

160+
EXHIBITORS

8-11 OCTOBER 2018
HAMBURG MESSE, HAMBURG, GERMANY

POST-EXPO 2018

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INCLUDING
**World Postal
Business Forum**

IN ASSOCIATION WITH



UPU

UNIVERSAL
POSTAL
UNION



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8, 9, 10, 11 OCTOBER 2018

HAMBURG MESSE, HAMBURG, GERMANY

3,000+

visitors expected,
from more than
100 countries

Four Days

Four Conference Days - 8, 9, 10, 11 October

Three Exhibition Days - 9, 10, 11 October

UPU Day - 10 October

POST-EXPO 2018 CELEBRATES ITS 21ST YEAR IN STYLE WITH WHAT WILL BE THE BIGGEST CONFERENCE LINE-UP IN THE EVENT'S HISTORY

Spanning four full days for the first time and with 150+ speakers confirmed (up from a previous best of around 100), there really is a superb line-up of content and industry expertise, creating a truly inspirational event for the world's postal industry leaders and experts. Add to this the fact that the expo is brimming with next-generation technologies for the last mile, plus all the latest parcel delivery and returns concepts and iterations of pretty much everything for parcel and mail delivery, and you have countless good reasons to be putting the dates in your diary.

The exhibition is open from Tuesday morning on 9 October, through to Thursday late afternoon and the conference is running for the extra day, starting Monday, 8 October for four days. Wednesday, 10 October is UPU day, with the promise of some unique content arranged by UPU, plus as the day goes on the presentation of the Postal Technology International Awards for innovation and excellence accompanied by a drinks party in the exhibition itself – this will be open to all visitors.

POST-EXPO was first staged in Hamburg in October 1997 so it's 'coming home' with a best-ever event!

Postal and Parcel Technology International Awards 2018

The results of this year's awards will be announced on 9 October during an awards ceremony on the exhibition floor. The results of the PostalPitch startup competition will also be announced. Details opposite

Product launches not to be missed!

Page 5 **Apsolutni Dizajn's** new line of eBikes
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Page 11 **The Information Factory's** [i]-platform software solution

150+

expert speakers at
the conference

postal
and parcel technology
INTERNATIONAL
Awards 2018

New technology showcase

What: PostalPitch and Startup Day

When: Tuesday 9 October, 09:15-17:00

Moderators: Bernhard Bukovc, chairman, Postal Innovation Platform, and John Callan, co-founder and managing director, Ursa Major Associates

In this session Postal Innovation Platform (PIP) and POST-EXPO stage an innovation jury, in which startups present their products and solutions that have the potential to change the postal market or even create a new sector. Delegates will have the opportunity to learn about these innovations, with startups getting five minutes to present their innovation and a jury discussing with them for another five minutes. This will allow delegates to hear about many innovations in one condensed format, with a jury analysing the value and potential of those innovations. At the end of the session, the jury will select the startup that offers a product or solution that best corresponds with the award criteria. The winner will receive an award during the Postal and Parcel Technology International awards ceremony. The award-winning startup will get a unique opportunity to present its product or solution to the experts of Swiss Post.

Bernhard Bukovc talks in more detail about the competition and why engaging with startups is important for the future of the postal sector.
www.PostalandParcelTechnologyInternational.com



Gröninger Privatbrauerei

The Gröninger Privatbrauerei is one of Hamburg's oldest breweries and brews its own Pils. Food ranges from small, tasty snacks with home-baked bread to homemade specialties such as roast suckling pig or pork knuckles.

Address: Willy-Brandt-Strasse 47, 20457 Hamburg

From exhibition centre: 3.4km (2.1 miles)

Cuisine: German

Opening hours: Mon-Fri 11:00-24:00;
Sat 17:00-24:00; Sun 15:00-22:00



Telescopic conveyors

Berrmak has more than 20 years' experience in the design and manufacture of telescopic conveyors for loading and unloading operations and has now reached a production capacity of eight telescopic conveyors a week.

The company will be showcasing its latest product offering, the LOADERR telescopic conveyor system, giving visitors to the stand the opportunity to learn how the standard belted loader

telescopic conveyor can be implemented in their automatic sortation systems.

The company also offers a range of other belted gravity roller and bending telescopic conveyors, and will be moving its business to an 8,000m² (86,000ft²) plant in the future to ensure it can keep up with demand.

Berrmak
Stand B3.200

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Cargo stairclimbers



SANO revolutionises the transportation of heavy cargo by producing ergonomic, practical and cost-effective solutions for the carriage of cargo over stairs. The company specialises in the development and manufacture of portable battery-powered stairclimbers called LIFTKAR (HD, SAL or MTK) that make it easier to transport loads up and down stairs. The LIFTKAR stairclimbers are light weight, handy and easy to operate, and provide an ideal solution for the last-mile delivery of heavy loads.

Visitors to the SANO stand at POST-EXPO 2018 will see how effortlessly and ergonomically various cargo can be transported up and down stairs with LIFTKAR stairclimbers. The battery-powered stairclimbers offer an ideal transportation solution from the delivery vehicle to the required final location along paths and corridors. All LIFTKAR cargo stairclimbers are easy to use and their light weight means they are easy to transport.

SANO
Stand B1.420



Money management

From bespoke cash drawers and mobile solutions (NetPRO and BluePRO) to the SMARTtill Intelligent Cash Drawer, APG delivers innovative technologies that enhance efficiency and security at the point of sale (POS). On stand B2.171 the APG team will showcase its postal cash drawer range that is used in post offices in the UK, France and Belgium.

New for 2018, APG's Key Pad Cash Drawer range offers several products with different security levels to ensure that both checkout staff and cash are protected. The special design of the cash drawer incorporates a hidden security storage box with controlled keypad access and special time delay to maximise security.

Also on show will be the NANO with NetPRO/BluePRO, a compact cash



drawer with a table-based EPOS solution using NetPRO or BluePRO. The NANO is ideal where space is limited and where mobility and flexibility are key.

APG's SMARTtill will revolutionise the way cash is managed, tackling handling issues and reducing cash loss. It is able to automatically count the coins and notes in the drawer itself, within seconds of it being closed.

