



DiRECTIONS



Sapa's Top Ten Trucks

Sapa Aluminium's new fleet of 10 Combi-CB's is enabling the company to make substantial cost savings and benefit from a higher degree of operational versatility at its aluminium profile extrusion plant near Poznan in Poland. The 8 electric powered 2.5t models and 2 diesel CB's with a 4t capacity handle stillages and crates of 6m long extruded profiles around the warehouse as well as loading and offloading HGV's in the yard.

The high maintenance costs of the old combination of electric reach trucks and counterbalance forklifts was the impetus for Purchasing Director Marek Skirucha to evaluate other possibilities on the market: "We were looking for machines capable of meeting current

as well as future requirements. The various power options and capacities that the counterbalance design CB range offers was ideal as we wanted a fleet based on one uniform model, able to be customised for specific tasks."

A major cause for concern with the previous trucks was the high level of wear and tear on wheels and the vulkollan tyres due to the demanding outdoor surfaces and uneven levels of flooring indoors. Substantial ongoing expenditure on new tyres will no longer be an issue with the CB's as they are fitted with robust solid rubber tyres specifically designed to cope with rough surfaces inside and out. Side shift and hydraulic fork positioners enable the drivers to easily adjust the forks from

inside the cab for quicker operation when handling non standard loads. "Although our core business is extrusion we also focus on delivering other solutions for our customers," says Marek. "The CB's ability to carry diverse loads and to access smaller areas when carrying long products is therefore very beneficial."

"During our collaboration with Combilift to identify the exact truck specifications, more things became apparent about the company and the product that impressed us," comments Marek. "It takes a clever manufacturer to realise that simplicity of design with a limited amount of electronic parts makes for a machine that is more reliable and robust than one full of complex and sensitive components. We now have an operation in place which is more efficient and cost cutting, enabling us to offer a more competitive service for our customers."



Customised Handling Solutions

Combilift is the world's leading supplier of 4-way and narrow aisle handling solutions. Versatility, reliability, safer and space saving handling are hallmarks of the range, which enables improved productivity and efficiency across a wide range of industries. In this newsletter we focus on the benefits that Combilift products are bringing to the aluminium sector.

Stand-on 4-way is just the job for Admiral Metals

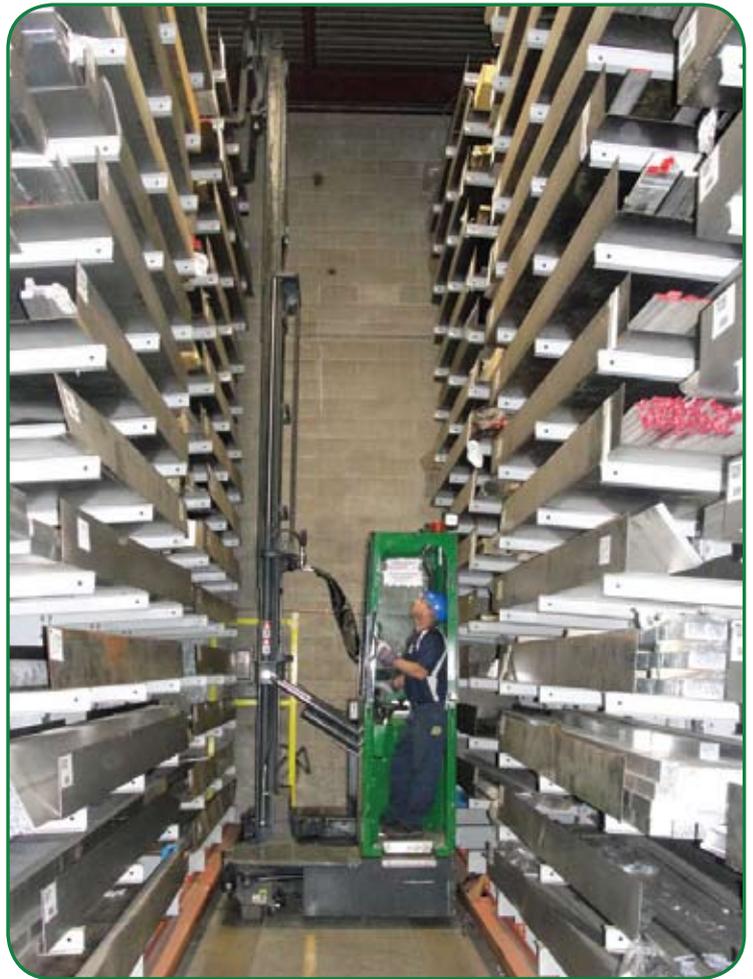
Combilift's ST range was developed in response to requests from service centres for a leaner, stand-on version of its 4-way forklifts. Admiral Metals, the leading distributor of aluminum, brass, bronze, copper and stainless in the northeast of the USA has a fleet of six electric powered C3,000ESTs, which have reduced costs, increased productivity, and boosted revenue for the Massachusetts based company.

This indoor/ outdoor stand-on forklift works in aisles of under 2m wide, resulting in space savings of up to 50%. Its ability to lift 3t of long length loads to a height of 9.5m and its multi-directional ability offers superior manoeuvrability compared to standard forklifts and enables the loads to be carried in much tighter confines. "As our business grew we needed to get more material into our main shipping station so we went with the narrow-aisle system, and Combilift was by far the best machine around," says Operations Manager Don Bishop.

"The stand-on design is so convenient and much quicker for our operators who do a lot of picking," says Don. "With our old machines they had to undo the belt, open the door, get out of the truck, get back in the truck, close the door, put the belt back on, etc. With this machine, they just step on and off. Our guys also say it's just so easy to use and there isn't a lot of manual labour involved so safety procedures are improved."

Features such as a raised mast, improved wheels and increased visibility contribute to safety when working with the ST range. The retractable mast enables sideways travel with loads resting on the platform, lowering the overall centre of gravity. This is much safer than moving with loads raised above eye level and enables the load to be in the operator's sight line at all times.

"When you combine enhanced safety for your workforce and higher efficiency with a quality machine from a quality company, you know you made the right choice," says Don.



Your global partner

With the ongoing addition of more models to its range, Combilift continues to blaze the trail in the 4-way and narrow aisle handling sector. There are now over 17,000 units in operation worldwide, with an extensive global dealership network across more than 60 countries. "Our ability to react to customer feedback and develop handling solutions of any size is what sets us apart from other forklift manufacturers," comments MD Martin

McVicar. "Since we launched our first C4000 Combilift – which is incidentally still one of our best sellers – we now offer models from 2.5t upwards with an almost infinite choice of options for a truly customised product. Our range encompasses 4-way sideloaders, stand-on models for extremely narrow aisle operation, the large cab XL series as well as the core Combilift C range in varying load capacities.

