



Kalmar forklifts offer powerful solution for Tarmac Building Products

Kalmar supplies largest construction manufacturer with efficient new fleet.

Background

Tarmac Building Products is the UK's leading supplier of heavy building products, providing customers with solutions for a wide variety of construction projects throughout the built environment.

Established for more than a century, the company's first UK registered trademark for the Tarmac brand is over 100 years old and is still in use with Tarmac Building Products (TBP) today.

Based in Wolverhampton, TBP has successfully grown its operations to service the whole of the UK, providing a wide range of building materials and construction solutions including blocks and mortar, screeds and flooring, grouts, plasters and renders, foundry sands, and cement and landscaping products among others.

Problem

With a strong brand and products, TBP required robust equipment to help ensure the materials handling work is carried out successfully. This includes the movement of materials at different sites in the UK using fork lift trucks, as Bob Godfrey, senior operations manager, blocks, explained: "Our previous fleet of forklifts was quite old and out of date, and as such, we ran a replacement programme to purchase new kit."

He continued: "These trucks had done quite a few hours over their lifetime and were nearing the end of their useful life. It was really a balance between whether we were going to service them or replace them, and it was more cost effective to replace them."

TBP looked to replace the fleet with 13 new Kalmar medium trucks, used to load and unload products and stock onto distribution lorries for customer deliveries. These would operate at locations around the UK including Sussex and Yorkshire.

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Solution

TBP approached different forklift truck providers to gain a good comparison of similar kit, but it was Kalmar's reputation of making high quality, efficient and ergonomic machines that helped TBP come to a final decision.

"Our drivers had exposure to more than one type of manufacturers' truck, and they trialed each one before giving us

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their final decision," said Bob. *"It was the familiarity and previous experience of Kalmar machines that made our drivers go for these trucks."*

The solution was to supply a new fleet of 13 Kalmar medium fork lift trucks comprising eight Kalmar DCG100-6 forklifts, three Kalmar DCG140-6 forklifts and two Kalmar DCG120-6 forklifts.

Each type of forklift is designed to offer benefits for specific environments, making them ideal for loading the range of heavy construction materials used by TBP.

The new fleet of machines offer high performance and manoeuvrability for example, all of forklift trucks are equipped with the latest generation Stage III B engines for lower fuel consumption. The hydraulic system uses variable pumps for heavy lifting, meaning that energy use is restricted to actual performance, while the innovative new EGO cabin increases driver comfort and productivity.

The timescale from the initial enquiry to acquiring the fleet was around 16 weeks, although the overall process took much longer – nearly two years – owing to company changes. This long period did not affect the service offered by Kalmar, and if anything, proved how professional the products and expertise were.

Outcome

TBP is thrilled with its investment in the new forklift fleet, and the drivers are particularly pleased with the improved comfort, ergonomics, driveability and safety offered by their new machines.

"It's quite common for operators to like a particular brand of truck, and our drivers especially liked Kalmar. Using trucks they are familiar with means our drivers won't be compromising on their safety," said Bob, *"The control systems are also very high quality, with a smaller turning circle, making the trucks easier and better suited to use in the heavy-duty environments that we have, which Kalmar machines are particularly designed for."*

Bob has been impressed with the professional customer service provided by Kalmar, and would highly recommend the company and equipment. *"One of the reasons we went back to Kalmar was our previous experience and expectations of them. With our recent purchase, the trucks match the service, and Kalmar kept us in the picture throughout the order process. Dealing with them has certainly exceeded our expectations."*

Bob concluded: *"After using different forklift truck manufacturers over the years, I would definitely recommend Kalmar over anyone else."*