

# Logistics**TODAY**

July 2004



*As excerpted from "Not all lift trucks are created equal" published in the Distribution section of the July 2004 issue*

## Not all lift trucks are created equal

...For intermodal operations, industrial lift trucks can help reduce costs during transport and transload processes.

Ventura Transfer Company (VTC), a non-rail port company, loads and unloads heavy intermodal containers and stores them for customers. VTC uses Taylor industrial heavy lift trucks to handle these containers, which weigh up to 60,000 pounds.

These containers can be stored at a savings of 75 percent per day, compared to traditional fees charged for storing containers while on a chassis or in a tank trailer, according to Brian Oken, president and CEO of VTC.

"When you have the capability to lift them off their chassis, thereby freeing the chassis and eliminating daily rental fees, you can reduce costs," he adds.

Instead of coming in on railcars, requiring transloading and storage, VTC uses its heavy-duty lift trucks to help speed the plant turnaround

process by storing its customers' containers at its facilities for later transport and delivery to customer sites. This also saves the costs associated with maintaining large storage tanks, including cleaning and waste disposal.



Ventura Transfer Co. uses Taylor's heavy-duty lift trucks to take containers weighing up to 60,000 pounds off of truck chassis and transfer the containers to storage areas. This results in significant cost savings by freeing the chassis and eliminating daily rental fees.