

MARCH 2017

COVER FEATURE: SHOW PREVIEW

PROMAT 2017: THE INDUSTRY ON DISPLAY

ProMat 2017 provides a look at the material handling solutions in use today and the technologies that will advance the industry in the years ahead.

BY DAVE BLANCHARD



MATERIAL HANDLING & LOGISTICS (ISSN:2157-0302) is published monthly, except for a combined is in January/Fabruary, July/August and November/December, by Penton Media, Inc., 9800 Metcall Ave. Overland Park, KS 66212-2216. Phone 216-696-7000. Editorial FAX 216-696-2737, Internet address. mhinews.com. Periodicals Postage Paid at Kansas City, MO, and at additional mailing offices. POSTMASTER Send address changes to Material Handling & Logistics, PO Box 2100, Skokie IL. 60076-7800. Can SST #R124631964, Canada Post International Publications Mail. Canadian Publications Mail Agree 40612608. Return undeliverable Canadian addresses to IMEX Global Solutions, PO Box 25542. London ON N6C 6B2 Canada. Paid subscription rates: U.S.: 1 year/\$70, 2 years/\$100, single copy \$10. Canada. 1 year/\$85, 2 years/\$130, single copy \$15. International: 1 year/\$105, 2 years/\$165, single copy \$20. Send remittance in advance to Penton Media Inc., PO Box 2100, Skokle IL 60076-7800. For subscription customer service go to materialhandlinglogistics@halldata.com or mail to Customer Service, PO Box 2100, Siece IL 60076-7800. Phone: 847-763-9670. Printed in U.S.A. Copyright © 2017 by Penton Media. Copyring: Permission is granted to users registered with the Copyright Clearance Center Inc. (CCC) to photocopy any article with the exception of those for which separate copyright ownership is indicated on the first page of the article provided that a base fee of \$1.25 per copy of the article plus 60 cents per page is paid directly to the CCC, 222 Rosewood Dr., Danvers, MA 01923. (Code No 0025-5262/09 \$1.25 + 60).









teatures

The Automotive Revolution and Its Impact on **Commercial Real Estate**

The increasing complexity of cars and growing number of parts suppliers have created an intricate supply chain that must perform like a well-orchestrated symphony.

BY JEFF GREEN

STORE

How to Compete and Win in the High Stakes **Omni-Channel Game**

RFID technology offers a practical way to keep shelves stocked and customers satisfied.

BY MICHELLE COVEY

MOVE

Connected Fleets Leverage Analytics for Better Business

Telematics solutions offer a way to keep drivers, trucks and the goods they carry safer.

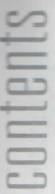
BY GAYATRI ABBOTT

COMPETE

Sustainable Supply Chains Begin with Trust

Many companies struggle with establishing sustainable supply chains because they attempt to enforce it through leverage, not partnership.

BY SUHAS APTE AND JAGDISH SHETH



50	INSIGHTS
	Editor's Soapbox
	How Many Forklifts Is Too Many?
_	BY DAVE BLANCHARD
	The Regulated Workslace

Varying Levels of Legalization

The Regulated Workplace.....12 How to Drug Test Employees after States Adopt

BY DAVID SPARKMAN

Lessons in Leadership......40

Will "Big Brother" Monitoring Drive Truckers Away? BY ADRIENNE SELKO

DEPARTMENTS

News Beat......5

- > Platooning Lets Trucks Get By With a Little Help from Their Friends
- > US Freight Railroads to Spend \$22 Billion on Infrastructure in 2017
- > Big Warehouses Are Getting Even Bigger
- > News Briefs

				•
Δ	dvorticor	nr	lex3	ч
_	uvcitiaci		CA	•

online contents

Online Exclusive News & Features

- Warehouse Robot Developed that Can Pick Groceries
- Trump and Congress Move Swiftly to Press Their Regulatory Reform Agenda
- Top 10 Most Corrupt Countries of 2017
- Tips for Lowering the TCO of Your Forklift Fleet
- . How to Enhance Sustainable Supply Chain Efforts through Transparency
- · Logistics Will Look Quite Different in Next Five Years
- Top 10 Most Popular Moving Destinations of 2017
- UPS Testing Drones to Make Home Deliveries
- · Calm Before the Supply Chain Storm
- . Why U.S. Trade with Mexico and China Could Not Be More Different

EDITORIAL ADVISORY BOARD

Joseph C. Andraski, founder of Collaborative Energizer LLC

Roger Bostelman, engineering project manager, Intelligent Systems Division at the National Institute of Standards and Technology

Ann Christopher, vice president & general counsel, Kenco Group, Inc.

