

## FLEXI NARROW AISLE FORKLIFTS HELP REDUCE PAPERLINX'S WAREHOUSING COSTS

PaperlinX is the world's leading fine paper merchant and manufacturer of high quality communication and packaging paper, selling over 4.5 million tonnes of paper and packaging materials worldwide annually.

Uniquely positioned as the only worldwide fine paper merchant, PaperlinX buys its paper, board and other materials in bulk from paper mills around the world and then breaks it down into smaller quantities and custom sizes to meet the needs of its customers.

One critical aspect of PaperlinX's supply chain is warehousing, which also represents one of its biggest overheads, as its extensive Dalton and Spicers product ranges have to be warehoused in order to provide customers with a just-in-time delivery service.

In Australia PaperlinX's Melbourne and Brisbane warehousing and distribution facilities are the responsibility of National Operations Manager, Cameron Smith, and with over 100,000m<sup>2</sup> in his control it's an area of the business that is always under constant scrutiny.

According to Cameron, PaperlinX is always looking for ways to maximise the use of their warehousing space and reduce leasing costs, so when Flexilift approached the company five years ago with a very narrow aisle (VNA) forklift that would enable them to increase their warehousing capacity by over 15% he was more than a little interested.

"The Scoresby warehouse was set up for a combination of pallet racking, block stacking and paper roll storage, with pallet racking representing approximately 65% of the total area.

"By using Flexilift's Flexi NA-20 very narrow articulated forklifts we were able to reconfigure approximately 5,000m<sup>2</sup> of the wide aisle racking to narrow aisle racking, which enabled us to dense-up and maximise the capacity of our warehouse.

"During the evaluation process we did consider using turret trucks, however, this was an expensive option.

"By adding two Flexi NA-20s to our fleet of predominantly reach trucks, counterbalance trucks and pickers



### APPLICATION

Paper Importing and Distribution

### CUSTOMER

PaperlinX

### LOCATION

Scoresby, Victoria and Carole Park, Queensland

### CUSTOMER ISSUE

With over 100,000m<sup>2</sup> of warehousing and distribution facilities in Melbourne and Brisbane, warehousing costs are a part of PaperlinX's business that are under constant scrutiny as it represents one of their biggest overheads.

So when Flexilift approached PaperlinX five years ago with a very narrow aisle forklift that would enable them to increase their warehousing capacity by over 15% they were more than a little interested.

### SOLUTION

By adding two Flexi NA-20 very narrow articulated forklifts to the Scoresby warehouse PaperlinX were able to reconfigure approximately 5,000m<sup>2</sup> of warehousing from 3.6 metre aisles to 2.1 metre aisles to create an extra 20% capacity.....

### FURTHER INFORMATION

For an obligation free audit of how Flexilift can improve your lifting efficiencies and your bottom line call Flexilift Australia today on 1300 552 287, or visit: [www.flexilift.com.au](http://www.flexilift.com.au)

we were able to reconfigure a large proportion of our pallet racking from 3.6 metre aisles to 2.1 metre aisles enabling us to create an extra 20% capacity in our existing warehouse.

“Based on the success of space utilisation in Scoresby, we reconfigured our warehouse facility in Brisbane around a narrow aisle only solution.

“By opting for a narrow aisle configuration we were able to create over 30% more pallet capacity, and as rent is one of our biggest overheads this represented a tremendous saving to the company.

“In Brisbane we opted for four Flexi NA-20s for use in the warehouse in combination with counterbalance trucks to handle freight loading and unloading, and while it would have been possible to operate the Flexis inside and outside we

opted to use the counterbalance trucks outside to get the maximum benefit from the Flexis in the warehouse.

“The Flexi NA-20s are unique forklifts so it’s not possible to compare them directly with the other makes we operate, but it’s fair to say that we work them hard for over eight hours each day.

“The Flexi units have the ability to lift 1 tonne loads on and off 7.4 metre pallet racks and are surprisingly easy to operate despite their articulated configuration.

“In terms of cost, the Flexi NA-20s are more expensive than comparable reach trucks, however, space costs money so you need to look at the bigger picture.

“And based on our experiences the Flexi’s multi-function capabilities would

easily enable smaller operators to do away with the need for counterbalance and reach trucks, enabling them to reduce their operating costs considerably.

“Another area where Flexilift can save operators money by using Flexi forklifts is through renting them, which we do. Renting enables us to fix our costs and update to new technology when it comes along.

“In choosing the Flexi NA-20s we factored productivity into the equation and while they are not as fast as a reach truck, they are versatile and provide lifting solutions for an extremely wide range of applications,” Cameron said.

Flexilift’s Les Green works closely with customers like PaperlinX and is not surprised by the positive feedback on

the Flexi’s versatility and real savings, as it’s the same feedback he receives from all their customers.

“Flexi is Europe’s most popular articulated truck and it’s easy to see why as the Flexi works outside as effectively as a counterbalance truck, so with one truck doing the job of two double handling is

eliminated enabling Flexi to cut handling costs by up to 50%.

“And with model line up that includes the Flexi NA-20, Flexi HiMAX, Flexi LITE and Flexi GAS that can all operate effectively in aisles as narrow as 1.8 metres there’s a Flexi articulated forklift to suit every need,” Les said.

For more information on the Flexi range of forklifts contact Flexilift on 1300 552 287, or visit: [www.flexilift.com.au](http://www.flexilift.com.au)



# CUSTOMERS' TALK

## PaperlinX



### ABOUT FLEXILIFT AUSTRALIA

Flexilift Australia is your one-stop-shop for quality forklift products and services.

Based in Dandenong, Victoria, Flexilift has built an extensive network of branches nationwide to provide forklift and reach truck solutions to improve the efficiency and reliability of all your materials handling needs.

As the Australian distributor of the revolutionary Flexi Narrow Aisle Articulated Forklifts and hand trucks, Artison Counterbalance Forklifts, Hyundai Forklift Trucks and Sellick All Terrain Forklifts, Flexilift has the expertise and infrastructure to provide you with a range of new or used forklifts to buy or rent that are all supported by an extensive range of forklift attachments.

Whether you're a warehouse manager who needs to maximise space and efficiency, an importer who needs to offload pallets of cargo, or a logistics manager of a mine or construction site, Flexilift has an electric, LPG or diesel forklift to suit your needs.

### FLEXILIFT PRODUCTS AT A GLANCE

**Flexi Narrow Aisle Forklifts** have been designed to combine the features of a reach truck with those of a standard counterbalance truck. This unique hybrid forklift can operate just fine in the loading yard outside as well as indoors in extremely restricted aisles.

**Hyundai IC and Electric Forklift Trucks** provide superior quality and comfort, with safety and high durability being the priority in the Hyundai's design. With over 70 Hyundai models ranging in size from 1.5 to 16 tons, Flexilift can offer customers an extensive range of material handling equipment solutions to suit almost any warehouse application.

**Sellick Forklifts** is a unique range of rough terrain 2 wheel and 4 wheel drive forklifts designed specially to meet the demands of heavy industries such as logging, saw milling, building, manufacturing, mining and agriculture.

So whether you're after a new or used forklift to buy or rent, forklift maintenance, or forklift accessories, Flexilift Australia has all your needs covered no matter where you are in Australia.

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AUSTRALIA

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