

REDUCE MATERIAL HANDLING VEHICLE COSTS BY INVESTING IN FLOOR REPAIRS...

A common sense strategy for reducing vehicle maintenance/repair costs, extending your fleet's lifecycle, and gaining a competitive edge.

These are challenging economic times - As the economy slows every warehouse/distribution professional is seeking ways to reduce costs and maximize efficiency. Some will try to improve their slotting layouts, some may research warehousing software, and others might even consider replacing their older material handling vehicles with newer models. But each could be overlooking a more basic, common sense strategy; reduce the hidden costs in your present operation.

Cost per vehicle hour - When you purchased your fleet you determined which vehicles would allow you to move the most amount of goods at the lowest cost for the longest service life. When calculating your warehousing/distribution budget you included a provision for the maintenance and repair of your fleet. In your business model you likely assumed your hourly operating cost per vehicle would decrease or stabilize as you amortized its purchase price. But what if your costs went up instead because you are spending more on maintenance and repair than projected? You need to find the cause of the increase, and the first place to look is down at your floor!

Concrete floors damage wheels - Your warehouse concrete floor is the work surface for your vehicles. Since even the most densely finished concrete has an abrasive effect on wheels and tires, you can always assume that they will wear over time and require replacement. But when your floor has surface deterioration and damage, wheel/tire wear escalates rapidly.



Every time a wheel or tire wears you get hit with a triple expense; the price for the wheel/tire, the labor for the replacement, and the downtime during the replacement. If you run a fleet of 30-40-50 vehicles, and your wheels/tires wear three times as fast due to rough floor areas, you achieve substantial cost savings by repairing your floors.

Determining your losses - For an interesting analysis go to your vehicle owner's manual and see what they predict as the normal frequency of wheel/tire replacement. Even better, compare wear experience with your other company facilities, then compare notes on overall floor conditions. A pattern should emerge showing conclusively that deteriorated floors are costing you \$\$\$.

But wheel and tire wear is the smallest of your problems if you have severe floor deterioration.

Look Familiar?

Floor defects like those shown below and on the next page are common in warehouses and distribution centers where hard wheel traffic is present. The defects adversely affect your operations and profit.



Some owners will go years without repairing floor defects, saying they don't have the money. Often times the reality is that the money spent on repairing and maintaining material handling vehicles would pay for floor repairs several times over.

Just "Fixed" or Truly Repaired?

One of the most common reasons that owners give us for not repairing their floors is that their previous repair efforts have been unsuccessful, resulting in money spent with little to no return. What is needed is an expert that can guide you through the repair process.



For more than 40 years we have worked with America's largest corporations; firms which recognize the direct relationship between the condition of their floors and their profits. We offer not only outstanding repair products but also the expertise to guide you in making your repairs successful and durable.

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Severe floor deterioration causes severe vehicle damage - Wheel and tire replacement is surely costly, but nowhere near as expensive as damage to the major components of your vehicles. Floor defects like those to the left will damage bearings, transmissions, axles and other mechanical vehicle parts.

"Because of its greater mass a forklift hitting an object while traveling at 5 mph can cause similar damage to a car hitting the same object while traveling at 30 mph"

- Washington Industrial Safety and Health Act Services

Correcting major vehicle damage is usually an out-sourced function, and hourly rates of \$100 to \$125 per hour are common, not to mention the cost of the parts and the downtime. You can't afford to let deteriorated floors damage your vehicles, because every dollar spent on repairs is a dollar deducted from your profits.

And let's not forget vehicle life expectancy. Every time your vehicle is damaged by deteriorated floors it reduces the effective life of the vehicle.

Repairing your floors is common sense...and it's basically free! - As soon as you repair your damaged floors you will begin to see immediate results. Vehicle downtime and service calls will drop. Wheels/tires will last longer. Almost every owner we have worked with over the past 40+ years has said they have recouped their floor repair costs within a year, two at the most. That means floor repairs are basically free! Repairs should be viewed not as an expense but rather as an investment, since they pay dividends year after year.

"It was costing me \$850 per service call to repair my turret truck, and we averaged six calls a year. Since I repaired the deteriorated joints in my aisle I've had zero service calls. My floor repairs have paid for themselves and then some"

- An Oregon DC Manager

Additional benefits from floor repairs - When you repair defects in your floor the benefits don't stop with vehicles. Whole-Body Vibration (WBV) is a leading contributor to musculo-skeletal injury (lower back ailments, neck pain, etc.). When you repair your floors, especially severely damaged joints and cracks, you promptly reduce wheel-to-defect impact. That results in a significant reduction in worker's comp claims. And because you have reduced impact your drivers need no longer slow down as they approach damaged joints, or even take long detours. Therefore you will see an increase in driver productivity. In fact, many owners tell us that their driver retention increased after they repaired their floors.

Conclusion - In this age of amazing technology it is sometimes easy to overlook the fundamentals in a warehousing/distribution operation. Nothing is more fundamental to a material handling operation than a quality concrete floor. When you repair your floor, and return it to an uninterrupted work surface, you optimize your opportunities for profit.



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