

COMING OF AGE – THE EVOLUTION AT AVANTI



A PROFILE OF THE UK-BASED DESIGNER AND MANUFACTURER OF MATERIALS HANDLING SYSTEMS

Avanti Conveyors has produced bespoke conveyor and palletiser systems for nearly 30 years. Still family owned and run, they have evolved from simply fabricating conveying systems, to manufacturing and supplying high quality precision equipment, state-of-the-art software and intuitive control systems for materials handling equipment specifically for the global corrugated market.

With a reputation for technical excellence in their field, Avanti are well known for offering efficient, reliable and customised solutions to their customers in the UK, Europe, South Africa, Australasia and the Middle East, regularly achieving a 15% improvement in operational efficiencies.

As businesses continue to evolve in today's markets, Avanti remains with them every step of the way, transforming systems to meet customers needs and the changing nature of today's businesses. Taking a consultative approach and working in partnership with customers, the company design and enhance bespoke systems that are perfect for the individual site and ensures that systems are future proofed, delivering optimal performance for both today and tomorrow.

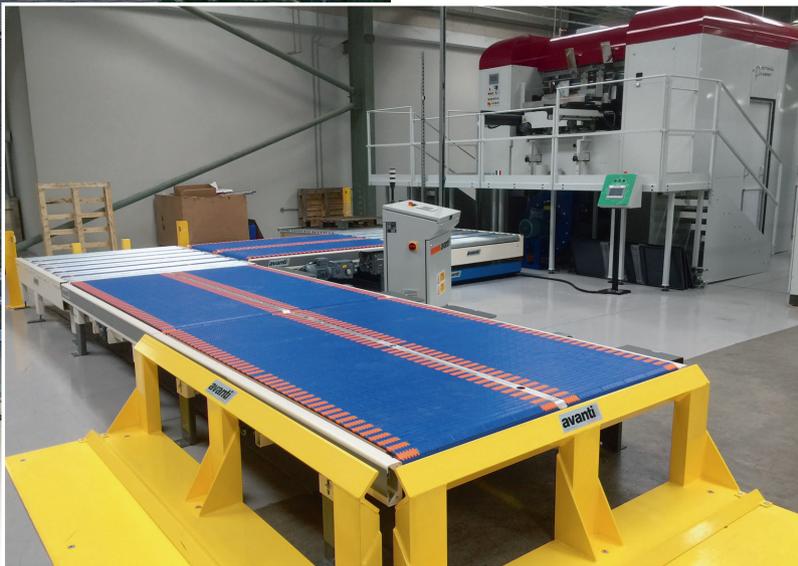
Along with improving operational efficiencies, their systems typically deliver an improvement in health and safety operations, reducing work in progress damage, maximising OEE and all aspects of converting machine outputs.

THE COMPANY'S SIMULATION SOFTWARE PACKAGE HAS BEEN A BEDROCK OF THE COMPANY'S REPUTATION

data collection and enables the customer to focus on availability, performance and quality.

The company's Simulation software package has been a bedrock of the company's reputation, enabling customers

to identify potential bottlenecks in their operations before making a significant financial investment, providing a striking visual representation of how a system will perform under realistic conditions and using real-life parameters.



Continuous Innovation

Always innovating, developing and improving products, current projects include Avanti App which controls and monitors conveyor systems from an Android tablet or iPad and provides real time tools for engineering troubleshooting; Avanti IoT (Internet of Things) which helps to improve production efficiency, safety and security by minimising unplanned factory downtime and the associated revenue loss; and Avanti OEE (Overall Equipment Effectiveness) which provides tools for analysing and increasing production by more effectively utilising the same equipment and labour. This determines bottlenecks using automated



COMPANY PROFILE

WORLDWIDE 24/7 SUPPORT AS AN ADDITION TO THE EXISTING OFFICE HOURS SUPPORT, PROVIDING AROUND THE CLOCK SUPPORT AND SPEED OF RESPONSE AT TIMES OF CRITICAL NEED FOR CUSTOMERS



Nick Brewin

Danos Damianou

This whole approach demonstrates Avanti's commitment to providing an excellent service from all areas of the business, including its departmental teams, to develop a closer link for both existing and new customers.

