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DLoG (UK) Ltd was formed drawing on the wealth of experience from Symonds DMS, Sandvik Coromant and Sandvik Automation, resulting in an organisation with 20 years experience across all areas of CIM. With the introduction of the first industrial PC in 1990 DLoG have vast experience in the development of this type of hardware. Current products extend from touch screen industrial PC's (IPC) for displaying CAD data and work instructions in factories to the Mobile industrial PC terminals used in vehicles extensively in the logistics and warehousing sectors. Supporting the delivery of your essential business information direct to the operator at the point of use, coupled with the ability to schedule and record the movement of work through the plant enables DLoG solutions to provide key information to employees at all levels to drive down costs and lead improvements in efficiency and productivity. The high quality of our software and hardware enables us to supply and support customers in the successful implementation of even the most demanding computing infrastructure.

## Diversity of application of DLoG hardware



TNT is a world-leading provider of express delivery services

Dependable performance has been a key factor in TNT's growth from a family transport company in the 1950s to the UK and Ireland's leading express delivery company with an annual turnover of more than £800 million. It is a core value that permeates the whole organisation and unsurprisingly, it was also an important criterion in the company's selection of DLoG MPC mobile terminals for deployment on tugs used to marshal articulated lorry trailers at the heart of its parcel sortation operations.

"TNT's seven-day-a-week operations are centred on providing a maximum 24 hour delivery cycle for everything we handle. That means processing hundreds of thousands of individual packages from 65 regional offices every day," says systems support manager Mick Spragg. Controlling the movements of trailers that arrive from all over the country is at the heart of the company's operations.

An initial RF based solution using rugged terminals mounted in the tug cabs proved to be unable to withstand the punishment they endured in service, none of them lasted for more than a year. It was a problem that Dave Cantrill, TNT's plant and maintenance manager for sortation systems was acutely aware of. "Given our previous experiences, durability was certainly one of our key evaluation criteria – as was vendor support," says Spragg. "Other important factors included build quality, equipment cost, warranty and fitness for purpose.



"We confidently expect the terminals to achieve the five-year target service life we've set for them."

"Right from day one, we were impressed by the support we received from DLoG during the setup and installation phases of the test programme. Subsequently, we found that its MPC units represented the most complete package over the course of the 12 month programme." As a result, an initial 25 MPC terminals were fitted to tugs at TNT's four national sortation centres, with a further four units subsequently added to the fleet as business levels continued to grow at each site.

"With three years service in vehicles that complete a move every 40 seconds at peak periods, the decision to specify DLoG units has been entirely vindicated," says Spragg. "The units have proved to be extremely reliable during this period. The MPCs combine secure mobile computing power with simple touch screen commands – all housed in a rugged, IP67 certified package."

"We confidently expect the terminals to achieve the five-year target service life we've set for them. What's more, on the basis of their performance to date, we have already specified two new DLoG IPC 7 units with 15-inch screens for static applications. We're also planning to add two more MPCs to the tug fleet in the near future," says Spragg. "In a business where you are only as good as your last delivery, dependable systems are central to the company's ongoing success. Consistent hardware performance over a long service life not only builds confidence in the equipment, it ultimately underpins our ability to exceed our own customers' expectations."



## DLoG Office Relocation

The DLoG (UK) Ltd head office will be re-locating to Tewkesbury in March 2009. Customer service and support will not be affected during this time and opening hours remain the same. The move will be complete by the end of March prior to which time all customers will be contacted to officially advise of the change of address.

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## DLoG (UK) Ltd joins software division

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- Software Development
- New Area Sales Managers
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As you will be aware in May 2008, DLoG (UK) joined Seiki Systems as part of the Kenard Engineering Group. Over the past nine months we have been working hard to develop our strategy so that we are able to extend our ability to deliver innovative solutions and high quality services.

We strongly believe that the combined assets of DLoG (UK) and Seiki Systems will strengthen our position as leading UK suppliers of complete manufacturing solutions, enabling us to provide our customers with access to an extended range of products and support facilities. This is further reflected in the announcement that our continuing association with DLoG GmbH has led to the appointment of Seiki Systems as authorised distributors of the full range of industrial hardware.

We are also currently undertaking a technical training programme that will enable Seiki Systems engineers to provide a full range of support services for the DLoG product portfolio. The addition of four engineers based throughout the UK will ultimately enhance our product support capabilities.

If you have any questions regarding the acquisition of DLoG (UK) by the Kenard Group please do not hesitate to contact us:

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A DLoG Mobile Industrial Terminal

## Shape the future of your IT solution

As a valued DLoG (UK) customer, supporting your current and future manufacturing system requirements remains our highest priority and as such we are delighted to inform you that we are now jointly undertaking the development of the next generation product with our sister company Seiki Systems, which has over 16 years of manufacturing software development experience. With a design that has been strongly influenced by market experience and customer feedback and developed by our highly experienced technical team, this new version of software will incorporate modern technologies and deliver increased capabilities that will satisfy the dynamic challenges of manufacturing.

