



OPTIMISING MATERIAL HANDLING AND LOGISTICS OPERATIONS

IN TODAY'S RAPIDLY CHANGING WORLD



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MATERIAL HANDLING FOR TODAY AND TOMORROW

Our world is evolving. As the material handling and logistics industry continues to recover from the repercussions of COVID-19 – which swept the global supply chain into the spotlight and increased efficiency requirements – we look at the accelerated rise of automation and eCommerce, skyrocketing energy prices, and the need for sustainable, cost-cutting machinery that has dominated the demands of the industry.

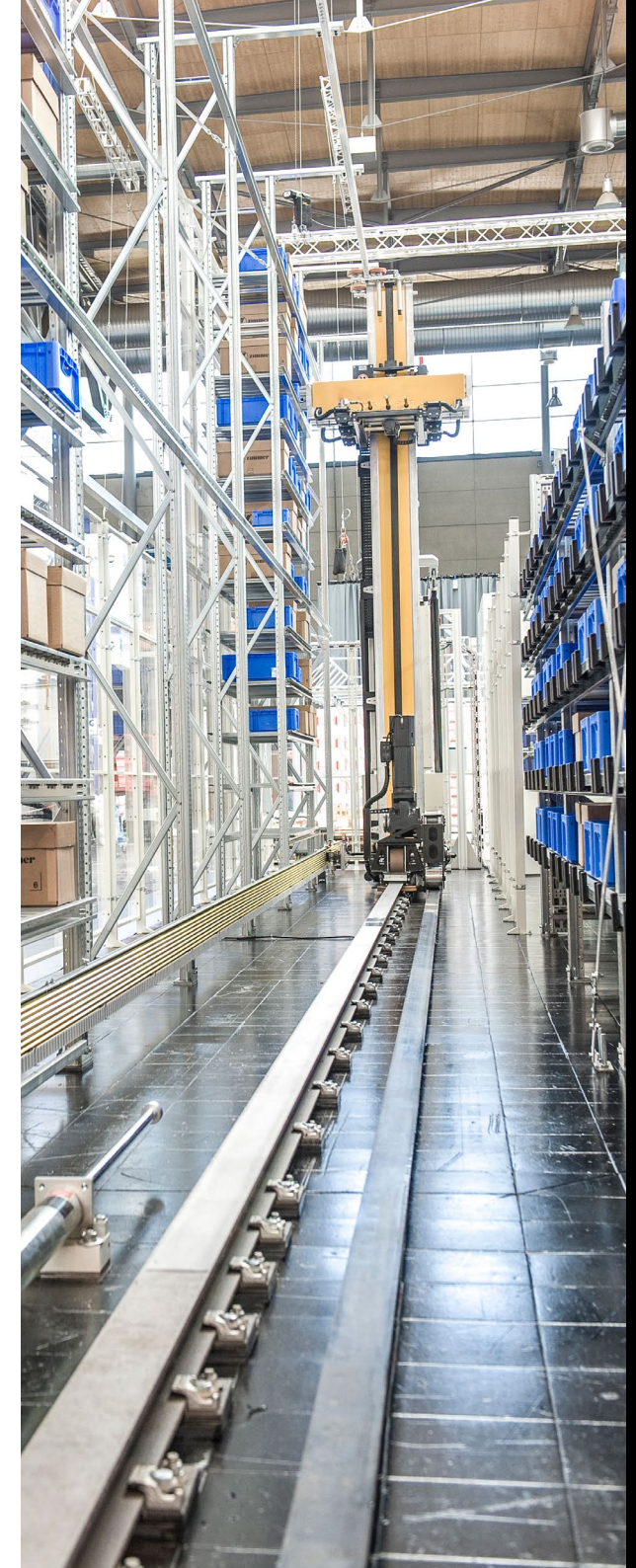
At Gates we understand how damaging downtime can be on impacting profitability. Any time there is unexpected disruption in the supply chain ecosystem, there are clear ramifications that affect flow and put additional pressure on both suppliers and buyers. The recent pandemic revealed areas in need of change as a result of this disruption – with many businesses lacking the operational agility to drive e-commerce adoption on a larger scale and maintain brand resilience in the face of growing consumer expectations.

As with all challenges, however, comes the creation of vast opportunities for markets to capitalise. This new era has paved the way for ground-breaking innovation. By recalibrating industrial operations and supporting new manufacturing technologies, the material handling and logistics industry can gain a competitive advantage with next-generation solutions that solve the diverse challenges of today and anticipate those of tomorrow.

Today, digitalisation extends far beyond the rapid requirements of automation in warehouse systems. Advanced technologies like self-driving, blockchain, and AI are all being implemented across manufacturing plants and distribution centres to increase efficiency upkeep for a better bottom line throughout. But these high-performance applications require the right equipment engineering, tools, and technical support to operate smoothly and safely.