APG Cash Drawer will be sharing its stand with its strategic partner Citizen, so visitors will also be able to experience advanced label, POS and mobile printers.

APG Cash Drawer
Stand B2.171

High-speed sortation

With the upsurge in e-commerce, many postal service companies are seeing a huge increase in the number of parcels they handle each month. Conventional cross-belt sorters have great difficulty processing many of these parcels because they are lightweight, and of various shapes and sizes that roll around on the conveyor.



Such packages are no problem for EuroSort's split-tray sorters, which are ideal for mixed mail. The solution will be on show throughout POST-EXPO 2018, alongside the company's robot arm, which will show the technical possibilities for picking from boxes or totes and inducting in the sorter machine automatically.

The EuroSort split-tray sorter is suitable for users who require a high degree of flexibility due to a high throughput and variety of product sizes and shapes. The machine is well suited to the postal, parcel, retail, e-commerce and electronic industries.

EuroSort also offers dual split-tray sorters as well as twin push-tray sorters as well as a range of possible exit and chute configurations.

EuroSort
Stand B3.120

**NEW
EXHIBITOR**

Electric delivery

Garia Utility will be exhibiting for the first time at POST-EXPO 2018, showcasing its range of compact electric vehicles that combine reliability, ergonomics and zero emissions with comfort, functionality and design. The Scandinavian company will showcase its full range of postal service cars, including models from its recent PostNord utility fleet.

Visitors to the Garia Utility stand will experience the innovation behind the company's utility vehicles and will see the special features developed specifically for postal services. The company will provide interested parties with a hands-on interaction with the vehicles and staff will be on-hand to talk in-depth about the mechanics behind the postal car.

Garia Utility
Stand B4.242 / B4.248



UPU | **UNIVERSAL
POSTAL
UNION**

Global gathering

What: World Postal Business Forum

When: Wednesday, 10 October

Who: Universal Postal Union (UPU)

Organised by the UPU, this is a key highlight of POST-EXPO 2018. The session attracts CEOs and senior management from posts around the world. Key topics to be discussed this year include big data, the movement of dangerous and prohibited goods, addressing public relations issues, and crisis communications. Tripp Brinkley, postal security programme manager, talks exclusively to *Postal and Parcel Technology International* on page 32 of the latest issue about posts' role in preventing the movement of dangerous goods and keeping their postal workers, as well as the wider society, safe.

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Amazon workshop

What: Understanding Amazon means winning in the last mile

When: Tuesday, 9 October, 14:00-17:00

Who: Marek Rózycki, managing partner, Last Mile Experts, and Ian Kerr, founder and host of the Postal Hub Podcast

This interactive workshop aims to inform posts on how to be 'Amazon ready' in their respective markets. It will address whether Amazon is a threat or an opportunity, and how by creating the right business model, posts can work with the e-commerce business to increase their network and volumes. Rózycki draws on his experience as VP of Logistics Europe for Amazon to help postal and parcel executives understand how the e-commerce giant works. Learn how Amazon-style thinking can help your business work – or compete – with the world's most successful e-commerce player.

To find out more about the Amazon challenge, read an exclusive article written by host Marek Rózycki in Postal and Parcel Technology International magazine






Restaurant Haerlin

This Michelin-starred restaurant is set in the prestigious Fairmont Hotel Vier Jahreszeiten and offers modern and creative menus based on classic French gourmet cuisine. Pre-book a table at the window for a view over the Inner Alster Lake.

Address: Neuer Jungfernstieg 9-14, 20354 Hamburg

From exhibition centre: 1.8km (1.1 miles)

Cuisine: French

Opening hours: Tue-Sat 18:30-21:30

Digital communications

Francotyp-Postalia Germany will be showcasing its AllInOne product line, which includes its online mail portal WebBrief24, a browser-based digital post room without ongoing fixed costs or additional hardware or software; Mailroom24 Cube, an out-of-the-box server that is integrated into the client's network, making it ideal for professional hybrid mail systems; and Mailroom24 Enterprise, a fully grown server-based system that can optionally run on premises, ideal for large mail senders.

The company will also demonstrate its cloud-based digital signature solution, FP Sign, which allows businesses to sign contracts, official forms and other documents in compliance with legal requirements and exchange them online between recipients with just a few clicks. FP Sign sends documents via data centres certified by the German Federal Office for Information Security (BSI), and the software is eIDAS compliant.

Francotyp-Postalia Germany
Stand B1.415

Exhibitor interview

Bastian Schilling, marketing and project manager, GIRO



What are you showcasing at this year's event?

Maintaining operational efficiency while meeting growing market demands is an important challenge for posts. Finding the right balance between stability and flexibility is key. GIRO will be showcasing its dynamic-planning solutions to help posts achieve these goals, as well as its GeoRoute Operations web application for dynamic decision-making at delivery-office level.

Tell me more about your products.
GeoRoute is a suite of powerful software products to support postal

operators' entire planning and optimisation process, from strategic long-term planning through to dynamic adjustment on the day of operations. GeoRoute provides tools ranging from a daily workload dashboard for depot managers, which enables them to identify possible operational problems in advance or adjust solutions dynamically when problems arise, to a mobile application specifically designed for delivery personnel.

What are the main benefits?

GIRO's solutions enable its clients to substantially reduce costs per product on the last mile. Benchmark tests as well as evaluations from our clients have demonstrated savings of 5-15%. As a result, GIRO is the market leader in route planning and optimisation software for the postal sector. GeoRoute is used by some of the world's best-performing posts, including bpost, Canada Post, Deutsche Post DHL, La Poste, Royal Mail and Swiss Post.

GIRO
Stand B2.435



Optical character recognition

Mailroom Assistant has launched its new, lightweight desktop optical character recognition (OCR) device family that are designed to utilise the Mailroom Assistant infrastructure to make the postal process more efficient and user friendly. mSorter OCR Light is a desktop OCR station for registering and sorting letters and small parcels.

