



## Can-Do Attitude



*Over 18 months in to an exclusive rolling long-term contract with Doosan forklift dealer, LB Materials Handling, and things are still looking up for UK logistics powerhouse, Eddie Stobart.*

In fact, thanks to a host of bespoke features and modifications on the latest seven Doosan GC30S Pro-5 Series trucks supplied to the Stobart-operated warehouse of packaging specialists, Crown

Bevcan UK in Braunstone Leicester, they are going higher than ever before.

The original deal to supply and service distribution giant Eddie Stobart with their entire forklift fleet was won

after intense competition and was at the time the largest single Doosan deal in Europe, with over 120 of the company's forklifts in operation at 20 sites nationally - from Dartford to Glasgow.



*Steve Watson,  
Operations Manager*



At the outset, Eddie Stobart divisional director, Neil Fawcett, highlighted how integral the forklift operation is to the company has how Doosan proved the best supplier for the job.

Said Neil: "All our operations involve moving products with forklifts in one way or another, so they need to be highly reliable, robust and capable of doing the job. We want our contract with LBMH and Doosan to be successful, to grow with our business. We judged them to have the best overall package for our needs, combining the key elements of the tender requirement with the support and resources of a large manufacturer, and we quickly noticed a difference."

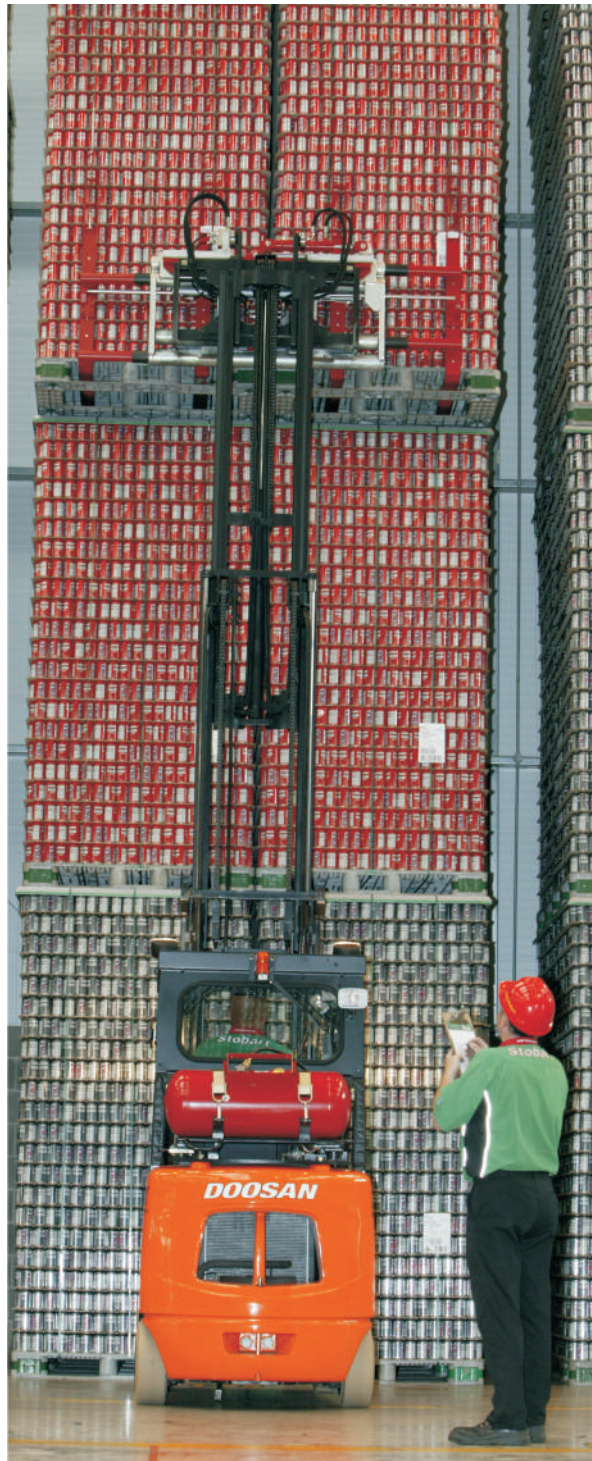
In Leicester, Stobarts have been working closely with customer Crown Bevcan UK for almost seventeen years, integrating their logistics and storage operation with Crown's production of steel and aluminium cans for the food and drinks industry. The successful integration of operations between the companies has been an incredible achievement, particularly considering the wide variety of production lines and the approx 9 million cans produced every 24 hours.

## Expertise

Steve Watson, Operations Manager for Eddie Stobart, believes the close collaboration has not only meant both parties have been able to bring their own expertise to their sides of the operation, but both Crown and Stobarts have benefited from being able to introduce the new forklift fleet.

Said Steve: "We work very closely with Crown, to discuss operational requirements and future improvements to the operation and so on. When it came to discussing our requirements for the new forklift fleet, together we were able to come up with a shopping list which we felt would give us the best possible operation flexibility.

It meant that we had to make a number of special modification requests and I'm delighted to say, LBMH



and Doosan worked hard to deliver exactly what we were looking for."

Used to maximising the potential of their 150,000 sq ft warehouse, fed by a link conveyor system direct from the adjacent production facility, the operation was already geared up to double pallet handlers and 8 metre high stacks of lightweight cans. However, at the top of that shopping list was a desire to stack Euro sized pallets higher than ever before, as Steve explained: "Thanks to the Doosan trucks, the loads are much more stable and the combination of a wider carriage, auto levelling forks, a bespoke mast 'shock absorber', better inching

control and improved overhead vision, means we can now safely stack these loads higher than ever before."

Even the operators are now seeing a difference, seeing a marked improvement in the old fleet and a much more comfortable operation, as Stobart's operator and trainer, Gary Coleman testified:

"The auto-levelling forks feature is very useful at height, but the whole truck is simpler to operate and we're very pleased with it. Being able to adjust the steering column to any angle makes it much more user-friendly, it's also quieter and generally much more comfortable to operate."

Added comfort for the operators also comes in the form of a specially modified mounting for the bar code terminal, allowing scanning without the need to leave the seat.

## Vision

Stobart has also specified a laminated front and rear windscreen, complete with front and rear wipers. Working at height means clarity of vision is particularly important, and Steve also noted how expensive the previous supplier's Perspex windscreens had been to replace when scratched. Specially angled spot lamps also shed further light on the loads at height, whilst higher capacity Flogas 60 litre fixed gas tanks means the trucks run three times as long as they would have previously, before needing refuelling. Finally, non-marking tyres complete the picture to reduce the dust in the air and keep stows clearly defined.

"Operators sometimes take time to get used to the operation here because it takes extra care and attention to work at these heights with the double pallet handlers," notes Steve Watson. "We can have up to 100 lorries a day to load, so obviously we need to be efficient and as economical with our loading times as possible. That said, this is not the type of operation you would want to, or should, rush. Having a smooth running, simple, yet productive truck has made our lives much easier."

Doosan models are available in the UK from 1.0 to 5.0 tonnes, electric models and 1.5 to 16.0 tonnes for IC models.