



Yale® Reach Trucks at the new plant of a leading engineering company. Optimise space utilisation and streamline material flow between its main factory and warehouse nearby.

About the Customer

The customer is a Joint Venture company incorporated in 1989, which belongs to a well-known business conglomerate in India. It is involved in manufacturing technologically advanced products required by energy and oil & gas sectors.

The company, under its consolidation exercise, brought the operations of three smaller plants in a single new large premises at Naigaon near Mumbai. Being a large facility, its main manufacturing plant and warehouse are at a distance. All raw material and finished products are stored in this warehouse. The company was on the lookout for a suitable material handling equipment which can effectively meet the requirements of the new plant and the warehouse.

A renowned engineering company required a solution that was the best for use within the store and could also transport material to the factory a few hundred metres away.

When a leading engineering company in India was setting up its new plant, they were in search of an appropriate lift truck solution that could effectively manage indoor storage and retrieval as well as transport material between the main factory and the warehouse. The new plant was being designed for streamlining operations and increase productivity.



Challenges

Looking at the expanse of the total plant premises, a suitable equipment was required which could be effectively used for both the purposes, viz.

- Storage and retrieval of raw material and finished goods in high-rise racking system within the store area
- Transporting material to and fro between the warehouse and the main factory

Considering the requirement, the customer was inclined to opt for Articulated Forklift (AFL) which also offers an additional advantage of space saving besides its utility for indoor and outdoor applications. **However, AFL has its own limitations which were getting ignored on the backdrop of its space saving advantage.** It was challenging to suggest an appropriate alternative and prove its merit compared to AFL.



Solution and Benefits

Yale® has a vast array of equipment to suit a variety of application requirements and working conditions. On carefully evaluating the requirements, our team suggested that the Yale® Reach Truck Model MR16 with 10.5m lift height will be the most appropriate equipment.

What is a reach truck

Reach trucks are designed to work in narrow aisle warehousing spaces. The drive wheel is located under the operator's seating position. The driver sits sideways while operating the machine. The reach is designed with sideways seating arrangement to

reduce the aisle requirement the operations, optimise visibility of the pallet, ensure safe operation and achieve faster throughput.

Comparison of a Reach Truck and an Articulated Forklift (AFL)

- **Aisle space** – In case of an articulated forklift, the front portion which carries forks and mast can swivel. This reduces the space required while manoeuvring loads and can operate in narrow aisles. Resultant space saving is up to 50% compared to counterbalance forklifts. This saving in space comes with the compromise of stability, safety and ease of operation.
- **Dereation of capacity** – This is the major drawback with all AFLs. As the height of lift increases, the load capacity decreases and then the customer is left with only two choices. Either to buy a higher capacity model which will allow use of full height of the stores or organise store in a such a way that the heavy pallets are stored in bottom racks and lighter in uppermost racks. The former option increases the initial investment considerably, whereas the latter option is not practical. In day-to-day operations in multiple shifts and over several years, an operator can make mistakes.
- **Operating skill** – To operate an AFL, a highly trained and skilled operator is essential, which is not the case with a reach truck. Hence, in a smaller warehouse, where the number of equipment is small, use of a reach truck is most recommended because of its easy operability.
- **Throughput** – Due to an unusual angle of operation and tight clearances, very low throughput is achieved using AFL as compared to reach trucks. Better visibility, safety and stability of operation in a reach truck help in providing high throughput compared to AFL.
- **Maintenance** – Electrically operated reach truck is easy to maintain as there are fewer moving components.
- **Service** – Yale® Reach trucks from ElectroMech Yale are backed by nationwide service network, assuring easy availability of spares and minimum downtime.

Yale® Reach Truck – The right choice

After a careful comparison of Yale® Reach Trucks with articulated forklifts, the customer was thoroughly convinced with the added advantages with Yale® Reach Trucks and ordered 3 nos. of Yale® Reach Trucks Model MR16 with 10.5m lift height. They are also in a position to competently address the requirement of indoor and outdoor handling as well as effective utilisation of overhead space resulting in space saving.

For after-sales service, all ElectroMech Yale equipment are supported by our expert team at Cranedge, a subsidiary of ElectroMech, and a service specialist for material handling equipment of various makes.



Customer speak

We are thoroughly convinced about the appropriateness of Yale® Reach Trucks in a smaller warehouse like ours. They are extremely easy to operate, manoeuvre and maintain. These rugged equipment are useful for our indoor storage and retrieval operations.



ElectroMech Yale offers a range of forklifts and lift truck solutions to effectively meet the challenging requirements of warehouses and various other industries. To know more, get in touch with us today.



For enquiries, contact:

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