheel can be fitted to existing equipment. Different sizes of a similar wheel type for other product series will be introduced. Read more in the article on page 2!



NP wheel: softer polyurethane tread

The 100 and 125 mm industrial wheel is also available with a softer polyurethane tread (LI-100 NP/K and LI-125 NP/K). Tread hardness is 80 Shores (the hardness of a standard ND wheel is 98 Shores). The tread is widely used in roll containers, in which durable but softly and silently moving wheels are required.



Non-marking electrically conductive roll container wheels

Manner's range of electrically conductive wheels keeps growing. The industrial series include e.g. polyamide wheels (N/K A) equipped with ball bearings for roll containers and dollies that are used in the automotive and electronics industry. In addition, there are industrial wheels with polyurethane tread, and a wide selection of other ESD wheels available. All electrically conductive Manner wheels are non-marking.



NOMINATIONS

Mirja Sevón has started as a Sales secretary on the 12th of March 2012. Her tasks include customer service, assistance in sales and marketing, as well as internal and external communications. Mirja can be reached by phone at +358 19 222 0036 and by e-mail at mirja.sevon@manner.fi.



A NEW IMPORTER IN ENGLAND

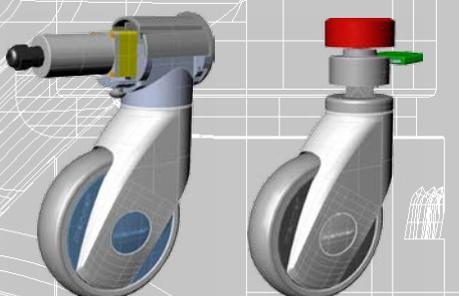
The operations of Manner UK have been assumed by H Varley Limited. The position of Varley as one of the leading transport castor distributors in Great Britain, Northern Ireland, and Ireland go back several years. Location in Altrincham, Cheshire near Manchester provides an excellent marketing and distribution channel.



Photo from left: Andrew Spring, Managing director, H Varley Limited - Gregg Pendlington, Partner, H W Corporate Finance - Tim Batten, Managing director, H Varley Limited - Dermot Rainsford, Operations manager, Barclays Business.

3D models at the website

3D models of the products listed in the web catalogue are now available at the Manner website.



FEEDBACK

Please provide feedback on our magazine, products, and services. We will also be happy to receive ideas about new content for Castor News (topics, readability, etc.).

Update your information. Send any address/contact information changes to: manner@manner.fi



Borringia A/S chose the e-SMART solution

The safety and versatility of use featured in the Integrated Care Chairs manufactured by the Danish Borringia A/S are complemented by Manner's e-SMART castors and castor locking systems.

The path to presenting the prototypes and integrating them into existing products involved several challenges that inspired the design and implementation of a solution that improves safety and well-being at work in the field of patient care. Borringia A/S, one of Manner's partners in the development of e-SMART supplies total solutions and care products in the field of lifting, transfer, and hygiene.

Market- and user-driven product development

The first stages of e-SMART go back to year 2004 when Manner started to explore the hidden market needs related to castor features as a base for the development of a new product. It soon turned out that the development work should be based on easy-to-use locking, safety in use, as well as economy in acquisition and use.

A couple of years later Jan Qvarnström, Head of Product Development at Manner visited Borringia to discuss specifications and ideas related to the development of a new product. The discussions supported an idea about a lockable medical equipment castor. This led to choosing Borringia as one of a total of four product development partners in the starting stage of the e-SMART venture. Together with these partners, the product development team of Manner continued the specification and e-SMART product idea.

Squaring the circle

Jesper Bruus-Jensen, Supply Chain Manager, and Chris Blaski, Development Engineer at Borringia A/S, challenged Manner with an idea they thought would be very demanding, if not impossible: "Could Manner develop castors with electrically operated central locking?" As a result of determination and commitment, Manner could inform the good news roughly one year later by asking Borringia to give comments on the new product concept called e-SMART.



Alto Care Chair, the only Integrated Care Chair in the world, in which all functions are electrical, is wheeled by means of Manner e-SMART. From left to right: Jesper Bruus-Jensen, Supply Chain Manager, and Chris Blaski, Development Engineer at Borringia A/S.

Integrating e-SMART as part of Borringia's Alto Care Chair has been welcomed by the market. "We expect this feature to set new standards in the field of hygiene", Jesper Bruus-Jensen and Chris Blaski say. After careful planning and implementation in line with customer requirements e-SMART has proven its most important features. It is reliable and safe to use, and it supports well-being at work – just as it was originally designed to be.



Manner importers abroad:

- **SWEDEN** • Manner-LAG AB, Huskvarna, tel. (08) 714 0880, info@manner-lag.se
- **DENMARK** • Soco Hjul A/S, Tåstrup, tel. (043) 525 566, info@socohjul.dk
- **NORWAY** • Otto Olsen A/S, Lillestrom, tel. (47) 638 908 00, post@oo.no
- **NETHERLANDS** • VE-Systems B.V., Nijkerk, tel. (033) 245 8334, info@ve-systems.nl
- **SWITZERLAND/LIECHTENSTEIN** • FTA Fahrzeugtechnik AG, Unterenfelden, tel. (062) 737 0404, verkauf@fta.ch
- **UNITED KINGDOM/EIRE** • H Varley Limited, Cheshire, tel. (0161) 928 9617, nthsales@varley.co.uk
- **FRANCE** • Manuloire S.a.r.l., Carquefou, tel. (0240) 251 700, manuloire@manuloire.fr
- **POLAND** • Manner Poland sp z o.o., Warszawa, tel. (022) 678 9951, adam@manner.com.pl
- **ESTONIA** • Etra Balti As, Tallinn, tel. (372) 601 2836, tallinn@etra.ee
- **HUNGARY** • Wicke Kft, Budapest, tel. (01) 339 9598, wickekerekek@freemail.hu
- **JAPAN** • Sugatsune Kogyo Co. Ltd., Tokyo, tel. (81) 3 3866 2267, okubo@sugatsune.co.jp,
- **ITALY** • LAG Spa, Modena, tel. (059) 585 425, sales@lagspa.it
- **RUSSIA** • JSC Technopolis, St.Petersburg, tel. (7) 813 703 10 10, tpolis@bk.ru