

LIFTING HIGHER

THE CHANGING FACE OF THE UK FORKLIFT TRUCK MARKET 2011-2015

Forklift trucks keep the UK economy moving. They operate in every major sector from agriculture to waste management and in both public and private service.

Sales of Forklift trucks rose by a third between 2011 and 2015.

The fastest growing class of lift trucks (warehouse rider trucks) reflects changing consumer buying habits; meeting the needs of the growing online economy.

SHARE OF THE MARKET BY SECTOR



MANUFACTURING

33% ▲ 18%

OTHER

35% ▲ 35%

(including: Utilities & waste disposal, Construction, Mining & Quarrying, Leisure, Agriculture & Fishing, Finance, Post/Telecommunications, Warehousing, Public Services and Rental)

WHOLESALE DISTRIBUTION

16% ▲ 56%

RETAIL

16% ▲ 4%

SHARE OF THE MARKET BY CLASS

COUNTERBALANCED

49% ▲ 24%



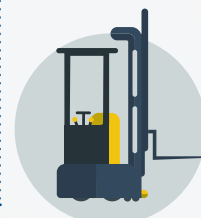
WAREHOUSE PEDESTRIAN TRUCKS

33% ▲ 20%



WAREHOUSE RIDER TRUCKS

16% ▲ 46%



LIFTING HIGHER FORKLIFT TRUCKS – POWERING THE UK ECONOMY



CIRCLE EXPRESS COUNTERBALANCED FLEET DELIVERS THE GOODS



Circle Express is one of the UK's leading freight distribution specialists. With five of its eight warehouse facilities located close to Britain's busiest airports – Heathrow, Glasgow, Leeds/Bradford, Manchester and Exeter – it operates a freight-to-freight cross docking logistics model.

Airfreight arrives at the company's hubs on trailers which are unloaded by its fleet of 30 gas powered counterbalanced forklift trucks. These feature hydrostatic drives, allowing fast acceleration and sleek, smooth changes of direction – ideal for applications which involve a lot of shuttling work. Loads are put away in racking or block stacked prior to onward distribution.

“Forklifts are essential to the operation of our business and mean that we can ensure a high standard and uniform level of service across our operation, something with which we have become synonymous in over three decades in business.”

Chris Ayres
Depot Manager
Circle Express, London Heathrow

VERY NARROW AISLE FORKLIFT TRUCKS DO THE BUSINESS FOR PRYSMIAN GROUP

**Prysmian
Group**



When Prysmian Group, world leader in high-technology cables and systems for energy and telecommunications, wanted to double its storage capacity it knew it had to look at its stacker crane system.

Steve Richmond, Director Systems and Projects Division for Jungheinrich, which designed and supplied the new system said: “We installed a racking system along with fire protections, automated conveyors and three fully automated VNA trucks along with all the relevant safety and control systems.”

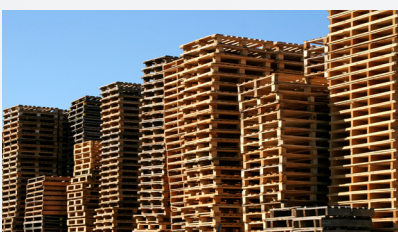
Adopting a fully automated system consisting of three very narrow aisle (VNA) forklift trucks achieved the goal of doubling capacity

whilst maintaining access to all pallets. Not something which would have been possible with conventional stacker cranes.

“We were very satisfied with the VNA forklift trucks solution which suited all our needs. This means our operation can continue to help our customers in telecoms and power distribution keep the lines of communication open and the lights on.”

Tricia France
Distribution manager
Prysmian Group

TPN – USING FORKLIFTS TO ENSURE NEXT-DAY SERVICES ACROSS THE UK AND EUROPE



TPN – The Pallet Network – is one of the UK's leading palletised freight distribution networks, handling everything from white goods to turf and garden furniture.

With a membership of over 100 independent hauliers, TPN handles over 60,000 pallets a week between its 367,500 sq ft hub in Minworth, West Midlands and Northern hub operation near Preston.

In a busy 24 hour period some 370 vehicles pass through the Minworth hub and over 13,000 pallets are handled, placing a heavy requirement on the forklift truck fleet.

The fleet of 77 2.5 tonne counterbalance forklift trucks is essential to the smooth running of the sites. In addition, working undercover within a building requires clean-running gas trucks fitted with high performance catalytic converters.

“Forklift trucks are an essential part of our operation and vital to ensuring that our member companies, and their customers, receive their goods quickly, safely and efficiently.”

Keith Flitton
General Manager Operations
The Pallet Network