



Celebrating 30 Years

Avanti Conveyors are well known for continuous development and pushing the boundaries of excellence in materials handling solutions. Designing and manufacturing in the UK and supplying around the globe, the business has grown from strength to strength over the last 30 years. 2017 saw a record year in sales as the business grew its sales line and customer base.

Beginning in 1988 as Pentek, the management team have nearly 200 years' experience serving the corrugated industry. That's not to say that Avanti rest on their laurels – continuous development is at the heart of everything they do.

The new Pegasus Separator Palletiser was unveiled at the FEFCO conference in October 2017 and the first machine will ship in 2018. However, it is not just new products that are at the heart of Avanti's development programme. They continue to develop and invest in existing products whenever they see the need for improvement. Examples are the Stedistak conveyors (now on upgrade 6), the Load Palletising Device with chain driven conveyor for improved load positioning accuracy and Plug and Play electrical connections for quicker removal of conveyors (where regular access is required).

Another recent example of development was the redesign of all plastic belt Bi-Directional Conveyors, following consultation with a customer on the other side of the world who had requested that the frames be made more modular. The customer

had suggestions for easier access, which were quickly evaluated and incorporated into a re-design with drawings made within the day to both the customer's and Avanti's satisfaction. This new product design then became the new Avanti standard – until further continuous improvements can be made.

Simulation improvements is another development goal and they are currently working on a new simulation process to further enhance identifying the benefits between different system layouts. Simulation software helps customers understand that the smallest of changes in a layout can critically change the performance of a system. It's all part of the Added Value service that the company offer, which at the end of the day gives added value for the customer's product.

Customers who constantly return to Avanti do so with the confidence that they can see a good return on their capital investment. One customer recently commented that his investment had made the highest capital return on any investment that he had ever been involved with during his 20 years in the industry. These results help build solid long-term relationships with customers to drive Avanti's continuous improvement and innovation focus.

The core of their thinking is to optimise the customers' assets – on the face of it, customers do not always appreciate that materials handling equipment can add so much value to a product as it moves through the factory. However, because Avanti have the experience and knowledge

of their customer's workflow and products, they can offer great materials handling solutions that increase asset optimisation through increasing throughput speeds and reducing productivity costs.

The most recent innovation has been one of the highest capacity Finished Goods lines in the industry – successfully contracted at 220 loads per hour with twin LPD and Dual Fastpal Robot to accommodate speed and redundancy. This is excellent asset optimisation.

As the company moves into the future, they are looking to relocate locally to larger premises to accommodate their ongoing business expansion and implement further efficiencies in material flow. In 2018, they have already employed new starters in three departments – Projects, PLC Engineering and Sales Design. These changes, alongside the release of the Pegasus Separator Palletiser, mean that the next twelve months is an exciting time to be part of the growth of Avanti Conveyors.



Have you met the Design Team?



Danos



Chris



Andy



Simon

// Visit our website and let's arrange a meeting

www.avanti-conveyors.co.uk