The new solution is equipped with state-of-the-art OCR already known from heavy-duty mSorters. However, the system is lighter and more portable. It still has the integrated weigh scale and support for various label printers and handheld barcode scanners.

mSorter OCR Medium is also a desktop device and at its best when registering Far-East e-commerce parcels. The large integrated scales device and connectivity make it an efficient tool for parcel registration.

Mailroom Assistant
Stand B3.255



Letter sequencing

The Apache Sequence is one of the world's smallest sequencing machines for small letters, measuring the same size as a large filing cabinet. But despite its small footprint, the machine is highly efficient and allows users to save a lot of time and effort in sequencing letters. Sequencing 300 letters in five minutes saves approximately €150,000 (US\$175,000) per year at a daily rate of 20,000 letters.

The Apache Sequence is manufactured by Compador Technologies, a German engineering company with vast experience in producing sorting machines and specialised software for independent mail services. This experience means the Apache Sequence can be integrated into several software interfaces such as SAP, CodX, easypost and Datomino. It contains two cameras, a barcode printer, a metal detector and a large touchscreen. If needed, Compador is able to adapt the size of the trays according to international demand.

Compador
Stand B1.340

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Conference speaker spotlight



What: Welcome to the first stock exchange in the postal world

When: Monday, 8 October

Who: Yannick Chevillon, CEO, Postal Stock Exchange

What is the Postal Stock Exchange?

PSE is the first real stock exchange in the postal sector. It has 21 members (including PostNL, Asendia, Royal Mail and Austrian Post) and a free-to-access database with more than 10,800 postage rates issued by posts, as well as their technical requirements, such as for prepaid postage and packaging. PSE is aimed at professionals issuing a minimum volume of 2,000 mailshots per postage.

How does it work?

PSE includes a postal operator-dedicated interface, which enables users to find the best possible postage options for their shipments. This is achieved by entering a few specifications, such as weight, dimensions, content, number of mail items per country, etc, into the system and then PSE generates the best choice of service providers. The solution was launched in 2017 and today it handles about one million items a month worldwide. We have about 3,000 visits per month from all over the world (85% from Europe).

What has feedback been like?

We have received extremely positive feedback, with PSE helping our partners expand their market reach. Our platform is open to all, so, for example, a customer based in Spain that has a mailing to the USA can use Czech Post if the rate is competitive. Each month we also send statistics to members so that they can see how they are performing in each market.

As a result of the success of PSE and the positive feedback we have received, we decided to create a special network in November 2017 called the Postal Operators Network (PON). This network is reserved for postal operators. The offer is the same as provided through PSE, but it offers special rates to members of PON.

What does the future hold for PSE?

We are currently working on the third version of PSE, which will be available in 2019. We hope to integrate a solution to enable users to sort their clients' address database. We also plan to enable users to dematerialise their shipments where possible so that everything is online and users are given the opportunity to print the mail at the final destination.

Why should people attend your presentation at POST-EXPO?

Attendees can learn all about PSE and its capabilities. We also hope to attract more members to join PON. PSE has great ambitions in the postal market.

Exhibitor interview



Jim Lambert, managing director, PostJet Systems

What are you showcasing at this year's POST-EXPO event?

We will be showing a number of printers from our range that have become the first choice for posts around the world for high-speed, variable data printing applications from stamp cancellation, through to 2D codes. We also will show our latest high-resolution technology, which can print at up to 600dpi and can be used in a vertical orientation for mailing, as well as sorting applications.

In conjunction with our parent company, Domino Printing Sciences, we have recently launched a new-generation

continuous ink jet printer, which is targeted at replacing obsolete route and tag code printers, resulting in significant savings in operating costs and improvements in reliability.

What are the unique selling points of PostJet's products?

Our solutions are innovative in their use of the very latest 'drop on demand' inkjet technology and our architecture has been developed specifically for the high-speed and demanding postal sorting environment. Our customers do not just buy an off-the-shelf printer from us; we work closely with OEMs and end users to tailor and optimise the right solution for the application.

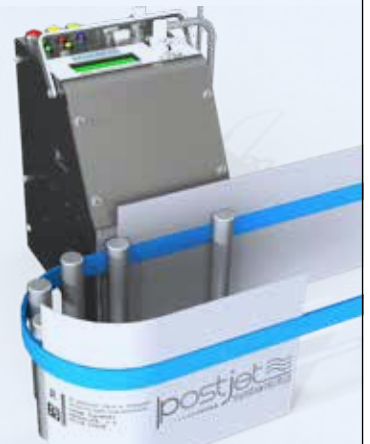
What new projects has PostJet undertaken?

We have recently been working with OEM partners to support major new sorting infrastructure in Australia and Switzerland and we are piloting our newest high-resolution printing technology with a major European postal authority. Our

involvement with private posts continues to increase and we have delivered numerous new installations recently.

We have also developed new cancellation inks to improve revenue protection for our customers. We expect to use the exhibition to discuss how we can assist our existing customers with this business critical issue.

PostJet Systems
Stand B2.345



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High-quality printers

Citizen Systems Europe, a manufacturer of high-quality label, portable, POS and photo printers, has launched a label printer. The CL-E321 transfer and direct thermal printer is fast, extremely compact, and quick and easy to load.

The CL-E321 delivers print speeds of up to 200mm/s (8in/s) at 203dpi, and uses standard full size, 300m (984ft) ribbons, up to 127mm (5in) in width, with 25mm (1in) cores. The cleverly designed ribbon holders smoothly load the ribbon from any angle, with arrows showing the winding direction to eliminate the possibility of error. Media can easily be loaded into the Hi-Lift 90°

wide-opening case, which incorporates a ClickClose closure mechanism.

The CL-E321 features LAN, USB and serial interfaces as standard, with full hardware and software compatibility. The printer can be operated remotely, with settings being adjusted via Citizen's LinkServer management tool.

The new CL-E321 printer also has a fully adjustable, locking media sensor that incorporates a label gap and black mark sensor, plus upper and lower tear bars, allowing labels to be removed in either direction.

Citizen Systems Europe
Stand B2.171

Electric bikes

Apsolutni Dizajn, a Croatian design studio with more than 10 years' experience in vehicle design and development, will unveil its new line of eBikes for postal and courier delivery under its new eVehicle brand.

