

Material Handling Management

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Tour of Lift Truck Duty

As excerpted from the cover story "Tour of Lift Truck Duty"

Heavyweight handling

From the world of retail, we go to intermodal operations to see how industrial lift trucks can play a role in reducing 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, both 950 and 850 models, 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.

Recognizing the growing trend for larger capacity IC cushion lift

trucks in industries such as paper, aluminum & steel coil, rigging, die handling and machinery moving, Toyota Material Handling USA recently forged an alliance with Lowry Industrial Trucks Limited so it could expand its line from 15,500 pounds all the way up to 40,000 pounds. Lowry is a Toronto-based manufacturer of internal combustion cushion tire lift trucks.

"More and more end users are requesting Toyota cushion tire lift



Ventura Transfer Co. uses Taylor's model 850 and 950 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.

trucks with capacities above 15,500 pounds," says Dr. Shankar Basu, president and CEO of TMHU. "We felt Toyota's active involvement in this growing market trend is a necessary strategy for strengthening our market position."

Combilift, another lift truck OEM specializing in markets requiring heavy-duty handling, also helps building material dealers maneuver their loads through narrow aisles and doorways. For example, Bison Building Materials uses two 17,300-pound capacity IC lift trucks from Combilift, one in its Houston facility and another at its facility in Dallas. These multi-directional, all-wheel-

drive vehicles, handle long lengths of product between Bison's outdoor, narrow-aisle storage areas through the confines of its production facilities. Two 20-foot-wide doors at each facility provide access. The trucks are equipped with a quick-disconnect spreader bar and 24-foot wide forks to handle the 60 to 66-foot lengths of wood without deflection. Multi-directional steering allows the trucks to approach loads perpendicular to their length, but when the wheels are turned 90 degrees, they transport the loads horizontally with maximum maneuverability. The propane-fueled engines allow the vehicles to operate safely indoors.