That is why Gates never stops. Our unparalleled expertise and high-performance Power Transmission, Thermoplastic Polyurethane (TPU) and Fluid Power products ensure you are equipped with everything you need to reduce maintenance and downtime, generate greater power and load capacity, create safer drive solutions to mitigate health and safety risks, as well as enhance machine efficiency with less energy consumption to meet sustainability regulations and contribute to the global CO₂ emissions reduction target.

WE NEVER STOP, SO YOU DON'T EITHER



AN EXPERT INSIGHT INTO PAST, PRESENT, AND FUTURE OF MATERIAL HANDLING AND LOGISTICS

The vision, focus, and determination to see opportunity in every challenge have shaped Gates into who we are today. Pushing the boundaries of materials science and human ingenuity to engineer application-specific solutions, continually exceed expectations and deliver the best possible solution to address customers' needs.

Gates' continual investment in material science accelerates our ability to innovate and deliver new products that are lighter in weight, easier to install within applications and introduce efficiencies into operations without compromising on performance. These new products are helping original equipment manufacturers overcome some of the challenges faced within the material handling segment today. Here, two of Gates' leading organisation members share their invaluable insight into the segment and the challenges faced.

Iouri Gigouline, Diversified Industrial Segment Sales Leader, EMEA, suggests that one of the biggest challenges faced in the industry today is the energy crisis. He believes that because of this, 'sustainable energy savings – specifically improvements in energy efficiency – are more important

than ever. Gates demonstrates an unwavering commitment to their customers with a range of highly efficient products that support energy reduction targets, important at a time when energy costs are increasing at unprecedented levels.

Gates is continually observing the world and asking, "What's next?" pursuing the answers that support customers' ever-changing needs. Alongside unpredictable markets and the need for energy efficiency, innovations in automation and digitalisation, accelerated by the rising popularity of eCommerce, are proving to be a challenge for the industry. Heinz Watzinger, Global Product Line Manager, TPU, notes that 'lighter, smaller products for more compact equipment, and higher performance belts for higher output, offer a range of extremely efficient product solutions to address these challenges.' Notably, the 'Linear' line, in particular, offers 'less energy consumption, lowered CO₂ emissions, longer lasting products all culminating in less waste and lower total cost of ownership with increased system output and reduced maintenance.'

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Customers are always at the forefront of our mind and that's why our strategies and solutions revolve around supporting their ever-changing needs. As a supplier of highly engineered products for intralogistics, we focus on delivering reliable, durable, and energy-efficient solutions tailored to the demands of modern logistic systems. Gates solutions boast a high environmental tolerance and are insensitive to moisture, heat and cold. They are also antistatic and fire-resistant and exceed the strict requirements of European standards for operational safety. Our products optimize material flow, reduce maintenance costs, and ensure seamless operations, helping our customers achieve long-term success. Another example of our strategies delivering exceptional value to our customers is our 'in-region for region' manufacturing which enables excellent availability of our products worldwide in the same high quality. We think it is very important to communicate openly and share what we know with each other and with other companies and organizations. This has made us a valuable and trusted partner. We always try to come up with new ideas, challenge the status quo and think ahead.

IOURI GIGOULINE

Diversified Industrial Segment Sales Leader, EMEA



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As you navigate the material handling market of the future, it is important, now more than ever, to partner with Gates for your innovative development projects in the early stages. Gates will help you to develop solutions to increase the efficiency of your equipment by applying superior products, as well as creating alternative solutions to current drive systems to increase uptime, save energy, lower cost of ownership, and reduce environmental impact. For truly pioneering innovation, you can trust Gates.

HEINZ WATZINGER

Global Product Line Manager for TPU



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GATES WE NEVER STOP

When it comes to material handling and logistics, everything depends on flow. From raw material handling to transportation, production, warehousing, and logistics, right through to distribution. Every facet requires the ability to work coherently with its counterpart, for a seamless supply chain that never stops. That is where Gates comes in. We keep operations streamlined and processes optimised. Since 1911 we have been pioneering innovation and product performance, continually investing in research and development to bring you the very best solutions for every challenge.

WE NEVER STOP INNOVATING

At Gates, we don't rest on our rich heritage of innovation, we leverage it to inspire solutions that will power the next hundred years. With years of expertise, we can apply our experience to address even the most diverse challenges and exceed industry expectations.

We have manufactured excellence across our product line to help optimise operations across a wide range of applications. Our OE quality, built-in durability, and flexible product applicability means you'll have the right equipment, in the right place, at the right time – even for the most demanding operations.