The company will use its vast design experience to create more functional, recognisable and customisable bikes that offer a more stylish solution for last-mile delivery, according to Dario Dropcic, CEO of Apsolutni Dizajn.

"The innovative approach and functional design of our eBikes, which offer modularity and customisation of styling for our clients, brings freshness into the industry," he says. "POST-EXPO will be the world premiere of our new eVehicle brand."

Apsolutni Dizajn
Stand B4.230



150+expert speakers at
the conference**REGISTER FOR YOUR
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Conference speaker spotlight

**What:** Challenges and opportunities for posts: the path toward 2025**When:** Tuesday, 9 October**Who:** Holger Winklbauer, CEO, International Post Corporation**How has digitisation changed posts?**

Interesting enough digitisation is twofold for the postal sector: it's a challenge and an opportunity. Globally, letter volumes have been reduced by half over the past 15 years. We expect this to be reduced again by at least another half in the next decade. At the same time, the penetration of new technologies has led to a rapid increase in e-commerce sales. Thanks to their last-mile networks, posts are naturally best placed to play an important role in e-commerce delivery. However, they are increasingly facing competition from new

platforms and models that are also driven by new digitisation.

How is the cross-border delivery marketing growing?

Cross-border e-commerce is set to continue to increase by 25% a year in the coming years. The 2017 edition of the IPC Cross-border E-commerce Shopper Survey shows that consumers are increasingly buying online from abroad and mainly from China. Consumers want to have the same shopping and delivery experience as when they buy online domestically. The survey also shows that consumers want cost transparency, simple and free returns processes, free delivery over a certain value, and a landed-cost calculator at check-out.

How can posts better meet these needs?

IPC has started integrating all its e-commerce solutions (including easy returns, delivery choice, track and trace, etc) into one integrated platform. Through this platform, e-retailers would be able to benefit from fully integrated cross-border delivery services through the postal network, including regulatory compliance

plug-ins, simplified customs solutions, delivery choice, a notification service, tracking, harmonised labels and returns.

I believe that for cross-border delivery, many customs-related aspects could still be improved. Consumers want full transparency of costs, including customs fees. In the case of returns, even if the merchant reimburses the customer, it can be difficult for the customer to recover the customs duties they have already paid. This can be a barrier for customers to buy cross-border. The Document Solution developed by IPC aims at streamlining customs clearance.

What will the cross-border delivery market look like in 10 years?

Consumers will not be able to differentiate between cross-border and domestic e-commerce. During the IPC Annual Conference 2018, attendees were asked a number of questions regarding consumer expectations and delivery options. More than half of attendees estimated that within five years consumer expectations for cross-border delivery from a neighbouring country would evolve toward a one-day delivery standard.

Delivery software

Small and mid-sized e-commerce merchants face massive disadvantages when competing with the global retail giants. And it's not just economies of scale; most sellers don't have access to substantial postage discounts. Plus, they often lack an efficient fulfilment workflow and budget to design a branded post-purchase experience to meet the expectations of today's shoppers.

ShipStation.com brings every online merchant, no matter where they sell or how they deliver, to a level playing field with these top retailers. With more than 65 shopping cart and marketplace connections, merchants can manage all their orders in one cloud-based app. Established online sellers can also connect their own provider accounts and keep their rates and contracts.

Merchants who sign up for the ShipStation Starter receive branded packing slips, order tracking, and returns portals. High-volume merchants can reduce their dispatch efforts by half or even more with ShipStation's easy-to-implement automation rules and powerful batching capabilities. Automated address verification, a user-friendly mobile app, and many other features, give merchants more time to focus on their business.

ShipStation
Stand B3.100**LIVE
DEMO**

Video security

Geutebrück is one of the world market leaders for video-management systems, offering value imaging and video security solutions that aim to minimise losses and maximise profits.

Value imaging involves linking process data with image data to maximise profits, for example in a supply chain. If images and process data are intelligently linked through agile interfaces, errors in the production process are immediately detected and rectified. For Logistics 4.0 in particular, real-time visualisation enables significant savings through swift action, which means increased profit in the value-added chain.

In the area of professional video security, Geutebrück offers maximum security for highly complex entities, such as banks, penal institutions and public buildings. The solutions, which are tailored to customer requirements, enable seamless protection against intrusion, escape, vandalism and damage. Geutebrück systems autonomously identify who and what is permitted.

Geutebrück
Stand B1.150

Outdoor parcel lockers

During POST-EXPO 2018, Keba will officially launch its newly designed KePol FS-09 parcel locker, which sets a new standard among outdoor parcel lockers in terms of sophisticated, modern design, practical features and a high ease of use.

The locker offers 24/7 availability and can operate under extreme environmental conditions – its temperature range is from -25°C to +45°C (-15°F to 115°F). Compared with its predecessor, the KePol FS-09 features an optimised machine control and air-conditioning, cutting energy consumption by up to 50%.

Optional LED lighting bars mounted on top of the box modules make it easy for users to see which box is open, which is particularly useful in large parcel lockers.

All operational elements are at a convenient height for wheelchair users. Furthermore, logisticians and postal organisations can classify the KePol boxes into different comfort zones, allowing easily accessible parcel boxes to be assigned to wheelchair users. Visually impaired customers benefit from comprehensive audio support, while haptic Braille font markings allow blind people to operate the KePol FS-09.

Keba

Stand B2.445



**PRODUCT
LAUNCH**

Electric motorbikes

Silence, an electric motorcycle company, will showcase its new S03 model at POST-EXPO 2018. The connected S03 electric scooter is a three-wheeled motorcycle that provides great stability for last-mile delivery.

Its rear trunk and the front tray support up to 120kg (265 lb) of load, with a total capacity of 395kg (870 lb) of maximum weight. This model has an exclusive stabilisation system when stationary that offers greater adaptation in irregular terrain. In addition, it incorporates the system of combined braking and reverse to facilitate manoeuvres and make the transportation more comfortable and efficient.

The S03 scooter reaches a speed of 100km/h (62mph). It consists of two

4kW engines, in both rear wheels, and can be purchased with a battery capacity of 4KWh or 6KWh, achieving a homologated range (Euro 4) of up to 215km (133 miles).

