



# FORKLIFTS LESS IS MORE, MORE OR LESS

By Scott McLeod



**W**hen it comes to forklift trucks, every dollar spent on the equipment, maintenance, fuel and the operator comes right off the bottom line, right? **Right.**

So wouldn't it be logical to have the least number of forklift trucks working at your facility at any given time? **Of course.**

The reality though is that many companies don't take the time or they don't have the experience to really assess their forklifts and so they continue to operate the way they've always operated, year after year, with the same number of forklifts, regardless of their current business activity and requirements.

From my experience, any business that has (1) or more forklift trucks can likely benefit from a forklift assessment conducted by an experienced forklift fleet management professional.

Forklift assessments are a good idea regardless of whether you have 1 truck or 1,000 trucks. Keep in mind, it's not just about reducing forklift costs and forklift assets. It's also about increasing productivity, storage

capacity and safety.

Sometimes obtaining outside specialized help can help point a business in a new direction that would not have been possible any other way.

The average business owner could benefit from outside help and advice to help them navigate through all the various choices available today. If you've ever tried to buy a forklift, you know what I'm talking about. It can be very time consuming and frustrating to say the least, particularly if you don't know a lot about forklifts.

*For more information about how to take that first step toward properly evaluating your existing forklift equipment, contact Scott McLeod, President of Fleetman Consulting Inc. by calling (604)614-3530 or via the web at [www.fleetmanconsulting.com](http://www.fleetmanconsulting.com). Fleetman Consulting Inc. is an independent forklift fleet management and procurement consulting company that also supplies their clients with a wide range of forklift and warehouse equipment products. ♦*



## How do you know if you need a professional forklift assessment?

If you can't answer most of the following questions, you are likely spending too much money on your forklift trucks and therefore wasting valuable profit dollars.

### Do You Know The Answers To These Top 10 Important Questions?

- 1 What is the model year of each forklift?
- 2 How many operating hours has each forklift accumulated?
- 3 How many hours per year does each forklift operate?
- 4 What is the utilization % of each forklift, each forklift type and the fleet as a whole?
- 5 What is the operating cost per hour of each forklift and the fleet as a whole?
- 6 When does the warranty expire on each forklift?
- 7 Are the planned maintenance services being done correctly and on time for each forklift?
- 8 How do you know that you aren't being overcharged for planned maintenance and repair maintenance on each forklift?
- 9 What is the trigger point where you will proactively retire each of the forklifts in your fleet?
- 10 When the time is right, do you have a proactive strategy and the necessary experience to solicit bids from various forklift dealers for equipment and maintenance?