



Yale® lift trucks are preferred by logistics companies the world over for their reliability, efficiency, ease of maintenance and operator-friendly features.

About 3PL service providers

Third-party logistics or 3PL is a term frequently used in logistics and supply chain management. When an organisation chooses to outsource its activities related to distribution, warehousing and fulfilment to a third party, it is termed as 3PL. Generally, 3PL companies provide integrated support for warehousing and transportation, which is tailored to their customers' unique needs. A few 3PL companies extend their services beyond

warehousing and transportation to include procurement and other services that integrate various parts of the supply chain. The 3PL companies that operate on a global scale, provide services to MNCs in various parts of the world and have a chain of warehouses where large-scale movement of goods and a massive number of handling operations can be experienced around the clock.

A global company providing 3PL services required various types of MHE of reliable make to meet the demands of its large-scale operations at warehouses across the country.

A company offering 3PL services to major pharma and retail customers in India has warehouses in Mumbai, Bilaspur and Gurugram. In order to meet increased demand, decentralise operations and strengthen supply chains, the company was setting up new warehouses in Chennai and Lucknow. They wanted a complete solution to meet their various handling requirements and ensure speedy operations.

Challenges

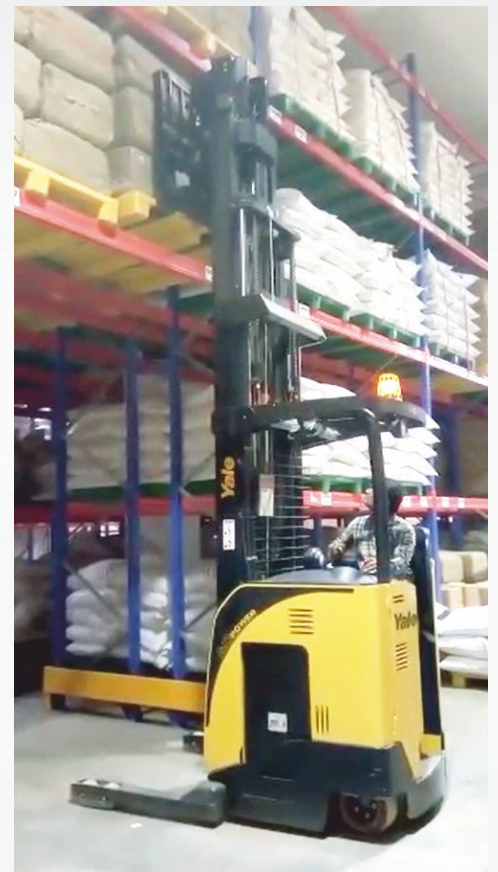
For their new warehouses, the customer intended to procure hand pallet trucks (HPT) since they were already using HPTs in the existing warehouses. On knowing the requirement, the ElectroMech Yale team suggested a combination of HPTs, BOPTs, Stacker and Reach Trucks for capacity optimisation. However, the customer team was sceptical about the maintenance requirements of battery-operated handling equipment and their impact on productivity due to non-availability of equipment during maintenance. In this case, budget availability was limited and fast delivery was essential as the requirement was urgent.

Keeping this in mind, convincing the customer team about the minimal maintenance requirement of Yale® equipment and the additional benefits of using BOPT and Reach Trucks was important.

Solution

The Yale® range of forklifts and lift trucks is designed to meet the demanding work environments of most busy warehouses and the ElectroMech Yale team can always be relied upon for recommending optimised solutions for such requirements. In this case, to convince the customer about the use of the right combination of HPTs, BOPTs, Stacker and Reach Trucks, our team conducted extensive demonstrations and trials. The

customer team was impressed with the performance of the equipment. Particularly, the Walkie model of our BOPT was found to be most suitable for transporting material over longer distances and the Reach Truck model could allow higher height utilisation. Additionally, our teams presented a complete cost-benefit analysis, which reaffirmed the customer's decision to buy the recommended combination of equipment.



Features of Yale® BOPT

- Advanced AC control system eliminates motor brushes reducing maintenance
- Built-in pressure relief valve protects the truck from overloading
- Variable speed control
- Spring loaded caster wheels improve lateral stability on uneven floors
- Low-battery protection setting extends battery life

Features of Yale® Double Deep Reach Truck

- **Laser positioning:** The laser projects a red dot and line from the location on the fork carriage, enabling the operator to clearly see where the forks need to be inserted to lift the pallet securely.
- **Ergonomic controls:** The joystick matches the natural handgrip of the operator, providing easy access for all lift functions, forward/reverse, and the horn.
- **Advanced diagnostics:** A single plug-in service point connects your engineer's laptop to our advanced truck diagnostics.
- **Higher energy efficiency:** The ECO-eLo energy efficiency mode can reduce energy consumption by up to 20% without affecting productivity.
- **Quick battery change:** The side extraction system enables rapid battery changeover to maximise uptime and make battery changeover as easy as possible.
- **Intelligent technology:** Integrated Dual CANbus technology allows quick identification of an error or malfunction and helps to fix it quickly.

ElectroMech Yale supplied to the customer, a fleet of trucks, which included 3 Reach Trucks, 8 BOPTs, 1 Stacker & 30 HPTs for their warehouse.

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.

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!

Benefits

The customer is using a fleet of Yale® lift trucks at its warehouses and is happy with its performance. The major benefits through the selection of Yale® equipment include:

- **Double Deep Reach Truck:** The Double Deep Reach Truck reduces the number of aisles as compared to single deep storage, allowing double deep pallet storage in the racks for increased storage density.
- **Increased efficiency:** The perfect combination of HPTs, BOPTs, Stacker and Reach Trucks resulted in achieving higher number of pickups.
- **Low cost of ownership:** All Yale® equipment assures lower life-cycle cost (LCC) as it offers higher energy efficiency, requires minimum maintenance and has a longer working life.
- **Operator comfort:** All Yale® equipment have an ergonomic design meaning great comfort to the operator, which reflects into higher efficiency even at the end of the shift.
- **Lower downtime:** Fast battery charging and quick battery changing increase the productive hours of the equipment.



Customer speak

Yale® BOPTs and Reach Trucks are the perfect solutions for our large warehouses. Not only did they fit into our budget, they also require less maintenance and save valuable aisle space in the warehouse. By partnering with ElectroMech Yale, we are confident of achieving our productivity goals.



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