

Quality feature and sign for high-value products. The partners of the Rolling On Interroll program have marked their solutions with this label.



Efficiency and excellence

“Rolling On Interroll”: This worldwide program got the starting signal from the Interroll Group in March of this year.

Rolling On Interroll is a program that aims to make users aware of the crucial importance of qualitatively high-value core products such as drives and rollers for mechanical and systems engineering.

“With Rolling On Interroll, we would like our clients to profit even more from our competencies. This can happen through exclusive training sessions at our academy, group workshops with our product managers, or additional benefits familiar through other loyalty programs,” explains Jens Karolyi, Senior Vice President Corporate Marketing & Culture of the

“Interrolls nya kundsatsning Rolling On Interroll vill vassa företagens kunskaper om kvalitet.”

mynewsdesk, Sweden

Interroll Group, about the new customer program. “The program is designed primarily for mid-sized OEMs and system integrators who, out of a certain conviction, use our products in critical applications.”

From the beginning, Rolling On Interroll received very positive feedback from customers and a global press response, from China and Italy to the United States.

Statements from several Interroll customers, each a premium partner in their specific area and region, confirm this. At the same time, this is a small European tour

to leading companies, specialists in the field of internal logistics, from Spain to Turkey.

“We are proud to be a part of the Rolling On Interroll program.”

What is it that distinguishes the Rolling On Interroll partner companies? First, of course, the long and successful cooperation, for example with the Swiss company Flück Fördertechnik AG, but also—and Flück demonstrates this too—a shared philosophy and motivation: “At the heart of our work is the customer’s overall benefit. We consider our service to be fulfilled when a perfect solution has been provided, implemented smoothly with precise timing, and able to be run with maximum operational availability.” For CEO Peter Flück, it is not only the product quality that is important but also the brand Interroll, which is now becoming visible for his customers with the new initiative: “We are proud to be a part of the Rolling On Interroll program. This brand conveys competence and quality and hence a value that we make visible and can pass on to our customers” Actually, according to the representatives TAVIL, Spanish technology leader in

automatic multiformat packing lines, Interroll’s strategy is not so very different from their own. Because for both of them it is not only about the development of a good relationship between customers and providers but also about a functioning partnership, in order to meet the demands of the present as well as to be successful in the future. Respect and mutual trust are the basis for a shared story of success, as is impressively confirmed by the profitable growth of both firms. And so TAVIL and Interroll have for years been bound by more than a simple client-supplier relationship. “Thanks to Rolling On Interroll this relationship will be strengthened even further,” confirms Ramón Róvira Brugueras, Managing Director of Interroll España SA.

“Interroll Launches New Customer Programme”

Logistics INSIGHT ASIA, China

The same can be seen in the case of Somefi a specialized French producer of conveying systems and modular handling designs. Interroll is very pleased that Somefi is supporting the Rolling On Interroll initiative. Somefi’s claim, “Keep

ROLLING ON INTERROLL
... drafted for our partners



EXCLUSIVE
Selected partners



WIN-WIN
Exclusive advantages



COMMUNITY
International network

HERE IS A SELECTION OF OUR MOST RECENT ROLLING ON INTERROLL PARTNERS:

CH Flück Fördertechnik is an independent Swiss company that works in intralogistics and manufactures specialist machinery and equipment. We combine our own products with best-in-class bought-in components (system partner KUKA Robotics) to produce first-class systems.



CZ SMARTLOG s.r.o. is a company focused on conveyor systems for horizontal and vertical transport, storage systems, and process automation.



CZ The core competencies of LOGSYS spol. s.r.o. include the design, manufacture and installation of conveying, handling and storage systems. The main target groups are express parcel services, distribution centers, industrial applications and airports.



ES TAVIL offers the best guarantees to improve your production process by reducing cost and increasing production. TAVIL equipment technology is based on multiformat systems with automatic changeover and can be rapidly adapted to meet the continuous changes of the packaging market requirements.



on rolling” already suggests how close and successful the business relationship between the two firms has been for years. And, with a wink, they say in Marseilles that their own motto —“The best product at the right time and just in time”—could just as easily be applied to Interroll.

“It’s a privilege for us to be part of the Rolling On Interroll program.”