WE NEVER STOP MOVING

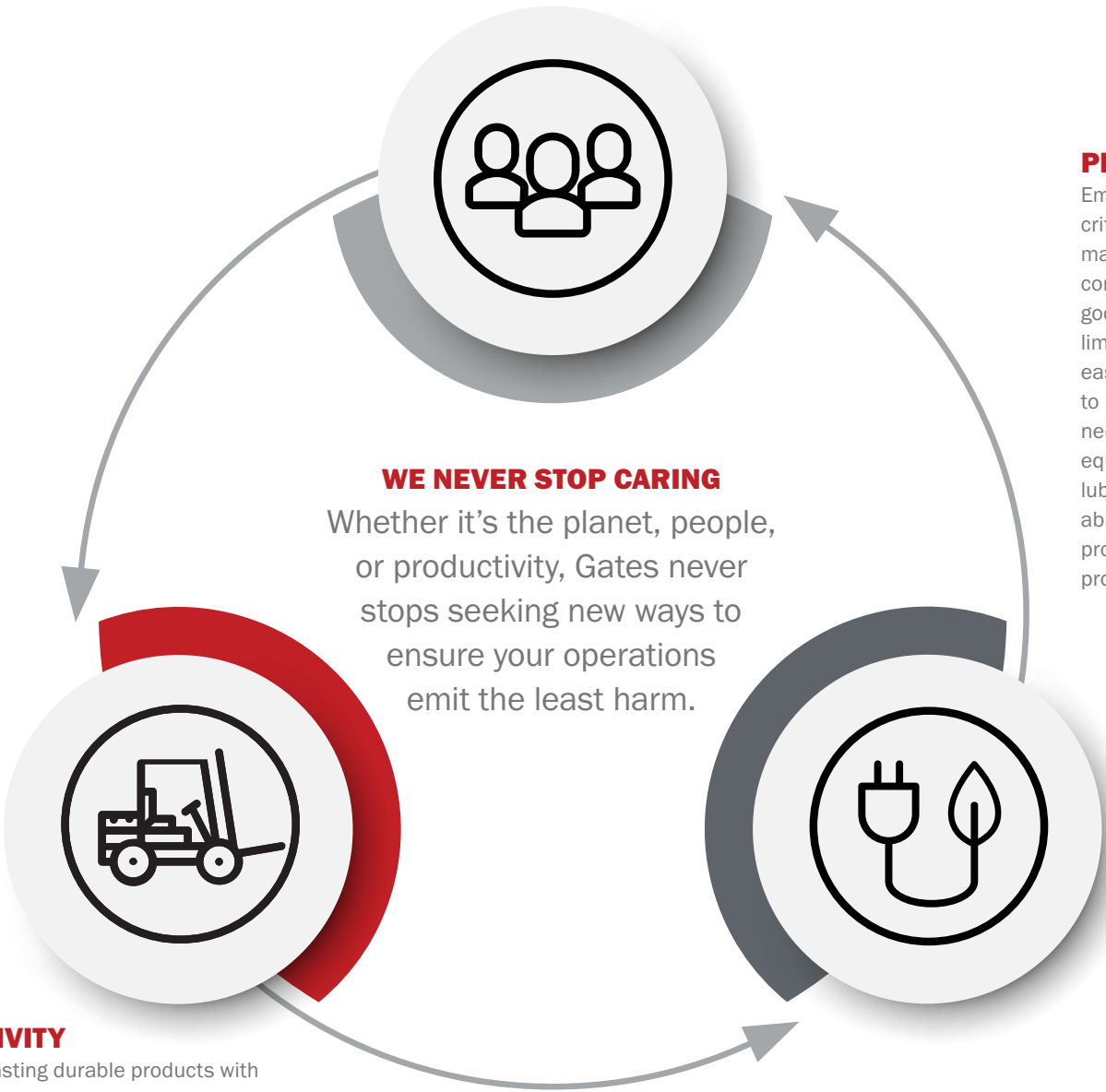
Global coverage with local expertise, Gates interconnected brand footprint reaches every corner of the world. This extended reach guarantees product availability and consistent OE quality standards – wherever you are, whenever you need it.

On-site support at a local level is imperative. Material handling is time sensitive and slight disruptions can be detrimental to any production line. Gates provide a strong ‘in region for region’ service model, with a team of multilingual specialists on hand to offer invaluable technical support – keeping facility equipment running smoothly right across the supply chain.

Whether you face unexpected technical challenges, unprecedented downtime, or are looking to optimise design resources with the latest developments – we offer preventative maintenance, repairs, and advanced co-engineering, working with original equipment manufacturers, at no extra cost, to discover tailored solutions that power your progress.

PRODUCTIVITY

Lighter, long-lasting durable products with a higher power carrying capacity that help conserve resources and reduce your overall energy consumption. So, your productivity and profits don't stop turning, and our planet won't either.



WE NEVER STOP CARING

Whether it's the planet, people, or productivity, Gates never stops seeking new ways to ensure your operations emit the least harm.

PEOPLE

Employee health and safety is critical when handling heavy machinery or manufacturing conveyor systems moving goods. Lighter products mean limiting heavy lifting, for easier installation and little to no maintenance or repairs needed on longer lasting equipment. And with zero lubrication required on our abrasion-resistant material, your products, and people, will be protected from harsh chemicals.

PLANET

Global demands are rapidly increasing, and the cost of energy is on everyone's mind. To keep your supply chain moving, we are developing new ways to increase the efficiency of operations and by offering sustainable solutions through technology, we will never stop caring too.

TRENDS WITHIN THE INDUSTRY

As the world continues to evolve, and demands increase, optimising the flow of your material handling and operations has never been more important. In fact, adapting to new technology is the most strategic change supply chain organisations will face five years from now – (Gartner survey, 2021.)