Ron Giuntini, consultant and principal, Giuntini & Company, Inc.

John Hill, director, St. Onge Company

Russell Meller, VP of R&D, Fortna

Tan Miller, director of the Global Supply Chain Management Program, Rider University, College of Business Administration

Alex Scott, assistant professor, Supply Chain Management, Northeastern University

Jim Shephard, president, Shephard's Industrial Training Systems

David Sparkman, founding editor of ACWI Advance, and head of **David Sparkman Consulting**

Enan E. Stillman, corporate and transportation attorney/partner, Stillman Welch LLP

James A. Tompkins, Ph.D., CEO, Tompkins International

Alan Will, retired Marine Colonel, logistics specialist, and president, PWG Distribution Solutions, LLC



Volume 72 / No. 2 / March 2017

1100 Superior Avenue, Cleveland, OH 44114 • (216) 696-7000 • www.mhlnews.com

CORPORATE OFFICE:

Penton, 1166 Avenue of the Americas, 10th Floor, New York, NY 10036

EDITORIAL

Dave Blanchard . Editorial Director/Associate Publisher . dave.blanchard@penton.com Adrienne Selko . Senior Editor . adrienne.selko@penton.com Pat Panchak . Group Content Director . pat.panchak@penton.com Samantha King . Art Director . samantha.king@penton.com

CONTRIBUTORS

Gayatri Abbott . Suhas Apte . Michelle Covey . Jeff Green . Jagdish Sheth . David Sparkman

BUSINESS

Jacquie Niemiec . Vice President & Market Leader. Manufacturing & Supply Chain Group • jacquie.niemiec@penton.com

Dave Altany . Brand Sales Director . dave.altany@penton.com

Carey Sweeten . Ad Operations Manager, Display Production . carey.sweeten@penton.com

Frank Chloupek . Group Director, User Marketing and Product Analytics . frank chlounek@nenton.com

Ellen Baran . Digital Production Coordinator . ellen.baran@penton.com

Donea Boiner . Marketing Manager . donea.boiner@penton.com

Nick Giallourakis . Product Development Manager . nick.giallourakis@penton.com

List Rentals . Zach Sherman . (212) 204-4347 . zach.sherman@penton.com Reprints: Wright's Media . Nick lademarco . (877) 652-5295

SALES

Jeffrey C. Asher • AL, AR, FL, GA, LA, MS, NC, OK, SC, TN, TX • (678) 547-0800 • ieff.asher@penton.com

Russell Brody • ME, VT, NH, MA, CT, NJ, RI, NY, VA, DE, MD, DC, PA, Eastern Canada • (732) 275-1167 · russell.brody@penton.com

Emily Capaccioli . CA, IA, NV, AZ, HI, NM, UT . (817) 513-1941 . emily.capaccioli@penton.com

Joe Dinardo • MI • (440) 487-8001 • joe.dinardo@penton.com

David S. Jones • OH, KY, IN, WV • (513) 860-4842 • david.jones@penton.com

Jeff Mylin . IL, MN, MO, WI, CO, KS, NE, OR, WA, ID, WY, MT, ND, SD, AK, Western Canada . (847) 516-5879 • jeff.mylin@penton.com

Media Kit: manufacturing.penton.com

INTERNATIONAL SALES

U.K., Europe (except Germany and Italy), RODRIC LEERLING, 31 (0) 683 23 2625, office@leerling.biz . Japan, YOSHINORI IKEDA, 81.3.3661.6138 . Germany, Austria and Switzerland, CHRISTIAN HOELSCHER, 49 (0) 89 950027-78, christian.hoelscher@husonmedia.com • Italy, CESARE CASIRAGHI, 39 (0) 31 261407, c.casiraghi@tin.it . UK, Scandiavia and Spain, STUART PAYNE, 44 1932 564999, stuart.payne@husonmedia.com



Penton is an Informa business.