# LOCAL CUSTOMER CASE STUDIES





### SOLENT FORKLIFT TRUCKS, PART OF THE FORKWAY GROUP, ARE ONE OF THE REGION'S LEADING MATERIALS HANDLING SPECIALISTS AND AUTHORISED DISTRIBUTORS FOR YALE FORKLIFTS AND OTHER LEADING BRANDS INCLUDING COMBILIFT, AISLE-MASTER, AUSA AND HAKO CLEANING EQUIPMENT.

Based near Southampton, we offer unrivalled local service support for most makes of forklifts and our knowledge of the Solent region ensures we can provide the right solution tailored to a customer's specific needs. Here are just three of our successful applications;

### **CHANNEL ISLAND LINES**

Working around the clock - seven days a week, Channel Island Lines provides a freight and distribution between the UK and the Channel Islands and requested forklifts which would meet their busy operational demands and that could be supported on a local basis.

Having to accommodate varying loads, Solent Forklift Trucks supplied two Yale 5ton diesel counterbalance forklifts fitted with double pallet handlers on a fully inclusive contract with full supporting maintenance package.







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#### PETERS AND MAY

With over forty years' experience in global bespoke logistics, Peters and May have built their success on a discernible difference - unrivalled service! The challenge they set Solent Forklift Trucks was to provide a solution to their now and future warehousing challenges.

Solent supplied Peters and May with a new Yale reach truck, complete with height selector and driver ID system, and a new Yale counterbalance forklift with a 6500mm lift height and full cabin and heater for added driver comfort. Also included the forklift package is a 12ton SMV with spreader bar.



### **PRIORITY MAILING**

Priority was established in Fordingbridge in 1989 by Terry Turner, a local pharmacist who invested in a Buhrs poly-enclosing machine after recognising a lack of mailing services in the local area. In 1995, the business was moved to its current location in Downton where the first two Sitma poly-enclosing lines were installed to address the growing demand in the mailing market. Since then, a third and fourth Sitma line have been installed and upgraded so that they are now able to selectively insert and camera match items in mail packs.



This fast moving operation required reliable forklifts to meet the demands. After a successful onsite demonstration, Solent Forklift Trucks were awarded the contract to supply three new Yale units with full supporting service on a six year rental agreement with the option to upgrade the equipment in the contract.

The trucks are fitted with laminated screened cabs for driver and product protection and a driver ID system. Also Included in the package is a pedestrian pallet mover and several hand pallet trucks which are supported by the maintenance package. The Yale LPG units offer excellent fuel savings, which in conjunction with a special negotiated deal with the LPG supplier makes for greater saving long term.

CALL THE SOLENT FORKLIFT TRUCK TEAM TODAY ON 02380 814545 AND LET US CREATE A MATERIALS HANDLING SOLUTION FOR YOUR BUSINESS.

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