These emerging trends have drastically impacted production operations across the global landscape – rising digitalisation requires lighter, autonomous equipment and a continuing growth in eCommerce means more pressure on delivery times and greater capacity needs.

At Gates we know how having the right equipment and technical expertise can make a world of difference. That is why we never stop supplying real-world experience, and the invaluable knowledge you need to drive your business forward in this rapidly changing industry.

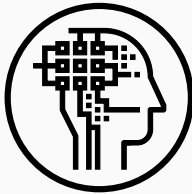
[Top Supply Chain Technology Themes: Are You Ready for Hyperautomation? | Material Handling and Logistics \(mhlnews.com\)](#)

THE RISE OF AUTOMATION

When it comes to increasing efficiency in transport workflows, Autonomous Mobile Robots (AMRs) are the key to success.

They are agile, adaptable, and productive. Intricate sensor technology enables them to perform highly repetitive and precise operations, self-manoeuvre around obstacles and integrate with existing warehouse infrastructure – executing assignments safely and accurately. Robotic solutions can also be introduced to take charge of monotonous tasks, or heavy load applications such as manually loading or unloading products – this is one of the most dangerous and injury-prone jobs with an extremely high staff turnover rate. Robotic Loaders and Unloaders, however, require very little manual supervision and enable manual labour workers to be effectively deployed to more challenging and time-sensitive positions, helping to increase productivity and profitability. The robot’s integrated data science and diagnostics even utilise predictive maintenance processes by stopping potential problems before they happen and improving the efficiency of downstream processes.

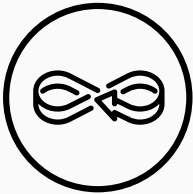
[Combating Labor Shortages with Automated Warehouse Solutions | Material Handling and Logistics \(mhlnews.com\)](#)



Workflows automated across industries

20% of organisations’ earnings attributed to AI

AI makes human jobs easier, faster, safer

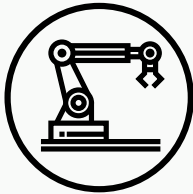


Circular economy

Seamless collaboration

Urbanisation and aging workforces

Pandemic accelerated uptake



Evolving our roles alongside technology

Material handling only as effective as the technology it relies upon

Increasing stringent safety standards

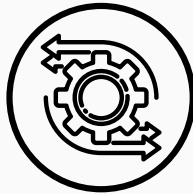


Humans can focus on building connections

People will drive the technological change

Job addition rate +9% in 10 years

Competition for talent and reskilling



Automation redefines jobs not replaces them

34% of current roles likely to be automated in 10 years

Humans to optimise machine performance

WORK SMARTER NOT HARDER

Following the onset of the pandemic, distribution centres found themselves facing high volumes of online orders and in-person labour shortages. This demand exposed the need to integrate automated warehouse solutions to maximise operational productivity and efficiency. Smarter machines and the introduction of robotic technologies have addressed these challenging demands with simplified yet intelligent solutions to help the industry recover.

Smart machines integrate technology and collect learnings from individual sensors and components, generating predictive diagnostic algorithms that mitigate downtime. As machine conditions change over time, these algorithms alert personnel to degradation – offering time-sensitive solutions to rapidly retain performance.

By taking primary control of everyday tasks, this integrated technology has intelligently restructured business models for increased revenue streams and cost containment. According to ABI Research, global commercial robot revenue in warehouses will have a combined annual growth rate of over 23% from 2021 to 2030, exceeding \$51 billion by 2030.

By 2030 Warehouse Robots Market to Hit \$51 Billion | Material Handling and Logistics (mhlnews.com)



SMART MATERIAL HANDLING

Forecasts determine the number of industrial robots to rise exponentially over the next 10 years. More and more material handling OEMs are now considering robotics in their next generation designs to maximise engineering efficiency and long-term maintenance issues.

As technology continues to advance, future AMRs will be developed to interact with each other and will need to communicate with other types of automated equipment like elevators and doors – the elements will be endless and the opportunities limitless.

Automated storage and retrieval systems (ASRS) offer a flexible, efficient, and highly scalable solution that can retrieve and transfer storage products with accuracy, precision, and speed. They can be used in systems on shuttles, carousels, cranes, vertical lift modules, unit-loads, and mini-loads to increase inventory through optimal storage density.

Automated palletisers and depalletisers, on the other hand, are primarily used in retail distribution centres to optimise continuous flow of products in the shipping process. Through the implementation of computer vision and machine learning algorithms they help to generate flexibility, boost warehouse productivity, and reduce worker injuries.

Smart material handling machines are the future and the best way to optimise your operations is to enhance equipment with future facing products, users of material handling can ensure demand is met, quality is guaranteed, and losses are minimised.