Ongoing investment

As a world-class business, the company continues to invest. A part of the evolution and armed with decades of experience in distributing many manufacturers equipment, Avanti turned its thinking to manufacturing and invested in their own production facility in the UK just over five years ago.

Investment in equipment has continued. A new fleet of vans have recently joined the existing logistics assets, while a recent moving together of the offices and manufacturing space extension means that the whole production facility is now linked together on one site, in one place. This move has given extra space to expand the design facilities, enabling customers to experience the newest addition to Avanti's well trusted simulation software and ensuring that they can respond even more effectively to customers needs and demands. It's not just investment in equipment either,

Service and Support

Avanti provides a trusted after-sales service, available to customers worldwide, headed by Harold Cushway and supported by a team of highly experienced installation and high-level plc engineers. The service team supports annual contracts that are designed to save customers money and give a great return on this investment. Other areas supported by the service team are:

- Critical spares lists, prepared in discussion with the customer for all their new installations;
- Tailored mechanical, electrical and software support service contracts to suit the customer's sites. Worldwide 24/7 support as an addition to the existing office hours support, providing around the clock support and speed of response at times of critical need for customers;

Easy to work with

Complementing Avanti's service levels and support team is a comprehensive project management service for hassle-free projects. The team has been further strengthened by the internal promotions of Pat Lyons and Garath Buckingham to Project Managers and bolstering of that team with Nick Brewin (formerly of Mosca UK), to ensure that every customer's product installation is precisely completed, exactly to schedule.

The software team is headed by Danos Damianou who has over 20 years' experience with Avanti and leads a team of seven system and software engineers, who between them speak English, Greek, German and French. All software is developed in-house with complete transparency for customers with the Clear Simple Operator Interfaces.

“ADDITIONAL INVESTMENT IN STAFF, CAPITAL AND TRAINING HAVE PROVIDED A DEEPER LEVEL OF CUSTOMER SUPPORT THROUGHOUT OUR PROJECT INSTALLATIONS”



**Avanti Sales Manager
Chris Parr and
Richard Henn**

it's about the people too. With a number of new appointments and continued support of young people joining the business starting their careers through the apprenticeship programme, Avanti are well invested for the future.

With the addition of Brewin in the projects management team, Avanti has further strengthened its commercial approach with the return of Chris Parr as Sales Manager. He has 35 years' experience in the corrugated industry having worked with SCA, Signode and of course Avanti. Parr has been adding to the sales team by bringing in further sales support for the Benelux area with the addition of Richard Henn who has 22 years' experience in the Benelux corrugated industry.

Simon Mander, Managing Director states, "Additional investment in staff, capital and training have provided a deeper level of customer support throughout our project installations."

Designed to support our Customers with their Customers

Avanti works closely with industry consultants NOA PRISM, who are

constantly monitoring the industry for changing trends in the market place. This means that Avanti is looking at market solutions for tomorrow's challenges

and understands the market inside out. The work that the company carries out is in close liaison with OEM machine suppliers such as BHS Corrugated, Mitsubishi, Bobst, Emba, Asahi, Celmacch, Tanabe and many others. The relationships are such that the OEMs are keen to work with the Avanti team – as the motto goes, 'Avanti are easy to do business with'.

In the last 12 months, the company has supplied systems across the globe, including Denmark, Holland, Israel, Australia, South Africa and the USA as well as the UK. Its client base includes the likes of DS Smith, Smurfit Kappa, Saica and Orora as well as many of the independent corrugated plants, both large and small. Amongst those newly installed systems have been new corrugator outfeeds, fully automated WIP systems, conversion machine materials handling and fully automated finished goods systems. One customer informed Avanti that his investment in its systems had made the highest capital return on an investment that he had ever been involved with in his 20 years in the industry.

Ongoing evolution

Mander has been the driving force behind Avanti, a path he began nearly 10 years ago. He is supported by a management team who have nearly 200 years' combined experience in the corrugated board industry and who are able to operate both with flexibility and speed due to the flat management structure, making decisions quickly and reacting to customers' requests and needs in a timely manner. He concludes, "We have made some great strides over the last few years, both with our new and growing team, as well as with our advances through investments. Big steps forward like our new manufacturing facility and our new agreement for supplying automatic storage and retrieval systems, sets us up well to continue the evolution. We are about to make yet another investment announcement very soon." ■



Simon Mander