The new S03 scooter incorporates a fleet management service, which allows companies to receive detailed information on the state of the motorcycles, the usability of the vehicle by the worker, the battery charge, the savings of CO₂, or the geolocation of each scooter. All this information is received immediately through a company back office, making fleet management much more optimal with immediate and real results.

Silence

Stand B2.405



Electric vehicles

Kyburz's DXP Series of small electrical vehicles provide an ideal solution for efficient, environmentally friendly last-mile delivery, enabling easy access to city areas. The company's well-known three-wheeler DXP is in use by various posts since 2009 and over 8,000 vehicles have driven more than 200,000,000km (124,000,000 miles), saving 4,000 tons of CO₂ per year compared with traditional combustion mopeds.

In response to the challenge of growing parcel volumes, the established DXP technology has been extended to the DXCargo, which offers a loading volume of 1m³ (35ft³) or more with a payload of 200kg (440 lb). Nonetheless, it remains narrow with a width under 1m (3ft) that is suitable for small alleyways or crowded roads.

The DXCargo can be connected to Kyburz's Fleet Management System. At the push of a button, the desired key figures are displayed in clear cockpit views, tables and graphics. Automated data collection enables comprehensive reporting and supports fact-based decisions in fleet planning. Thus, fleet maintenance processes become transparent and support effective cost management.

Kyburz

Stand B2.305

Shipping management

Ship&co is an integrated solution for managing and shipping orders for online sellers, enabling users to process all of their shipments in a single, simple interface and create shipping labels quickly

Using Ship&co, users can connect their online stores (Shopify, Amazon, eBay, Magento, WooCommerce, and more) with their shipping carrier accounts (DHL, FedEx, UPS, DHL eCommerce, etc). With one convenient interface, users can easily manage several ships and various shipping carriers at once and in the same place.

Ship&co is the first Japanese startup shipping service listed on Shopify's app store, and it is also recognised as the first FedEx-compatible provider in the APAC region. Furthermore, Ship&co's recently released API will enable logistics companies to integrate Ship&co services into their systems.

Ship&co

Stand B1.394



Addressing technology

Delayed or failed deliveries are costly and subsequent attempts to re-deliver are resource-intensive. They also hamper customers' trust in the postal operator's delivery capabilities and damage brand image. Legacy addressing systems aren't fit for 21st century expectations: they lower posts' ability to offer time-sensitive delivery windows and to deliver to places beyond the street.

what3words' addressing system is providing a solution to these challenges. It has divided the world into a grid of 3 x 3m (10 x 10ft) squares and assigned each one a unique address made of only three words from the dictionary. From loading docks to delivery safe places,

from side entrances to rural areas, everyone and everywhere has a precise address that's easy to navigate to.

what3words' technology can be integrated throughout the entire chain of operations. From sorting to delivery, what3words' products help posts improve their quality of service. The company's optical character recognition solution, for example, has been proven to increase sorting accuracy by 12% on average. It also allows for the capture of three-word addresses in 26 languages.

what3words will be showcasing a range of products at POST-EXPO 2018, including its new voice-sorting solution.

what3words
Stand B4.314



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Mobile data capture

Visitors to Scandit's stand will discover how computer vision-enabled smartphones drive accuracy and efficiency in the last-mile delivery process in ways that cannot be duplicated by traditional barcode scanners.

The company will demonstrate how Scandit-enabled smartphones can scan barcodes on multiple parcels all in a single scan and provide AR feedback, instructing users how to place packages in a delivery vehicle more efficiently.

Visitors to the stand will also see how AR helps users identify specific parcels for expedited search and find, locate missing

or incorrect items, or display the real-time status of parcels with strict delivery deadlines. At point of delivery, smartphones powered by mobile computer vision and object recognition software enable users to instantly verify that parcels and packages are correctly delivered to the right destination within the designated timeframe. This functionality creates a level of accuracy and efficiency that enables posts to save on labor and hardware expenses and still meet consumer expectations.

Scandit
Stand B3.220



Smart warehouse automation

The Falcon Autotech team will demonstrate its wide range of cost-efficient automation solutions for the courier, express and postal market (CEP). Solutions on show include robust high-speed sortation systems, including a tilt-tray and cross-belt sorter; medium speed sorters, including a sliding-shoe sorter; and low-speed sorters, including a narrow belt pop-up sorter and an electric-arm sorter.

Falcon Autotech will also be showcasing its new Cubizon-R ECO (static dimensioning and weighing system), its dynamic profilers (conveyor-based dimension and weight scanning systems) and its pick-and-pack light systems. All these products have been rapidly accepted globally with installations in more than 15 countries.

Falcon Autotech is India's largest intralogistics and warehouse automation solutions provider and has been rated among the top 20 companies in the intralogistics automation space globally. With distribution partners in 10 countries around the world, Falcon Autotech already has a multinational presence and serves clients across the CEP, e-commerce, food/FMCG/pharma, spare-part distribution and fashion distribution industries. The company has the ability to provide tailor-made solutions for each of its clients. During POST-EXPO 2018 Falcon Autotech will also be looking to meet strategic partners for its European expansion drive.

Falcon Autotech
Stand B3.160



Alpenkantine

Inspired by Alpine cooking, Alpenkantine offers cheap but tasty fare including several vegetarian and vegan options. Breakfast is also available.

Address: Osterstrasse 98, 20259 Hamburg

From exhibition centre: 2.7km (1.6 miles)

Cuisine: Alpine

Opening hours: 10:00-22:00

Robotic sorting

As one of the leading logistics and postal solution providers, Toshiba is now offering an automated robotic system that fits various needs in the fields of postal, logistics and retail. The company collaborates with diverse partners to deliver the robotic system users need.

The three key technical advantages of Toshiba's intelligent robot are: image recognition technology – Toshiba's vision system for the robot recognises various shapes and materials with high accuracy and speed; various picking hands – Toshiba has various line-ups of picking hands to realise desirable picking movement in accordance with handling shape and weight; and an AI system for efficient logistics operation – Toshiba aims to provide AI simulation software that contributes to customers' optimal operation particularly by improving packing, loading and transportation efficiency.