A Fresh Look at Power Transmission - Material Handling 24/7 (materialhandling247.com)

GATES SOLUTIONS TO INDUSTRY CHALLENGES

Every day, design engineers, maintenance managers, equipment manufacturers and their customers around the world rely on Gates in-depth knowledge of the intralogistics industry to keep their operations running – safely, efficiently, and reliably. From raw materials to the end of the assembly line, making the value chain of material goods flow smoothly is the most important aspect of intralogistics – each facet relies interdependently of its counterpart. So, you need parts that work harmoniously with each other and a one-stop supplier that works accommodatingly with you.

Whatever the challenge, we are pioneering industry performance with the right tools and services you need to succeed. Our rich expertise, OE quality products, dedication to sustainability, efficient systems, and global coverage of support ensures your operations stay optimised, productive, and profitable, without stopping even in the most demanding conditions.

- **Broad product range** – Next-generation products to help deliver rapid automation systems and a wide variety of demanding operations

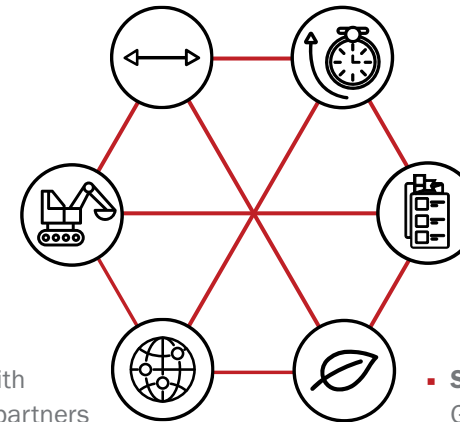
- **Rapid delivery on-demand** – We are committed to fast response times on quotation requests and rapid delivery

- **Expert application support** – Our engineering team are on hand to provide tailored solutions to your application requirements

- **Extended global reach** – With production and distribution partners worldwide, Gates offers a global service with in-region accessibility to solve every challenge, local or large-scale

- **Unrivalled reliability** – Gates rich history of expertise means we are committed to providing long-lasting solutions, without ever compromising on quality

- **Sustainability pledge** – Gates integrated approach to sustainability ensure your operations align with emission goals and industry regulations



PRODUCTS TO POWER MATERIAL HANDLING

By implementing innovation and design engineering into your operations, you can future-proof end-to-end material handling and logistics to increase uptime, reduce maintenance and lower overall total cost of ownership – with longer-lasting solutions that won't need replacing.

Gates advanced Power Transmission, TPU and Fluid Power products optimise continuous flow across the supply chain. What's more, each of our products can be consolidated to match specific requirements, for industry-leading results. All solutions are built with you in mind, and our experts are on-hand to help find you the exact belt or hydraulic hose that you need, right when you need it.





SYNCHRONOUS BELTS WITH SUPERIOR PERFORMANCE

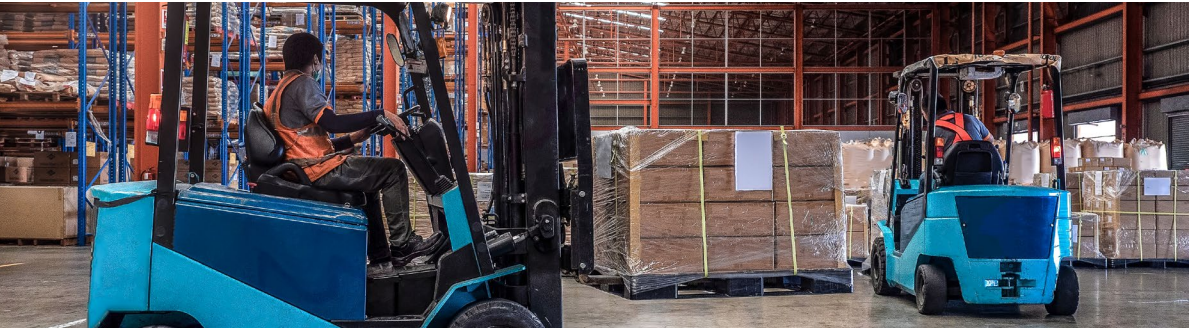
We continually innovate in materials science and dedicated custom engineering support to produce real-time results for all your intralogistics' system design needs. As the world changes, synchronous belt technology is changing with it.

We are offering improvements in manufacturing efficiency, productivity and helping to increase co-ordination of different plant functions – an ideal solution for the dominating automation market.

Faster, smaller, quicker, safer, and more sustainable – Gates products guarantee 100% reliability for intralogistics conveyor systems, take off-devices, shuttles, stacker cranes, material lifts and warehouse management systems. Advancing synchronous belt performance that was previously deemed impossible.



