



# PRESS RELEASE

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## PAPERLINX ADDS NEW FLEXI NARROW AISLE FORKLIFTS TO HELP REDUCE 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 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.

“The Flexis have worked so well for PaperlinX that we are in the process of delivering two new NA-20s for use in Melbourne and Brisbane, while increasingly other customers are taking advantage of the Flexis ability to work outside as effectively as a counterbalance truck to eliminate double handling and slash their 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)



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