One partner who is equally impressed by the Rolling On Interroll program is Gelmini Macchine Srl. For the food specialist, a close collaboration with the Interroll Group is crucial – especially when it comes to their growth strategy. In addition to equipping machines with Interroll drum motors, the program offers the opportunity to gain a global presence across all of Interroll’s communication channels.



Gelmini, a specialist in food processing in the Italian “Food Valley”, also relies on Rolling On Interroll.

The late 1980s saw the company begin manufacturing vacuum packaging machinery and, within a short time, they became established as a leading supplier. From machineries for packaging of products for the food industry, the firm went on to producing machines for processing ham first, and later on cheese, two sectors that gained the firm an outstanding position in the international market.

As a systems integrator, Dedem Mekatronik has successfully implemented a number of automation projects in recent years and is famous in Turkey for absolute reliability and quality. That links Dedem to Interroll, as CEO Raşit İmrenci explains: “For us, Rolling On Interroll is an important assurance of quality for our clients as well and confirms our focus on delivering the highest quality in each individual project.”

A GUEST OF THE “SAUBER F1 TEAM”

With Kaufmann Systems AG

Following the motto “business friends meet up to learn from the best,” Interroll, together with Swiss Rolling On Interroll partner Kaufmann Systems AG, visited the Sauber F1 Team at their headquarters in Hinwil, near Zurich. Innovation and product development were core themes, for which the Sauber engineers provided an intensive exchange of knowledge and stimulating discussions. They also offered a fascinating look behind the scenes of the world of Formula 1 and into the high-tech development work that must be performed in a racing stable and innovation lab.

A short trailer about this extraordinary event can be seen on the Interroll YouTube channel.



This is an aim that is pursued as well by a young and dynamic company like Smartlog in Kyov. Speed and reliability are essential; and conveyor rollers are decisive for Smartlog’s conveying systems, because they have a significant influence on throughput and operational availability. “The Rolling On Interroll program is an excellent opportunity for us to show our clients that our systems are built with high-value components,” says CEO Martin Kulheim. When the Greek Zenon Automation SAICT company heard of the Rolling On Interroll program, it quickly perceived a genuine win-win situation: “Rolling On Interroll is a sign of quality that is very important for us,” says Dr Evangelos Theodoru, the Zenon CEO: “We are responsible for complex projects and deliver turnkey solutions to our clients. We are proud of our record of success and of our market-leading position, but we know that, in order to stay competitive, we need strong partners like Interroll.”

“We absolutely need reliable partners like Interroll in order to be successful in our projects.”

“For us, it’s a privilege to be part of the Rolling On Interroll program,” is what they are saying at Trasing, a leading Serbian systems integrator and long-standing Interroll client. Because of their market position, their vision, and their shared business relationship, it soon became clear that such a partnership would make sense for both parties.

For Rolling On Interroll partner LOGSYS spol. s.r.o. in the southern Moravian town of Břeclav, Czech Republic, the emphasis is on the latest conveyor technology and intralogistics: With the increasing importance of e-commerce, the big players in the courier, express and parcel sector are increasingly reliant on supply chains and

the maximum operational availability of their material handling systems. As a renowned provider of tailored conveyor systems, LOGSYS is able to guarantee the highest operational production availability, thanks in part to core Interroll products, such as conveyor rollers and drivers.

The last stop in this Rolling On Interroll tour is Istanbul. In this expanding marketplace and at the pulsating interface of Europe and Asia we find ILA, an Interroll partner since 2007 and a young, dynamic company that provides consulting in the area of automation and, thanks to innovative solutions particularly in logistics but also in other areas, helps its clients keep a step ahead of their competitors in terms of technology. The company owner, Özgür Akin, expressly emphasizes the value of this partnership: “For our roller conveying systems, we rely on rollers and the 24V RollerDrive from Interroll. We absolutely need reliable partners like Interroll in order to be successful in our projects. That’s why we’re proud to be a Rolling On Interroll partner.

Rolling On Interroll: The success tour continues! •



WANT TO KNOW MORE ABOUT ROLLING ON INTERROLL?

Visit our website:
www.rollingoninterroll.com
 or send an e-mail to Franz Schöpf, the Program Director
 (f.schoepf@interroll.com).