- **Higher uptime, lower maintenance** – Innovative carbon tensile technology and extended length polyurethane belting offer longevity and less operating costs with a variety of sizes and tooth designs for perfectly tensioned belts every time
- **More power less emissions** – PowerGrip™ GT4™ delivers exceptional design flexibility for plant and equipment manufacturers to simultaneously increase power capabilities while meeting strict emissions control regulations
- **Improved technology for industry specifications** – Improved cords, and fabric offers a reduced size and weight to increase pace of belt change and meet required industry specifications and regulations
- **Precise synchronisation for automation applications** – Wide TPU timing belts offer synchronous conveying for processes that require additional width
- **The perfect fit for automatic mini-load warehouse systems** – Gates high tensile strength open-ended linear belts are intricately designed for high-load and dynamic linear movements
- **Lift with ease** – Synchro-Power™ flat belts with strong steel reinforcement provide extreme tensile strength and resistance to forces up to 370kN, ideal for stacker cranes, pallet storage and retrieval machines
- **Tailored solutions for shuttle-systems** – Gates power transmission belts drive the shuttles. Endless and open-ended TPU belts work in telescope take-off systems in shuttles and Gates high-load open-end belts lift the boxes quietly and precisely to the conveyor systems.



**INSTALL THE EFFICIENCY OF GATES
IN YOUR OPERATION**

When it comes to handling potentially volatile materials, having smart, safe, reliable equipment can make a world of difference between having a smooth-running supply to costly and demanding maintenance upheaval. Ruptured, cracked or leaking hoses cause operations to malfunction, and could end up costing thousands of pounds in downtime for clean-up, maintenance, repairs or injury compensation. Gates exceeds industry standards for hose manufacturing, bringing you the very best solutions to ensure your operations never stop.

- **Reduce total cost of ownership** – MegaSys™ MXT-XTP™ abrasion resistant hose covers last longer than standard rubber hoses, reducing the need for repair or replacement
- **Smooth motion control for mechanical tasks** – Gates fluid power hoses can be utilised for automation applications to maintain constant and steady pressure while being more economical than electrical power
- **Save on energy with lighter components** – MXT™ hoses are remarkably lightweight and extremely flexible — for improved fuel economy and longer time in the field before refilling, offering a much more compact solution compared to their premium legacy equivalents.



POWER TRANSMISSION

POLY CHAIN® CARBON™ VOLT™ BELT

Durability that goes the distance

- **Improved shock load and fatigue resistance** – Carbon fibre tensile cords provide increased strength and length stability in both high torque and low-speed drives
- **Cleaner, more compact drive solution** – Offers zero maintenance and less downtime with no stretch. No re-tensioning. No oil lubrication. EVER. Eliminating the risk of injury, regulatory fines, contamination, and infected food handling spaces
- **Lighter, less noise, and longer lasting** – 96% lighter than roller chain and quieter operational output for improved employee ergonomics and a better work environment. Plus, enhanced efficiency of Poly Chain® belts lasts up to 3X longer than roller chain drives with less maintenance and downtime than any other solution

POWERGRIP™ GT4™

Powering performance in every application

- **Expertly designed with you in mind** – Advanced high-torque synchronous belt for a broad range of industrial applications
- **Engineered with advanced materials science** – Delivering highest power-carrying capacity and widest temperature range capability (-40°C to 120°C) of any belt in its class
- **Improved performance in automation applications** – Reducing drive width with narrow belt – ideal for tight packaging
- **Less weight, less noise, lower cost** – Improved ergonomics and no metal-on-metal clatter, and with no re-tensioning or lubrication you can eliminate maintenance costs throughout the life of the belt
- **Environmentally and employee friendly** – Manufactured without harmful chlorinated compounds and safer application use with no oil contamination and improved chemical resistance.



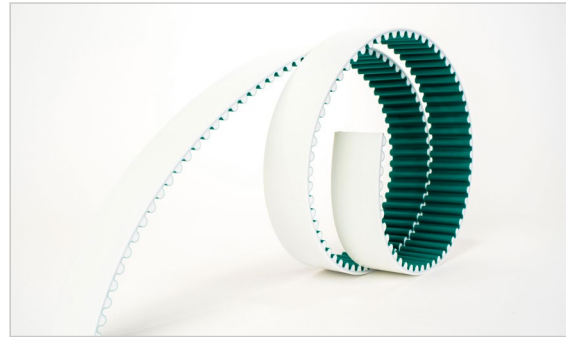
TPU BELTS



THERMOPLASTIC POLYURETHANE (TPU) BELT RANGE

Optimum belt for various applications

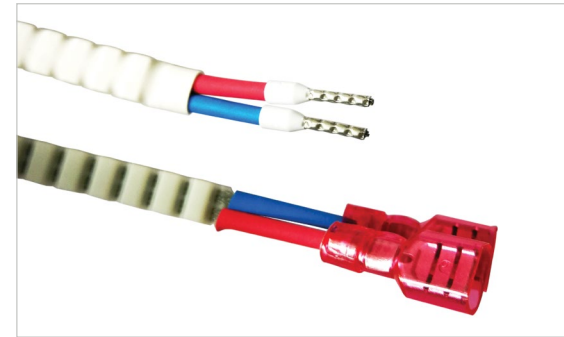
- **Save energy** – TPU range is 30% lighter for reduced energy consumption
- **Save cost** – Long lasting TPU belt reduce replacement need and increase cost of ownership
- **Save effort** – Maximum strength, minimal effort. Performance precision in every application
- **Save maintenance** – Reduced operational expenditure on maintenance, repair, and overhaul.