Toshiba
Stand B2.160



POS dimensioning

QubeVu, developed by Postea, is an established provider of dimensioning technology. At POST-EXPO 2018 QubeVu will be showcasing a new solution created specifically for the postal counter – the DimStation POS dimensioning solution.

DimStation POS dimensions anything that comes across a post office counter, from postcards to oddly shaped parcels, flats, tubes, boxes, bundles, plastic bags and letters. The new solution is fast and provides accurate measurements.

DimStation POS is a complete dimensioning solution, with software, touchscreen display and stand included. According to QubeVu, it is the first dimensioner designed specifically for the challenges of the postal counter. It has a small footprint, 15-minute setup, simple integration, and advanced sensors and software that allow it to make quick work of the post office's typical mix of items.

During the exhibition, QubeVu will also be highlighting its other new dimensioning technologies, including the PalletPro 4x4, the lightest, fastest, most compact freight dimensioner ever made. Like the DimStation POS, it features instant scans, accuracy with any shape, and simple mounting and integration.

Postea/QubeVu
Stand B4.245



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Conference speaker spotlight



What: Unlocking the airspace: enabling the drone economy through regulatory innovation

When: Tuesday, 9 October

Who: Bill Goodwin, general counsel, AirMap

Which countries are leading the way in terms of opening their airspace to drones?

Switzerland is leading the world in terms of investing in the infrastructure required to safely open the airspace for drones. Skyguide, the Swiss air navigation service provider (ANSP), recently signed an agreement for AirMap to provide UAS Traffic Management (UTM) services across Switzerland. These services will provide Skyguide with the ability to communicate rules to drone operators, require

authorisation before flight in certain airspaces, and visualise all drone flights in the airspace, alongside manned traffic and other data feeds.

We've seen a host of countries begin to innovate in opening access to the airspace. The USA has invited states and cities to collaborate to create commercial ecosystems; Singapore is exploring highways in the sky for drone delivery; and New Zealand has run cutting-edge tests in how to allow enable complex operations while respecting the rights of private property owners.

When do you believe we will see widespread use of drones for delivery?

The limiting factor on drone delivery is almost entirely regulatory at this point. Use will massively increase when we break through some of the regulatory barriers. I am an optimist and believe that with the right mix of regulatory innovation, technology investment and development, we could see widespread adoption of delivery drones for everyday use by 2020.

How are drones being used for delivery purposes today?

AirMap is already helping drone deliveries happen in Japan and Switzerland. In Japan, AirMap and e-commerce leader Rakuten launched a joint venture to bring UTM solutions to Japan to support the country's commitment to begin Beyond Visual Line of Sight (BVLOS) flights in rural areas by October 2018, and in urban areas by 2020. The Rakuten AirMap UTM platform, launched in December 2017, is opening UTM services to drone operators and airspace managers, and Rakuten has been conducting package deliveries in Chiba city.

In Switzerland, Swiss U-space, which utilises AirMap technology, supports Matternet transport of medicine and media supplies between hospitals in urban environments. Since late 2017, Swiss U-space has been successfully conducting these operations, which are expected to be expanded as skyguide and AirMap roll out comprehensive UTM services across the country.

Tilt-tray sorters

Through an important partnership with Viapost, an omnichannel solutions integrator subsidiary of La Poste, France, Sitma has developed a new version of its Easy Sort tilt-tray sorter to deal with the increase in irregular shaped parcels.

Easy Sort features an automatic loading conveyor equipped with a product code reading system. Its minimal footprint allows for easy arrangement within complex layouts, while its modular concept simplifies movement between various distribution sites. The unit boasts great performance and is also available with a double exit configuration, making it an extremely flexible as well.

Sitma has developed another solution to bring further optimisation to last-mile logistics: a vertical sacking system for parcels

after they have been sorted. The main advantage is to combine parcels by destination inside a sack, which is then labelled and hand to mail staff for delivery.

Sitma will also be displaying its pocket sorter Speedy Sort at POST-EXPO 2018. It features an innovative ring design that is fast, but very ergonomic and easy to operate.

Sitma
Stand B2.106



Barefood Deli

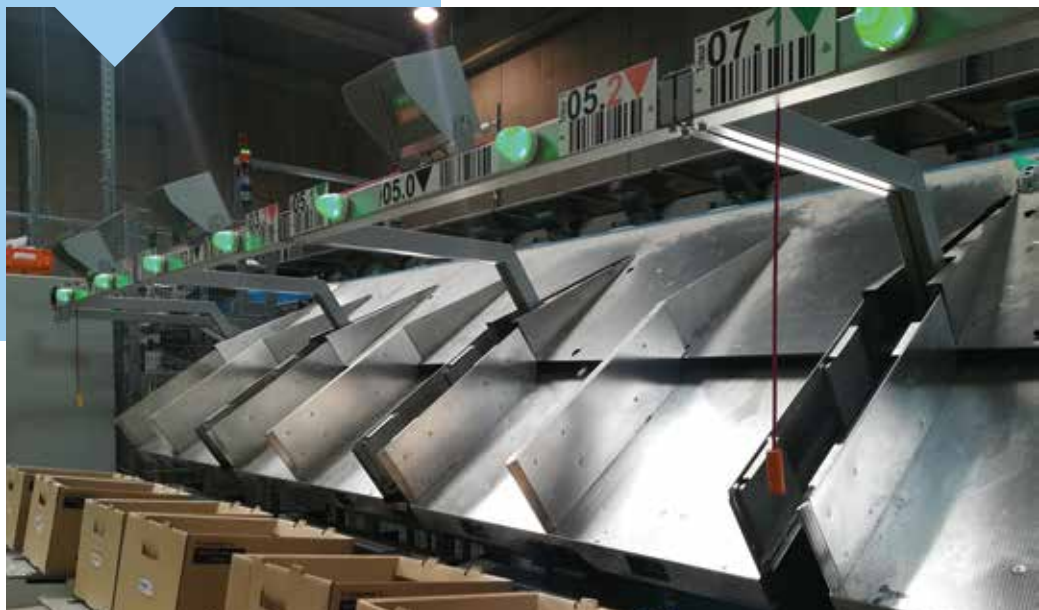
Owned by German actor Til Schweiger, Barefood Deli offers a delicious breakfast as well as vegetarian dishes or a classic burger in a family-friendly atmosphere.