In order to make it even easier for you to provide us with valuable feedback, we have now introduced an online facility asking for your input into this process to ensure that future versions of software are in line with your needs. Simply fill in the short form on the Seiki Systems website and we will pass on your comments to our technical team for consideration. Although we cannot guarantee that suggestions will be incorporated into future releases, this is an ideal opportunity for you to help shape the future of your manufacturing system. We look forward to hearing from you!

Visit: [www.seikisystems.co.uk/develop/develop.html](http://www.seikisystems.co.uk/develop/develop.html)

If you have any specific technical requests relating to your current system then we would suggest that you email [support@dlog.co.uk](mailto:support@dlog.co.uk) directly.



## Action for Business

There are a number of bodies dedicated to helping UK businesses through the global economic downturn. BERR (The Department for Business and Regulatory Reform) is currently running an Action for Business programme: visit [www.berr.gov.uk](http://www.berr.gov.uk). Alternatively visit your local Business Link website which offers free advice and support both online and through local business advisors [www.businesslink.gov.uk](http://www.businesslink.gov.uk). Both websites offer advice on how to find government funded support.

### New Managing Director

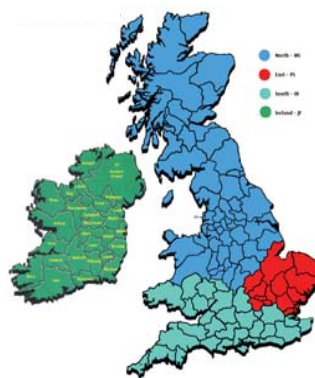
As well as continuing in his role as managing director of DLoG (UK) Ltd, John Davis will now also take on the position of managing director of Seiki Systems Ltd following the retirement of general manager David Trowell in September 2008.



## New Area Sales Managers

Working together with Seiki Systems, our plans and processes have been designed to ensure that employees of both companies represent our combined product range and focus on enhancing customer services, resulting in new area managers being appointed to all DLoG (UK) customers and in certain cases, some areas will be represented by our sister company Seiki Systems.

Your new area manager is available to ensure that your current needs are being met and that we can support any additional functionality that you may require. Your area manager will be in contact with you to discuss any of your emerging requirements, as well as to introduce our extended product range. Please do not hesitate to contact our Oldbury office or your area manager directly at any time.



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## Portfolio Expansion: DLoG ITC 7

DLoG (UK) Ltd has extended its portfolio of industrial computer technology with the addition of the new DLoG ITC 7. A lean 15-inch touch screen industrial client PC designed for 'thinner' applications the (ITC7 Industrial Thin Client 7) is ideally suited to applications such as data acquisition in assembly and manufacturing. The 'Thin' ITC7 expands the existing DLoG portfolio of robust industrial computers for applications where space requirements are at a minimum and for IT technical implementation options such as the use of browser technology for machine terminals. The ITC 7 unifies the advantages of a robust industrial PC with the low TCO of classical Thin Clients.

The DLoG ITC 7 has been designed for reliable operation in rough environments at low operating costs. The Intel® Celeron® M based system with 15-inch Touch Screen is protected against vibrations and - according to IP 54 - against dirt and water. The ITC 7 comes with a space-saving depth of only 70 millimetres and at the same time the robust industrial computer allows fast access to the housing protected interfaces. Thanks to the easy-access service lid, access to the service USB interface of an installed ITC 7 is simple and secure. USB devices such as memory sticks or input devices can be used quickly and in a straightforward manner. Even access to the Compact-Flash® card is effortless. New data can be transferred in a very short time or the system can be configured using an USB keyboard.

### Flat Housing with Easy Access to Interfaces

Implementing the DLoG ITC 7 enables robust and efficient systems solutions for the entire chain of data acquisition, visualisation and communication in assembly and manufacturing. "With its 15-inch Touch Screen, the newest member to the DLoG product family becomes the ideal product for secure and transparent work in demanding environments", illustrates Robert Vasenda, Product Manager at DLoG GmbH. "The combination of flat stable housing on one hand and protected, easily accessible interfaces on the other is on top of the wish list for many customers. With the DLoG ITC 7, we are positioning a device on the market in which these combined properties are offered with the outstanding level of quality, our products are known for", states Robert Vasenda.