SYNCHRO-POWER™ LINEAR

Precision perfected for a broad spectrum of demanding applications

- **Exceptional performance, endless possibilities** – Synchro-Power™ Linear can be configured for precise motion control applications
- **Silent solution** – Nylon back and tooth surface options for quieter operations and clean running motion for industrial, general conveying, automatic door applications etc
- **Minimum stretch, maximum strength** – With steel and aramid tension members
- **High functioning in freezing temperatures** – Handling -30°C to +50°C range
- **Robust and ready** – Tough polyurethane construction for superior resistance to oil, chemical, and water, with sealed cord options available for corrosive applications.



E-BELTS

An advanced Synchro-Power™ Linear belt that is powered by electricity

- **Electrification enhanced** – Incorporate the high tensile steel strength reinforcement of Gates® TPU e-belts while transmitting electrical signal or power up to 24V DC
- **Save on cost, save on space** – Compact solution reduces the need for separate electrical cables and cable guiding systems
- **Customised solution** – Exposed steel cords at the belt ends for electrical connector attachment, can be cut to necessary length
- **Fully compliant** – Meets EU, RoHS, and REACH required standards.

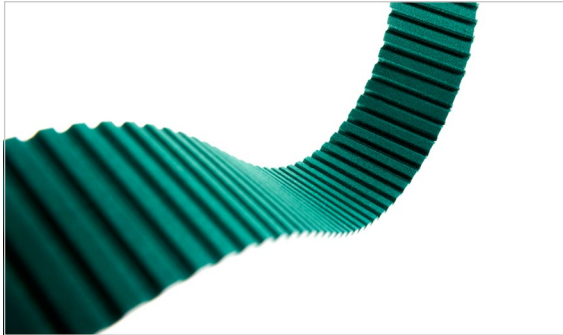


SYNCHRO-POWER™ FLAT

High strength, low stretch for exceptional performance

- **Operations optimised** – High-strength durability of Synchro-Power™ Flat requires no maintenance, repair, or overhaul
- **Built-in durability** – Tackle applications such as lift systems, forklifts, and scissor-lift tables with increased belt life
- **Countless customisation options** – Various combinations of tensile member materials and several urethane grades
- **Superior steel reinforcement** – Handle the most demanding applications with extreme tensile strength and increased belt life.

TPU BELTS



SYNCHRO-POWER™ FLEX

Truly endless construction for unlimited possibilities

- **Superior strength** – Extruded thermoplastic polyurethane, ideal for heavy load conveying and high-power transmission
- **Synchronous tracking** – Handles specific application requirements with ease
- **Cutting-edge performance** – Helically wound cords, resin grades and steel cord options available.



ENDLESS BELTS WITH BACKINGS

Infinite design possibilities for every application

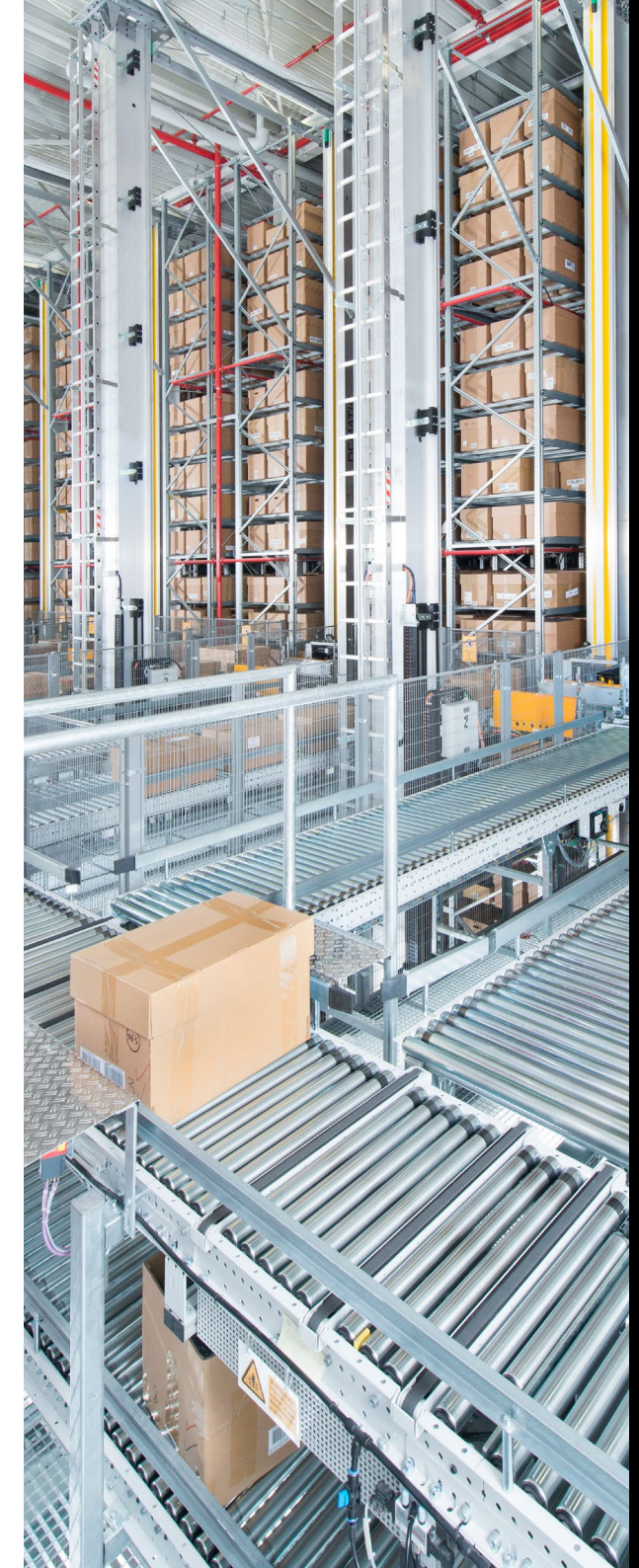
- **Customised solutions** – Over 30 backing materials for cushion, durability, and desired coefficient of friction
- **Fully fitted** – Belt types can be modified with additional surface finishing to meet application needs.