Address: Lilienstrasse 5-9, 20095 Hamburg

From exhibition centre: 2.7km (1.6 miles)

Cuisine: Mediterranean

Opening hours: Mon-Sat 09:00-24:00;
Sun 10:00-22:00



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Smart delivery terminals

Kern has launched three innovative Smart Terminals that include design updates and software improvements aimed at enhancing the user experience. The product range includes models for outdoor and indoor use, and for a wide variety of applications with special requirements.

The new Home Terminal is supplemented with letterbox and storage compartment and is even more modular than the original design. The model can be arranged individually for use everywhere from a family house to an apartment block.

Kern's new Freezer and Refrigerated Terminal facilitate three ranges of temperatures in the same locker, while the lockers for indoor use are very light and cost-effective because they are extremely modular, flexible and easy to install.

Kern is also one step ahead in software evolution and brings extensive experience in installing the lockers.

All three locker solutions will be on show at POST-EXPO 2018.

Kern
Stand B2.125

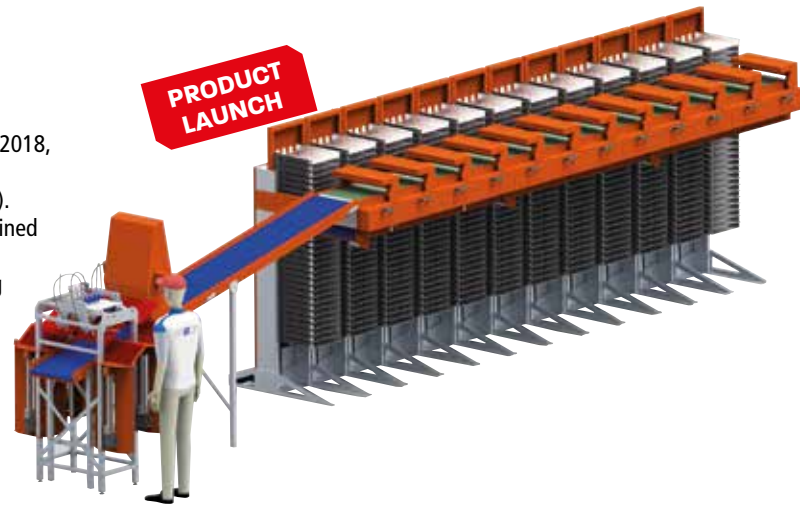
Robotic sorting

Treco Postal's Solitaire Robot replaces manual sorting racks with its scalable capacity. The company will be launching the sorting machine at POST-EXPO 2018, showcasing its ability to sort mail in a sequenced order. The machine's main function is sequencing of rest mail, mixed mail, and flats up to 32mm (1.2in).

The Solitaire Robot requires minimal maintenance and manpower. Combined with low running costs and a small footprint, the new sorting machine has an attractive return on investment. The company has spent years developing and testing the Solitaire Robot, resulting in a premium class-sorting robot that is compatible with all databases. The robot has a modular design and scalable capacity.

Treco Postal will also showcase its version of a community mailbox that solves the issue of first-mile and last-mile logistics.

Treco Postal
Stand B1.425 and B1.427



Parcel delivery platform

Parcel Kiosk has unveiled its new user interface for Parcelrate.com, a parcel booking gateway that connects users to local multicarrier providers. Parcelrate integrates with weight and dimensional platform Bedal to provide the consumer with a hassle-free and accurate booking experience.

At POST-EXPO 2018, visitors can experience the benefits of booking a parcel in less than one minute through Parcel Kiosk's feature-rich shipping platform and its patented dimensional smart scale.

Parcelrate is powered by LetMeShip in Germany, Austria, Switzerland, France, the Netherlands, Belgium and Hong Kong.

Parcel Kiosk
Stand B2.300



CARLS Brasserie

CARLS Brasserie offers French classics as well as Northern German dishes with a twist. The restaurant has three dining areas – Brasserie, Bistro and Salon Privé & Bar.

Address: Am Kaiserkai 69, 20457 Hamburg

From exhibition centre: 3.9km (2.4 miles)

Cuisine: French

Opening hours: Mon-Sun 12:00-15:00
and 18:00-22:30

Data-driven software

The Information Factory will launch the [i]-platform at POST-EXPO 2018, a plug-and-play approach to software development that combines the unique features and flexibility of custom-built solutions with the convenience and price advantages provided from off-the-shelf software packages.

The company will also showcase the [i]-platform's effectiveness at enabling digitisation with some recently created logistics solutions such as sales planning, tender management, customer portals, customer profitability and dynamic pricing.

The [i]-platform and The Information Factory's data-driven software solutions solve the problem of harnessing data from operations. After consolidating and

organising data from diverse sources, the [i]-platform puts the data to work, creating actionable information and insights that drive decision making and workflow.

Contained in the platform is a range of back-end components including security, authentication, authorisation, caching, data acquisition and connection pools. There's also a wide selection of front-end dashboards and hundreds of data visualisation options to enhance user interaction and usability.

After progressing the idea from concept to production, the [i]-platform was successfully tested with two logistics clients – DHL and Panalpina.

The Information Factory
Stand B1.405



Payments solutions

High-value payments and financial services solutions customised to the needs of today's mobile and digital consumers represent an excellent opportunity for postal organisations to diversify and modernise their business.

