

Who do AMHSA represent?

With over 50 members designing, supplying and maintaining automated solutions, conveyor systems and associated equipment, AMHSA is committed to promoting excellence in the automated material handling industry in terms of solutions, after sales support, reliability and safety.

The Association is a leading authority in furthering the sector through its input into the drafting of European (CEN/FEM) and UK (BS) standards affecting the automated handling sector and maintains close contact with government organisations, HSE, BSI and FEM.

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Your Automated Handling System: A 12 point plan to get it right

Advantages of using an AMHSA affiliated company for your automated handling project

In association with AMHSA our members are committed to promoting excellence in the handling automation in terms of solutions, after sales support, reliability and safety, specifically:

- Maintaining a high standard of integrity in all working relationships
- Fostering the highest possible competence and expertise
- Complying with both the letter and spirit of the appropriate legislation
- Discharging any obligations to which they have agreed
- Rejecting working practices which might reasonably be deemed improper
- Ensuring the availability of appropriate training for staff
- Raising their own standards of professional competence by taking advantage of any training that may be made available
- Declaring any interest that may conflict with impartiality in contractual matters
- Not divulging any confidential information which may be received in the course of negotiations and not seeking to use such information to their advantage

By using an AMHSA member, you are assured of the highest levels of technical competence and service. Please feel free to visit our website to view our members and their specific competencies.

www.amhsa.co.uk



Phase I:

The material handling study

This is a phase of planning and analysis, at the end of which the purchaser needs to study the resulting report and make a decision on whether to proceed to the next phase.

1. **Plan early:** Start planning as early as possible for automation projects. This allows you time to consider growth, service and staff levels in detail. Procrastination over planning due to fear of technology, high capital costs, change of culture or possible service level reductions will only serve to aggravate the situation later on.
2. **Prioritise:** Having defined a business need to automate, your systems priorities must be set in terms of the three key factors of cost, quality and flexibility.
3. **Analyse data:** A comprehensive analysis of relevant data will need to be provided, with verification sessions at intervals during the design and implementation process, as well as at intervals after the system has gone live.

Phase II:

Outline design and specification

This phase may or may not be executed by the same company that undertook phase I. On completion of phase II, the purchaser will be fully informed of the recommended solution in detail and will know the total project cost.

4. **Allow for growth:** Agree and document the expected growth factor that will influence the design throughout the system's life.
5. **Understand functionality:** Ensure that there is full understanding of the functionality of Warehouse Management System (WMS) and the Warehouse Control System (WCS).
6. **Simulate:** Agree the scope of any simulation required, together with specified 'what if?' scenarios.
7. **Design for downtime:** Include in your design exception routines that come into play in the case of critical equipment downtime.
8. **Construct a critical path analysis:** As well as bar chart planning, build a critical path analysis showing the effect of planning data from all parties involved – such as civil works, services, functionality testing etc – with drop-dead dates shown and reviewed at intervals during the lifetime of the project.
9. **Set realistic targets:** Planning should contain realistic targets for design, build and implementation. Sufficient time should be allocated for commissioning, acceptance testing, operator training and so on.

Phase III:

Project implementation

Following competitive tendering in phase II, the purchaser will choose the contractor to implement the project. This may or may not be the same company that undertook the study in phase I.

10. **Choose suppliers wisely:** Select only respected subcontractors to form a team that is capable of supplying equipment that will meet the contractual responsibilities of the main contractor.
11. **Create partnerships:** Foster a partnership approach to your project, encompassing all parties involved in its successful delivery. Arrange team-building events and celebrate the achievement of key milestones.
12. **Allow for migration:** The customer should allow for migration from an existing system of working (maybe manual or semi-mechanized) to a new set of procedures for the automated system.

Phase IV:

Support services

The supply and implementation of a new system into a client's business also requires a commitment to provide all necessary support services to ensure the efficient operation of the system, and these services should be available for the lifetime of the system.

