

# 30% MORE FUEL EFFICIENT

Case Study





A black and white photograph of a Linde H30 80 forklift truck. A man is seated in the operator's cab, looking forward. The truck is parked on a paved surface next to a grassy area with a fence in the background. The Linde logo is visible on the mast and the side of the cab. The model number 'H30 80' is also visible on the side of the cab.

“I have operated a range of trucks in my time as a forklift truck operator and Linde trucks are by far the best truck I have ever operated”

David Smith, Forklift truck operator, Hadley Group

## *More Productivity · More Control · More Support · More Profitability*

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The West Midlands is the heart of the Hadley Group operations and has been the home to four key manufacturing sites and global headquarters for over 50 years. Hadley Group is the UK's largest independent manufacturer of cold rolled metal profiles with a global reach spanning 5 continents roll forming steel coil for transport, building and construction industries. Last year the business took delivery of 16 new Linde trucks, having retained the existing fleet for nearly 15 years so what made them take a leap of faith to Linde?

Craig Whitehouse, Account Manager at Linde Creighton spent considerable time working with the Hadley Group to understand their specific application. The business operates 24 hours a day with multiple shift patterns moving over 700 tonnes of steel a day. The trucks are required to load and unload product and feed the manufacturing lines carrying a maximum load weight of 3 to 4 tonnes – requiring a mix of H30 and H40 engine counterbalance trucks.

The business already had a Compressed Natural Gas (CNG) power station on site and whilst they were open to review all fuel options available to them it made perfect sense from both an environmentally friendly and economic alternative to operate Compressed Natural Gas (CNG) powered trucks. CNG is Methane stored at high pressure which can be used for engine trucks in place of diesel and LPG.

The business took the decision to involve the team of operators in the decision making process, this involved trialling each suppliers trucks for two weeks. Following the trial operators were asked to complete a survey and discuss it with their supervisor. Aaron Cope, Logistics and Production Engineer at Hadley Group explains “My team are operating the trucks up to five hours a shift, therefore they needed to be involved in the process and have some ownership. Since delivery of the trucks I have assigned an operator with their own truck and have implemented additional checks as part of the pre-shift checks to help reduce cost and damage to the equipment”

The key influences to choosing Linde over the other suppliers was the ergonomics of the truck, the hydrostatic transmission and the massive 30% fuel savings since introducing the Linde fleet. Operator of 25 years at Hadley Group David Smith said “I have operated a range of trucks in my time as a forklift truck operator and Linde trucks are by far the best truck I have ever operated” David continues “you can see the time and effort that has been put in the design of the truck with accessibility of the controls, the ease of the steering wheel which takes the pressure off the wrist and the increased visibility through the mast.”

Craig Whitehouse at Linde Creighton concludes “The trucks have been up and running for some time now and I am pleased to report that the process of implementing the new fleet has been seamless. The local engineer checks in to one of the sites each day as a courtesy visit and our ability to maintain non-Linde trucks while the transition to the new fleet continues is a more consistent approach and increasing truck uptime.”

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