As a payments and e-commerce solutions provider, i2c is working with posts around the world to support their digital transformation efforts and offer the latest financial products that consumers and businesses in their communities need. i2c empowers postal services to quickly bring to market convenient payments solutions with advanced, easy-to-use features,

including prepaid general purpose reloadable (GPR) cards, gift cards, expense, multicurrency travel, and credit cards. Travel cards with multipurpose technology are particularly popular with posts, enabling them to offer a product that gives consumers the convenience and freedom to carry multiple currencies on a single card, saving the time and expense of foreign transaction fees.

i2c's solutions deliver advanced digital integration across web and mobile channels. Sophisticated engagement and marketing tools allow postal services to build unique loyalty programmes to deliver relevant and timely messages and personalised offers. Digital/mobile capabilities give consumers and enterprises seamless anywhere, anytime access to manage their accounts. Advanced card controls and mobile alerts allow consumers to personalise their cards and set spending limits, manage budgets and help mitigate exposure to fraud.

i2c

Stand B2.140 and B2.215



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Smart parcel lockers

SNBC specialises in the development, production, sales and service of intelligent print recognition and system integration products, providing advanced intelligent equipment and one-stop solutions for various industries around the world. Within the Chinese domestic logistics industry, SNBC is working with the top-10 enterprises and providing a variety of products such as smart parcel lockers, dynamic dimensioning, weighing and scanning machines, sorting machines and portable printers.

In the R&D of smart parcel locker technology, SNBC has applied more than 60 patents including electronic lock control methods and control devices, intelligent logistics stations, and

so on. Meanwhile, SNBC owns China's leading integrated intelligent production plant, from sheet metal processing to painting and machine assembly. The annual productivity of intelligent terminal products can reach 500,000 units.

SNBC

Stand B2.210



Load carriers

K.Hartwall returns to POST-EXPO to showcase its innovative returnable load carriers, including an effective alternative to loose loading of parcels and a product family that can combine both parcel and letter streams.

A wide range of roll containers, dollies and foldable cages used for the sortation, handling and distribution of letters and parcels will also be on display, including two of K.Hartwall's newest products. The two new parcel cages have standard footprints of 120 x 100cm (3.9 x 3.2ft) and 120 x 80cm (3.9 x 2.6ft) and can be used for line hauls between sorting centres and inbound flows from large business customers. The cages support both robotic handling and 100% automatic tipping as well as efficient one-man manual handling. The ability to double stack units enables much higher truck fills.

The company will also be conducting a live demonstration of its new asset management system Visimore, which introduces new levels of visibility into operations by enabling users to track load carriers and ensure optimal use of their fleet.

K.Hartwall

Stand B2.325

Modular sorting

OCM believes the quality of a sorting system relies on the reliability of each individual component to ensure the productivity and cost-effectiveness of the overall operational centre.

At POST-EXPO 2018, OCM will display its new modular approach to material handling systems for parcels, envelopes and pallet sortation for last-mile depots. OCM's high-quality standardised modules, together with intelligent software, result in reliable automated systems that can be adapted to meet the individual needs of delivery companies.

OCM will also display its other sorting systems – Fast Sorter, Switch Sorter and PLT Visual Sorter. Visitors are invited to attend the public presentations that will take place in front of the company stand. Engineers will also be on hand to discuss specific project demands.

OCM

Stand B2.205

Complete sorting solutions

Intralox provides efficient and reliable solutions to the world's largest parcel and postal companies for bulk sorting, polybag sorting, high-speed sorting, singulating and more. Intralox sorting systems provide gentle and precise sorting and are capable of handling a wide range of products within a small footprint, sorting virtually anything from lightweight, letter-sized items, to polybags and heavy packages. Intralox singulators move all types of side-by-side and bulk products into

edge-aligned single file for downstream processes. This reliable singulation system reduces product jams and minimises downstream sorting errors.

During POST-EXPO 2018, Intralox staff will be on hand to discuss its cutting-edge solutions and explain how it helps clients to reduce staffing, minimise footprint, sort polybags and reduce package damage.

Intralox
Stand B2.440



Machine learning

**LIVE
DEMO**

At POST-EXPO 2018, Lockheed Martin UK will be giving a live demonstration of its Minerva range of machine learning-based applications that are able to quickly and effectively learn label designs and identify regions of interest, which can then be read by a post's existing machine optical character recognition (OCR) system or by Lockheed Martin's own Decipher OCR application.

Minerva is already in use in the PostNord Sweden parcel sorting operation and has demonstrated an immediate and substantial increase in sortation rates of cross-border packets in live operations: increasing efficiency, reducing costs, reducing manual handling and speeding up the operation. Minerva can also be used to identify and read CN22 customs information for VAT recovery, customs data or other analyses.

Lockheed Martin
Stand B1.130

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Conference speaker spotlight



What: Retrofit your mailbox network with smart IoT modules

When: Tuesday, 9 October

Who: Pero Juric, chief technology officer, Swiss Innovation Lab

How can IoT technologies improve last-mile deliveries?

The latest IoT technology developments such as low power communication modules, fill-level sensors, e-paper displays and long-life batteries provide a possibility for smart and cost-effective post-box solutions, enabling more secure, timely and dynamic last-mile delivery to the consumer.

What new services can be introduced in the last mile thanks to IoT?

With connected mailboxes we see new services and benefits for all types of mail boxes. By integrating our Bluetooth locks in residential lockers we can improve last-mile delivery to make it more secure and efficient. The recipient doesn't need to be present for a delivery. The locker sends a message to the recipient to let them know about a received parcel.

For post-office boxes we see great optimisation potential. Typically post-office boxes are allocated on a per person or per company basis. With our solution we can offer dynamic allocation – that is, you only occupy a box when something is addressed to you. In combination with notifications via email or SMS, that can greatly improve the use of boxes and optimise space.

Another great example of how IoT can be used concerns traditional post boxes. Data from our fill level sensor can help to identify low-use mailboxes, making it possible to optimise network and

collection times to bring down costs even more. With flap sensors we could also identify if a box needs to be emptied at all.

Why should people attend your presentation?

Attendees will be given the opportunity to learn about new trends and capabilities that are leading us to a more intelligent postal future. Adding smart IoT modules to existing mailboxes has never been easier. IoT can provide greater operational efficiency as well as enhance customer experience and generate new revenues for postal organisations.

During the presentation I will also reveal our special toolkit to assist people in the retrofitting process. Finally, attendees will also learn about how we are now heavily involved in asset tracking using Ultra Wide Band technology. Our latest achievement with this technology is allowing us to track people and assets indoor with 20cm accuracy. This could be highly suitable for improving parcel tracking and logistics in warehouses.

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