

Hubtex will help construction retail sector: 50% space saving recorded

WHERE long or difficult loads are concerned, like in the construction retail industry, Hubtex multidirectional and side-loaders will make a significant difference in South Africa as many operations here are still employing unsuitable technology. This is the opinion of Thomas Schmitt, Hubtex Germany's key-account manager, responsible for liaison between Goscor Lift Truck Company (GLTC), the Southern African distributors of Hubtex, and Hubtex head office in Fulda, Germany.

"I noticed on my recent trip to South Af-

rica, that many companies in the construction industry are using traditional, front-loading forklifts in their long-load applications. The result is inefficient utilisation of warehouse and yard space and a significant reduction in productivity all-round," says Schmitt.

Goscor Lift Truck Company Sales Director Patrick Barber agrees. "The Hubtex technology, which enables long loads to be handled in narrow aisles, will save several companies a lot of money in South Africa. It is true that many operations in this country that have specialised

load-handling requirements are not using the correct technology. We have started showing these companies the benefits of the Hubtex range and I have no doubt that demand will grow exponentially for these machines with time," he says.

Two machines that

row doors and aisles, in crosswise drive it can be used as a conventional front loader while circle drive enables the fast turning of the truck. "This overall agility can save up to 50% floor space," Schmitt says.

The Hubtex side-loader series, which is

local companies, including construction retail operations, have taken note of how Hubtex lift trucks have helped improve efficiencies in well-known European companies.

One story that has generated a particularly positive response is that of German timber



A Hubtex multidirectional and side loader with material for the construction industry.

have proven themselves in these industries worldwide are the Hubtex DQ diesel/gas multidirectional side-loader and the Hubtex Electric sideloaders.

The former, with diesel or gas drive, is an extremely robust machine developed for indoor and outdoor use. With its hydrostatic all-wheel drive and independently activatable differential lock it is suited to all surfaces including poor ground or floor conditions. Also, the multidirectional steering enables optimal handling of long and bulky loads and the efficient use of storage space.

"The superior High Performance Steering (HPS) steering system of our multidirectional sideloaders ensures the shortest changeover time from lengthwise to crosswise drive. In fact research has shown that compared to conventional steering systems the Hubtex HPS enables a 60% faster changeover and, in addition, has up to a 30% smaller turning radius by means of its load wheels," says Schmitt.

He adds that in lengthwise drive, the Hubtex DQ series can quickly transport long material through nar-

electric, diesel or LPG-powered, is designed to maximise long-load storage density providing room for additional racks and enhanced storage capacities. "Not only do these trucks enable up to 100% more storage space than conventional forklifts, but their unique design also allows quick, safe and efficient operation with reduced load damage," Schmitt says.

The heavy-duty, diesel sideloaders are specifically designed for demanding operations and provide exceptional performance with proven stability.

With capacities of up to 40 tons and load bed widths of up to 2,500mm these workhorses have proven themselves in the toughest operations in the construction industry.

Meanwhile Barber says that Hubtex trucks have made significant strides in the Southern African market in the short time that they have been represented in this region by GLTC.

"Even before our first stock arrived were getting calls from people interested in Hubtex's specialist capabilities and the interest continues," he says.

Barber adds that he has seen that many

specialist Dauerholz AG. They bought their first Hubtex electric multidirectional side-loader to carry packs of waxed timber across longer distances at their production site in Dabel, a former military base.

With a process that was 'green' in nature, it was logical to acquire an environmentally friendly, 'green' stacker.

"We had all but decided to invest in an additional three-wheeled four-way stacker," explains Peter Weller, Dauerholz AG operations manager. "But as soon as we became aware of the advanced Hubtex technology, which has developed a reputation for internal and heavy-duty external deployment, I knew it was ideal for this particular application."

Schmitt says he is optimistic about the future of Hubtex in Southern Africa. "This country has an excellent reputation for the way it does business and I have no doubt with the experience and enthusiasm of GLTC, behind Hubtex, it will soon become one of the leading brands in the construction industry," he concluded.