



Challenge: CONTECH needed assistance lifting and safely moving ArmorFlex mats.

Solution: Building a new lift truck attachment to apply to existing Hyster lift trucks.

Impact: This attachment has been applied to about 15 lift trucks at nationwide CONTECH locations.



“MH Equipment worked closely with our company from the very beginning of the process in order to fully understand our lift truck attachment requirements.”

Located in Chillicothe, Ill., MH Equipment Company is one of the largest and fastest-growing materials handling service providers in the U.S. For the last eight years, MH Equipment has been the comprehensive Hyster Fleet Management provider for CONTECH Construction Products Inc. locations throughout the U.S.

CONTECH is the only nationwide provider of materials and solutions for Earth stabilization projects such as detention and retention systems, geogrid and geotextile materials, erosion control products and retaining wall systems.

CHALLENGE Matt Guye, a materials handling specialist in fleet management and equipment sales with MH Equipment, made a standard visit to CONTECH. When he passed by a lift attachment designed to move CONTECH ArmorFlex mats, he noticed that an operator was having trouble lifting and safely moving them. Always keeping customer service top of mind, Guye approached them about optimizing their fleet to

allow for greater productivity, fuel efficiency, lift control and stability which ultimately lead to improved safety.

CONTECH was receptive, but had two stipulations: They couldn't lose any production time, and they did not want to replace their Hyster lift truck fleet.

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SOLUTION For MH Equipment and Guye, the solution was to build a new lift truck attachment that could be applied to CONTECH's existing Hyster lift trucks. For assistance with developing blueprints and a model that would fit CONTECH's application needs, Guye contacted US Attachments, a designer and manufacturer of special lift truck attachments.

MH Equipment and US Attachments developed a series of blueprints for an attachment that would pass a load test

of 17,500 lbs. with a 48-inch load center. The attachment was designed specifically for one of CONTECH's current Hyster H300HD lift truck fleet models, but could also be retrofitted to older existing trucks. After various blueprint modifications, CONTECH selected one design. With the design selected, MH Equipment and Guye ran the attachment through a series of tests to ensure that it could handle load beam weight requirements. MH Equipment also assisted CONTECH by obtaining the proper data tags to be displayed on CONTECH's existing Hyster lift truck fleets where the new attachments were installed.

During the installation process, a feature was also added



to allow load beams to meet the rigorous standards of a below-the-hook lifting device for use in the field. This enhancement allows for increased flexibility of use

by CONTECH as well as increased efficiency.

RESULTS To date, the MH Equipment-engineered lift truck attachment has been applied to approximately 15 Hyster H300HD lift trucks at nationwide CONTECH locations. CONTECH's modernized lift truck fleets now have better fuel efficiency and better lift control and stability. They are also noticing a substantial return on investment in fuel costs and increased up time.

"MH Equipment worked closely with our company from the very beginning of the process in order to fully understand our lift truck attachment requirements," said Tom Spaeth, resource manager, CONTECH. "The excellent service continued through final design, manufacturing and shipment to various sites throughout the country."

Due to Guye's proactive measures, MH Equipment was able to modernize CONTECH's Hyster lift truck fleet. In addition, because a common attachment design was utilized, CONTECH is now able to move the MH Equipment-designed attachments around the nation to meet production requirements.

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Finally, CONTECH was so pleased with the solution that MH Equipment and US Attachments have had the opportunity to successfully collaborate on attachments designed for other divisions of CONTECH.

