

# Fleet Management



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Last year, U.S. Industry  
wasted **one billion dollars** in  
**unnecessary expenses** associated  
with materials handling equipment...  
In fact, four out of five companies  
cannot pinpoint their total  
materials handling cost -  
which only begins with purchase  
price and maintenance.

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We have more years of experience  
managing fleet utilization and documented  
cost savings programs than anyone else!

Whether your forklift fleet is made up of 5,  
50 or 500 units, we can tailor a program to  
meet your needs, and... **We Guarantee It!**



**Do You Know What Your  
Material Handling Costs Are?**

## Competitive Advantage

Companies that outsource their materials handling are able to focus more on their core business and become more profitable and successful in the long-term.

By outsourcing, you can put your money where it belongs - into higher value pricing, upgraded technology, product innovation, marketing, or wherever it will do the most good for you and your customers.

*The answer to downtime and lost production is not more lift trucks; it's effective Fleet Management from Yale.*

Purchase Price

Repairs, Financing, Maintenance

Training, Administrative Costs, Research and Analysis

## What Are the Benefits of Fleet Management?

**Yale Materials Handling Fleet Management is a total solution to control and lower your materials handling operating cost.**

Your business is not materials handling. Materials handling is simply a tool used by your business to generate revenue. Let us take your focus off of purchasing and maintaining forklifts and related equipment, so that you direct your efforts where they belong - on your core business!



- **Fleet Rightsizing**  
*(One in three companies have more forklifts than they need)*
- **Administrative Cost Reduction**
- **Production and Capacity Improvements**
- **Re-engineering Systems Analysis**
- **Acquisition Analysis**
- **Asset Management Enhancement**

**The team at Yale Materials Handling is the industry leaders in overall Fleet Management.**

- Yale has more forklifts under Fleet Management locally, regionally and nationally than any other dealer and/or manufacturer in the industry!
- We have more years of experience managing fleet utilization and documented cost savings programs than anyone else!
- Yale has a proven track record of success and continuous improvement, with many customer references.

### Conquering the Lift Truck Cost Mountain

Examining materials handling costs is a little like looking at a mountain. You can see the peak - in this case, equipment purchase price. But, the peak is only a small part of the mountain.

Most people don't pay attention to the middle of the mountain. But this is where most of the cost is hidden (maintenance, repairs, operator training, salaries, avoidable damage).

Almost nobody notices the base - the largest part! It is here that we incur administrative costs, purchase order and invoice costs, along with capital appropriations.

**Yale's Fleet Management chips away at your entire lift truck cost mountain by reducing your total cost of ownership.**

# How Does Fleet Management Work?

**We are so confident in our ability to save you time, money and inconvenience that we offer you the Yale Fleet Challenge.**

*Do you know what your materials handling operating costs are today?*

Give us your toughest operational challenge! We will conduct a thorough Facility Survey utilizing the 5R process (Retain, Repair, Replace, Retire and Redeploy). Through this analysis we will identify the "big picture" and allow us to rightsize your fleet population. This Survey gives us the information to guarantee a 15% cost savings in the first year of implementation. Together with your key managers support we can have the Yale's Fleet Management process implemented within 30 days of the survey results.

***That's the Yale Fleet Challenge!***

## **Quarterly Fleet Reporting - Cost Per Hour Basis**

Quarterly we will meet with your Management Team to discuss your Fleet data:

- Equipment Utilization
- Fleet Rightsizing
- Avoidable damage
- Fleet Rationalization (Core, Flex, Standby, & Short Term Rental Fleet)
- Budgeting for Replacement Equipment

MAKE	MODEL	SERIAL #	UNIT #	MAINT 02	FIX RATE	TOTAL	HRS RUN	COST/HR
YALE	GLP050TG	A875B23879A	109180	\$225.00*	\$2,098.00	\$2,323.00	1,540	\$1.50
YALE	GLP050TG	A875B23875A	109182	\$0.00	\$2,278.00	\$2,278.00	2,200	\$1.05
TOTAL				*\$225.00	\$4,376.00	\$4,601.00	3,740 1,870 AVG	\$1.23 AVG
MAKE	MODEL	SERIAL #	UNIT #	LABOR	PARTS	TOTAL	HRS RUN	COST/HR
HYSTER	H60XM	H177B24756Y	13	\$778.00	\$205.00	\$983.00	655	\$1.50
CAT	GC25K	AT82D01154	8	\$1740.00	\$475.00	\$2,215.00	885	\$2.50
TOTAL				\$2,518.00	\$680.00	\$3,198.00	1540 770 AVG	\$2.07 AVG

\* Approved avoidable damage repair

## **Streamlined Billing**

Do you know how much it currently costs your company to create a purchase order, process an invoice, or cut a check? How much would a single monthly invoice for all your material handling equipment expenses save you?

Yale Materials Handling will provide you with one monthly invoice that is streamlined and easy to understand. We will work with your accounting department to reduce transactional/soft costs.

*We encourage  
you to take the  
Yale Fleet  
Challenge.*

**15%** savings

We guarantee it!

*One Source.*

*One Phone Call.*

*One Invoice.*

*No Worries.*



# The Building Blocks of Yales Fleet Management

*Yale will do whatever  
it takes to ensure that your  
materials handling productivity is  
maximized and continuously improving*

## The Benefits of Yales Fleet Management

*Fleet Rightsizing*

*Administrative Cost Reduction*

*Production and Capacity Improvements*

*Re-engineering Systems Analysis*

*Acquisition Analysis*

*Asset Management Enhancement*

### YALE MATERIALS HANDLING

*Wisconsin*

*Minnesota*

800-289-9253

877-639-9253

[www.yalegb.com](http://www.yalegb.com)

[www.yalemn.com](http://www.yalemn.com)

