

Purchase price, financing, repairs, downtime, maintenance, operator training, administration and retiring aging equipment all contribute to a complex, ever-changing and potentially profit-draining operation.

## **Why Fleet Management?**

Because your business isn't materials handling. It's a fact that companies that focus on their core business are more competitive, profitable and successful. Materials handling is one of the tools you need to run your business. That's it, nothing more. So, leave it to us. It's all we do. We'll replace aging, unproductive trucks with state-of-the-art units, maintain and service them, provide parts, train your operators and much, much more.

### The Yale Fleet Management Process

Yale will do whatever it takes to insure that your materials handling productivity is maximized and continuously improving.

*One Source. One phone call. One invoice. No worries.*



The average materials handling fleet contains 20% more trucks than necessary. The reasons vary. Many operations keep back-up equipment to cover older, unreliable units in an effort to avoid unscheduled downtime. Others maintain a standby fleet to meet seasonal demand. Few encourage or allow for interdepartmental resource sharing. And many operations fail to “communize” equipment specifications that would allow trucks to perform multiple tasks.

Yale begins the rightsizing process by performing a fleet rationalization. Each piece of equipment is analyzed through our 5R Process (Retain, Repair, Replace, Retire, and Redeploy). This ensures that each truck is fully utilized and its use maximized within its specification. Then, we break down your fleet into segments.

- Core Fleet – Fully utilized equipment dedicated to defined tasks
- Flex Fleet – Underutilized equipment that can potentially be moved from department to department to supplement needs
- Standby Fleet – Equipment rotated into use during scheduled and unscheduled maintenance and repair
- Short Term Rental Fleet – Equipment brought in to meet seasonal or temporary demand

Once we understand the “big picture” of utilization, application and specification, we can begin driving down the fleet population.

## Conquering the Lift Truck Cost Mountain



Examining materials handling costs is a little like looking at a mountain. You can see the peak – in this case, equipment purchase price – from miles away. But, the peak is only a small part of the mountain.

Most people don't pay much attention to the middle of a mountain. But this is where most of the action is – maintenance, repairs, supervisor and operator training and salaries, damage, fuel costs, plus ordering and storing spare parts.

Almost nobody notices the base – even though it's the largest part and supports the rest of the mountain. Here, administrative costs, such as capital appropriations, human resource costs, MIS expenses and purchase order and invoice costs hide, safe in the shadows of the rest of the cost mountain.

Yale Fleet Management chips away at the entire lift truck cost mountain by reducing your total cost of ownership. The part everyone sees, and the parts nobody even knows were there.

Contact us today to find out more about fleet management!

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