

Company replaces forklift fleet

Warehouse materials handling equipment and solutions supplier Goscor Lift Truck Company (GLTC) concluded a deal with supply chain management company Imperial Cargo Solutions (ICS) – which manages the primary logistics operations for tobacco company British American Tobacco South Africa (Batsa) – to replace as many as 50 forklifts at Batsa with Goscor's Doosan machines.

GLTC regional sales manager **Frans van den Heever** says Batsa has reached Stage 3 of the ten stages in the replacement programme, and has taken delivery of 15 forklift trucks from Goscor.

"The machines will be used throughout the plant, from raw material loading to the manufac-

turing division to the loading of trucks for dispatch," says Van den Heever.

The forklifts working in the raw materials section have been fitted with tobacco clamps. Customising our forklifts to ensure that they are fit for purpose is part and parcel of our service regardless of the customisation process," he says.

ICS warehouse operations business manager **Ferdie Baird** says that the programme is running smoothly and both ICS and Batsa are satisfied with the performance of the machines and Goscor's service.

"Goscor proved their mettle in this highly competitive industry and, when it came to replacing machines, we had no hesitation in using them," he adds.



TEAMWORK

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He notes that the forklift replacement plan has already resulted in operating costs savings for Batsa and expects even more savings in the medium to long term.

GLTC MD **Darryl Shafto** says that the company is pleased that ICS and Batsa are satisfied with GLTC's products and services.

"This is not the first time that we have been called on by a company

to replace fleets. This highlights the core strength of GLTC, which is the understanding that we sell a total package, not just good machines or good parts service or good maintenance service, but overall excellence," says Shafto.

Delivered Trucks

Some of the machines that have been delivered include Doosan



MAKING IMPROVEMENTS

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1.8 t gas forklifts with tobacco clamps and 2.5 t gas forklifts with container entry masts.

One of the unique advantages of a Doosan truck is its 'brakes for life' promise. The 'brakes for life' system, which made world headlines when it was introduced

some years ago, is an oil-cooled disc brake system, which, being totally enclosed, eliminates all outside contamination of any humid, abrasive or corrosive dust particles.

The system significantly reduces operating costs and GLTC offers

a 60-month, unlimited hours guarantee on it.

"It is important in managing the life-time costs of an operation," says Van den Heever, "highlighting that the 'brakes for life' system is a significant contributor to managing costs over time.

He says that Goscor's FMX fleet management system, which is fitted to Batsa's fleet, also contributes to managing life-time costs.

"This is a complete forklift fleet management product. Operating through the general packet radio service network, data is sent through a corporate access point name," says Van den Heever.

Typically, the capital cost of installing the FMX equipment onto a single machine is 2% to 3% of the value of the machine. Van den Heever says that while many customers are initially reluctant to upgrade their fleets, as the cost seems high, experience has shown that the investment is insignificant compared with the savings the system brings. "There are three fundamental goals of the FMX system: enhancing fleet productivity, creating professional driver behaviour and monitoring equipment performance. The cost savings, from even tiny improvements in efficiency, rapidly pay for the equipment," says Van den Heever. 