FR SOMEFI is a specialized French manufacturer of conveying systems and modular handling designs. More than 40 years of experience and more than 2,500 product references speak for themselves. Everything is produced in steel, stainless steel or aluminum—with Interroll key products.



www.somefi.com

GR Zenon Automation SAICT, a Greek packaging company, has been a successful player in international markets for 27 years. They specialize in design, construction, integration, commissioning as well as support for automated solutions.



www.zenon-robotics.com

IT Thanks to their central position in the heart of the Italian “Food Valley,” their knowledge of the food industry sector and the professionalism of their employees, Gelmini Macchine srl. has been able to adapt its production range to market requests, often anticipating them.



www.gelminimacchine.com

RS TRASING, a Serbian market leader in the manufacture of conveyors as well as in design of handling solutions, has for more than 30 years been creating innovative, customized solutions, from individual conveyors to complex conveyor systems.



www.trasing.co.rs

Success story from Rolling On Interroll partner Incas S.p.A.:

Transmec— a warehouse in constant evolution

By Franz Schöpf



The Transmec Group is a 4PL logistics company, operational in all primary markets worldwide with its 40 strategically located offices, providing all-round service. Cellular Italia, a company from the Emilia region, specializes under the brand Cellularline in the production and marketing of accessories for smartphones and tablets, which are distributed globally in more than 60 countries.

At the logistics center in Campogalliano (MO), with over 40,000 square meters of warehouses, Transmec led the logistical process for Cellular Italia into becoming a distribution platform that directly served the Italian and European markets.

But increasing demand required a re-organization of the warehouse, a complete revision of the layout and the processes along the entire logistics chain. The primary objective was to ensure a higher quality of service, increased productivity and a lower level of error.

A comprehensive new plan
Six thousand square meters of the Campogalliano platform have been completely re-

“The great potential of the implemented solution offers new opportunities.”

configured. Half of the surface area is used for intensive storage of goods, with traditional double-sided shelves, while the remaining 3,000 square meters are a picking area equipped with single-sided shelves as well as live storage lines with pick-to-light equipment and an automated handling system directed to the packaging lines.

The outbound is divided into two main zones: one channel for ready-to-ship items, which ensures the transport of entire packages mainly for the foreign market, and the channel for picking loose pieces. The latter is divided into two

zones: picking of high-rotation items and RF picking for low-rotation items. The Incas WMS Easystor Software provides for the calculation of the volume impact of orders and splits them by type. When picking has been completed, the package is conveyed onto the roller machine to the packaging lines, where it is weighed, taped, strapped and labeled.

The bottom line

From the beginning, the project has been directed with precisely defined objectives, which were achieved with the solution implemented: greater flexibility, better performance, high potential and zero errors. The new flow configuration has revolutionized picking activities: The time once used to move goods has now become productive hours. Thanks to longer, zero-pressure accumulation conveyor lines, the real flows (i.e. flows that are not constant) can be managed with the handling system over the entire work time and without any goods recirculation.

Additionally, the software dynamically modulates, balances and optimizes the work load in the picking bay, according to requirements. This means that the lo-

gistics structure is not only a valid support, but also provides new incentives for the customers: the great potential of the implemented solution offers new opportunities and new impetus to even more ambitious targets.

Accordingly, Incas S.p.A., the systems integrator for this project, chose the trusted products of Interroll to implement this project: conveyor rollers, 24V RollerDrive, belt and roller conveyors, accessories and appropriate controls. Product quality, delivery times, and the support from the Interroll team in Italy were the most important reasons for this decision. •

“Interroll provides a new seal of quality”

MM Logistics
Germany

TR As a solution partner, warehouse consultant or systems designer, ILA in Istanbul guarantees the provision of a proper business analysis, complete with concepts and solutions best suited to the needs and interests of the client.



www.ilatr.com

TR Dedem Mekatronik, founded in 1995, provides mechatronic systems for production and assembly lines for the entire system life-cycle: from a plan with a 3D simulation to mechanics, mechanical and electrical schematic design, software engineering, production and installation, training and maintenance.



www.dedemmekatronik.com

IT Incas started in 1981 in Biella, a territory with a strong entrepreneurial and manufacturing vocation, traditionally orientated towards innovation and excellence. Today, Incas is a leading group in logistics and distribution, with a strong national and international presence.



www.incasmgroup.com