LIVE ROLLER BELTS

High tensile strength for high-performance applications

- **Durable and robust** – Flat belt ideal for intralogistics conveyor systems with less stretch and no re-tensioning required
- **Driven by friction** – High functioning rollers driven by friction between belt and roller
- **Longer length** – Lengths up to 150m and welded endless on the conveyor.



FLUID POWER

MEGASYS™ MXT™ & MXT™XTP WITH XTRATUFF™ COVER

Next-generation premium hydraulic hose

- **Engineered for exceptional durability and high performance reinforcement** – Tested to 3X industry standard impulse criteria for the most demanding multi-use fluid power applications
- **Lightweight and up to 40% lower force-to-bend** – For easier cross-functional handling
- **Robust and reliable for optimum performance** – with optional XtraTuff™ cover for increased abrasion and ozone resistance



WE NEVER STOP SUPPORTING

When you choose Gates to keep your operations flowing, you don't just get our products... each application is intricately designed to meet your specification requirements, our co-engineering experts work with your facility or equipment manager, at no extra charge, to assist with the implementation, upkeep, and servicing of all your industrial systems. We will work with you to understand your needs and get your operations up to speed with the most reliable and efficient solutions available.

SOLUTIONS ENGINEERED FOR EVERY CHALLENGE

A single issue can reduce the productivity of your drive system performance, costing countless time and money during detrimental downtime. Hydraulic power failures cause as much as 47% of downtime and hydraulic injuries can cost up to €250,000 per incident. Whatever the problem with your equipment or operations, Gates product application engineers, customer service team, and field experts will be with you every step of the way to manufacture a custom solution and avoid critical system failure.

We provide expert power transmission support in the following:

- Engineered belt drive design services
- Downloadable belt drive design software
- Drive analysis and troubleshooting
- Support for installation and preventive maintenance tools
- On-site belt drive engineering services
- Product information and industrial part interchange assistance

DESIGN POWER™

The Gates Design Power™ platform is an innovatively advanced digital toolkit that enables our internal experts to work collaboratively with original equipment manufacturers to rapidly design the most accurate and robust application-specific drive systems. Featuring a state-of-the-art knowledge base and the most sophisticated belt performance models, it automatically syncs your specific design parameters with the latest catalogue of products, so you can determine every potential application solution, without wasting any time or money.

Additional features include:

- Estimation of energy savings of a synchronous belt drive compared to a V-belt drive
- Estimation of cost savings of replacing roller chain with a Poly Chain® belt drive
- Ability to determine belt installation tension, pull, and power transmission capacity
- Create and track multiple design derivatives

GATES ECRIMP

Crimping your hydraulic and industrial hose assemblies to the exact specifications is essential for your operation's safety, uptime, and sustained performance.

Gates eCrimp app gives access to qualified crimp specifications with the latest updates and new details. Whether working in extreme environments, or controlled conditions, this application gives you dynamic search capability. Searches can be narrowed by hose, coupling or size, and access up-to-date crimp specifications for your Gates hydraulic and industrial hoses and assemblies in the eCrimp database.

- Change location, units, and language to fit your needs
- Always have the latest updates and new details with real time updates
- Download specs for areas without data connections with offline capability
- Quickly access your most common hose-coupling combinations
- Eliminate errors with visual identification with our library of images for product verification



WE NEVER STOP SO YOU DON'T EITHER

We know how important it is to stay ahead in the material handling and logistics industry. As global trends shift, eCommerce pressures increase, and the need for automated solutions arise, having a continuous flow in the supply chain ecosystem can ensure your operations remain productive, profitable, and performance led. That is why we never stop supplying real-world experience, a strong portfolio of products, and the invaluable knowledge you need to solve customers' diverse challenges of today and anticipate those of tomorrow.

In a world that never stops, we're here to make sure you don't either.

GATES, WE NEVER STOP.