The new DLoG ITC 7 device series is available from the first quarter of 2009. Test devices are available now. Further information is available online at [www.dlog.co.uk](http://www.dlog.co.uk)



Contact us now to request a copy of the new DLoG hardware catalogue which contains the full range of DLoG® industrial hardware products, solutions and applications

## Product in Focus: Seiki Scheduler

Finding a balance between the demands of meeting target delivery dates and managing workflow efficiently and economically can be difficult when relying upon manual methods to manage highly complex planning and interwoven scheduling procedures. To achieve a high level of visibility and control, real-time systems that relate to resources and operations provide a far more accurate picture of the current status of production on the shop-floor on which to base key planning decisions. A graphical appreciation of the work load across the facility is a significant advantage in a competitive market that demands flexibility.

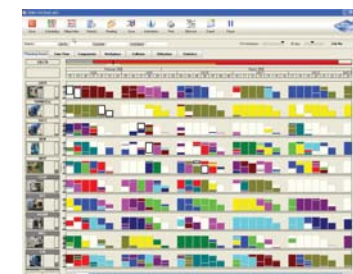
Seiki Systems real time finite capacity graphical scheduler can interrogate any external data source such as ERP/MRP to establish the target planned completion dates and the number of parts required for each works order. It schedules each works order according to the scheduling rules, current work loads and available capacity and creates a synchronised work-to-list for each individual resource. Re-scheduling can be achieved with simple drag-and-drop, which displays the total potential 'ripple' effects of any single change or multiple changes via an easily identifiable traffic light system. This results in a predictive and proactive approach to the whole production process, ensuring that the priority delivery dates are optimised and met. The ability to share vital production information across the organisation is becoming increasingly critical and as such the Scheduler can also be used in conjunction with a number of optional modules that are specifically designed to manage the dissemination of information to the shop floor and collection of data for subsequent analysis.

**A steep increase in ongoing business placed Integrated Hydraulics Limited under pressure to deliver its products to demanding deadlines. To help meet these demands the company turned to Seiki Systems to supply its planning and scheduling package.**

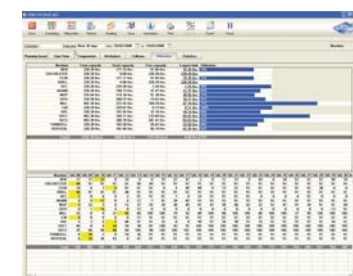
Based in Leamington Spa, Integrated Hydraulics is a global leader in the design, manufacture and supply of hydraulic screw-in cartridge valves and integrated electro-hydraulic control systems for numerous business sectors. With a total of 280 employees, there are 42 staff working in the machine shop split over three shifts. Senior production engineer, Tony Cave, says: "With no real visibility of what was being made, orders went into the machine shop and people worked on an infinite capacity plan to try and fulfil them. Two senior staff attempted to work out what was going through the workshop and in what order, using an Excel spreadsheet which tended to reflect past performance and/or hopeful targets. Effectively nothing was done on time because there was always too much to do." To address this the decision was made to invest in the Seiki Scheduler to provide a transparency of data so that everyone involved could see what was happening in real time. The new software had to work in conjunction with the existing Sage Line 500 ERP system as well as capture data from the various machines' controllers to provide a status check and analysis for engineering improvements.

When the system was first implemented the company was chasing 97 different orders that represented around 120 items, which in manufacturing terms were more than one week late. Now there are just nine that are overdue. Better scheduling has reduced the number of set ups and brought the late deliveries under control. Each upset customer is potentially worth the whole of their contract so removing this concern has very tangible benefits. Also, the 120 items that were previously late had a value of around £150,000. With the reduction of parts due down to nine the value of the late parts has been cut to around £10,000. This will reduce further as the accurate scheduling is now starting to allow the machine shop to get ahead of the order list, providing cost advantages to the whole business. Clear and accurate information about the manufacturing operations has allowed the company to move towards a 'machine just in time to meet the order' methodology. Not fighting fires has provided a clear vision of the capacity and therefore delivery, it has also reduced the need for overtime to try and catch up with the backlog of late orders, removing an additional cost that was coming straight off the bottom line. It also provides around 20 per cent extra spindle capacity due to overtime capacity being available so that sales can be increased with new business opportunities.

The cost of the investment was relatively small compared with the rewards that Integrated Hydraulics is receiving and there has been significant commitment in terms of time and effort from the production engineering department to ensure that the full capabilities of the system, including real-time feedback and reporting facilities, are utilised in order to support ongoing continuous improvement strategies.



Graphical Planning Board



Resource Utilisation Analysis

Contact us to receive a copy of the Seiki Scheduler brochure or view the product demonstration video online at [www.seikisystems.co.uk](http://www.seikisystems.co.uk)



Tony Cave uses Seiki scheduling software to keep track of production