

June 2014

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# Atlas Copco opts for **Hubtex** solution

Leading supplier to the mining, construction and manufacturing industries, Atlas Copco, has joined the many South African companies that are seeing the benefit of Goscor Lift Truck Company's (GLTC) Hubtex specialised side-loaders.

"THE VERSATILITY OF THE HUBTEX and its ability to handle long loads and work at the required height in narrow aisles – attributes which a conventional forklift cannot offer – have, in a short time, made a palpable difference in the warehouse," says Tammy Cairns-Buhler, Atlas Copco Distribution Centre manager.

"We had been told of the Hubtex advantage by one of Atlas Copco's divisions in Sweden, which spurred our interest," says Cairns-Buhler. "And when we saw it demonstrated it was immediately apparent that this was the solution for our business and that conventional forklifts were not really fit for our purpose. We have not been disappointed in its performance and look forward to seeing even better productivity down the line."

She adds that GLTC's service was thorough and professional throughout the sales process.

Atlas Copco bought the Hubtex MQ 30, which is one of the world's most popular electric sideloaders. It has multi-directional steering for the handling of pallets and long loads. Characterised by its compact design, it is especially suited to narrow aisle storage applications. "The smallest possible aisle width can be achieved because of the choice of different cabin versions for individual requirements," explains GLTC managing director, Darryl Shafto.

In fact, the Hubtex electric sideloaders are the ultimate in versatility offering users a large choice depending on their particular application. Apart from the choice in cabs, they can be equipped with a short chassis for block stacking and they can be used both indoors and outside.

Equipped with a travel motor constructed in an upright and water-protected manner, it can work in poor weather conditions without hesitation.

The MQ 30 has a lifting capacity of 3-tonne and a lift height of up to 10 m.

While Hubtex is now becoming ever more popular in SA, Thomas Schmitt, Hubtex Germany's key-account manager, says there are still too many local companies using forklifts that are not fit for purpose. "Where long or difficult loads are concerned, many SA operations are still employing inappropriate technology. 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," said Schmitt on his recent visit to the region.

Shafto concurred, saying that while there is still a plethora of SA companies using inappropriate machines for their particular applications, there are many companies like Atlas Copco that are taking note of the way Hubtex is improving efficiencies in other local companies and many European operations.

There is no doubt that many local operators are very aware of what is happening in Europe. Atlas Copco itself was referred to Hubtex by one of its European divisions and many have been influenced by German timber specialist Dauerholz AG. They bought their first Hubtex electric multi-directional sideloader to carry packs of waxed timber across longer distances at a 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. •



Wiseman Bhekame Radebe, an Atlas Copco driver, operating the Hubtex MQ30.