### **JUST DEBRO**

The Debro Inc. Quarterly Newsletter Issue 7, April - June 2018







## The Importance of Warehouse Safety

Dangers in the warehouse can range from small slips, trips and falls to full-on collisions while handling machinery, often owing to poor maintenance or disrepair. The handling of pallets and the treatment of surfaces can all have a profound impact on worker safety, and are also frequently taken for granted.

One of the most common incidents recorded in warehouses nationwide involves the use of forklifts and other warehouse machinery. These machines are integral to the efficient running of the warehouses in which they are employed, so any damage caused by accidents can have extremely negative consequences for any business. Most accidents stem from machines being improperly maintained and malfunctioning during use; even the most skilled operator can't avoid an accident or collision if the machine is damaged and falls out of their control.

Regular maintenance and routine inspections are legal requirements for heavy machinery, but they can also save your organization a lot of time and resources in the long term. Any signs of wear and tear on machinery, such as warping of the forks on a forklift or damage to the tires, should be reported and looked at by a professional. While it may be tempting to use a 'quick fix' DIY solution, this can cause further damage to the machinery and result in more damage and higher costs in the long term.

Plastic pallets are becoming increasingly common in warehouse environments due to their rigidity and shock absorption qualities. Such pallets are manufactured from either polyethylene (PE) or polypropylene (PP), depending on their application. The former offers shock absorption capabilities while the latter is able to withstand high temperatures and friction more easily.

Due to these distinctive properties, plastic pallets are often seen as a safer option than traditional wood pallets and they're designed to last a great deal longer—a worthwhile investment for any warehouse concerned with worker safety and efficiency.

## In This Issue

The Importance of

Warehouse

Safety ... Page 1

Debro's Summer

Food Drive ... Page 2

Debro At The American Coatings

Show 2018 ... Page 2

The Future

of Trucking ... Page 3

Debro's Summer Food Drive

Cont. ... Page 3

Debro's National Sales

Meeting ... Page 4

#### Debro's Summer Food Drive

This year Debro employees participated in a summer food drive. The food drive ran for four weeks, from June 4 to June The charity of choice was Louise Outreach Cenof Peel. Louise Outreach Centre has been operating since 1982 and is run 100 per cent by community volunteers.

These dedicated members of the community work together to provide clothing, household products, furniture, toys and food to those in need across Brampton, Caledon and Malton. Ste Louise Outreach does not just cater to low income families but is a place of comfort for anyone in need, from mental health patients, to those suffering from abuse, disabilities, refugees, students, and school breakfast programs.



The Debro Sales team at the national sales meeting in Gravenhurst, ON

## Debro at the American Coatings Show 2018

Hosted every two years in Indianapolis, Indiana, the American Coatings Show and Conference is North America's premier event for the paint & coatings industry. The event is hosted by the American Coatings Association, a voluntary, non-profit trade association that works to advance the needs of the paint and coatings industry and the professionals who work in it. The organization represents manufacturers, raw material suppliers, distributors, and technical professionals, providing advocacy for members of legislative, regulatory, and judicial issues, along with technical and professional development services.

Debro's Industrial Specialties sales team attended the show from April 9th-12th, along with more than 9,200 other attendees. The sales team met with many of our longstanding suppliers, including TOR Minerals, Omnova Performance Materials, and Lanxess Material Protection Products. The team also wandered the show floor, looking at booths from current and potential suppliers, as well as customers and competitors.

#### The Future of Trucking

The transportation industry is a vast ecosystem which covers everything related to the major modes of transport, namely, road, rail, marine, and air transport. Among all the transportation segments, trucks are the leaders in terms of advancements in technologies and investments from suppliers as well as original equipment manufacturers (OEMs). According to various industry publications and the global truck production reached 4.02 million units in 2017, up from 3.60 million units in 2015.

It is also estimated that there will be an increase in shipping activities, which would boost the demand for trucking. This, eventually, would result in increased revenue for fleet operators. However, the increased revenues will be accompanied by an expected driver shortage and increased wages and fuel prices. Fluctuating fuel prices, driver shortages, increases in trucking rates, and a possible shortage of trucking capacity will be some of the important challenges the trucking industry will face in the coming years.

In the future, some of the most influential trends in the transportation industry will closely relate to these key challenges. The top transportation industry trends for 2018 include an increasing demand for truck platooning, electric trucks, and autonomous driving.

Truck platooning is connecting two or more trucks in a group with the help of connectivity technologies, autonomous driving, artificial intelligence, and support systems such as adaptive cruise control and lane keep assist. The trucks in a platoon automatically keep a set close distance. The truck at the head of the platoon acts as a leader, and the vehicles behind adapt and react to the changes in its movement, requiring little or no action from the driver.

To meet the emissions limits, there is a need for either advanced engine technologies or after-treatment devices. Any of these will lead to increased truck prices. Considering the European and the US CO2 targets and the increasing truck prices, the truck industry is projected to move toward electrification in the next 7–8 years. As a result, both key players, such as Tesla, Daimler, VW, Waymo-Peterbilt, and Paccar, and new players, such as Orange EV, Einride, Motiv Power Systems, BYD, and Wrightspeed, are investing in R&D of electric trucks.

Ride hailing player Uber (Otto), Alphabet (Waymo), and few OEMs, such as Peterbilt Trucks and Embark, are working towards autonomous truck technologies. Navya Company, Navy Arma & AAA, Easy Mile, SB Drive, and Auro are the companies working towards autonomous bus shuttle service. The Singapore government has announced that they are planning to introduce driverless buses on the road from 2022. Nanyang Technological University (Singapore) is already using driverless shuttles at its campus. With all these developments and investments toward developing driverless commercial vehicles, it is predicted that the technology can be commercialized before the expected time.

# Debro's Summer Food Drive cont.

In addition to this, they have over 2,650 families registered for their programs. Together, Debro employees nationwide banded together to raise 277 items of nonperishable foods as well as cleaning products. It was with great honour and pride that Debro employees came together for such a great cause.

For more information on the Ste Louise Outreach Centre of Peel and for ways in which you can help, please visit their website at http:// www.stelouisefoodbank. ca



Debro sales team enjoying themselves at the national sales meeting

#### **Debro's National Sales Meeting**

From June 19th-21st, Debro's sales team made their way to Gravenhurst for their national sales meeting. Hosted at the beautiful Residence Inn, Muskoka wharf, our account managers from across Canada had a great couple of days to refocus and review the successful year so far. Due to the recent changes in the sales team, for many this was their first national sales meeting with the company.

This meeting gave each team the opportunity to discuss growth, new products, discuss strategies, and spend time together. The business unit managers from each division also presented results, as well as upto-date and interesting information from each of their industries.

Account managers researched and gave presentations on some of Debro's competitors, providing them with both presentation experience as well as a more nuanced understanding of the chemical distribution industry as a whole. Other presentations were focused on the importance of inter-office cooperation, as well as new and updated systems introduced since the previous national sales meeting held three years ago.

After working hard, the team was fortunate enough to get a private tour of Sawdust City brewery, as well as spend some time on the lake, enjoying the perfect weather. The sales team also took the time to thank Paul Ruffo, the Vice-President of Sales and Marketing, and Craig Broijer, the Business Unit Director for Home & Personal Care, for their longstanding years of service.

