

Title:

Has the time come for a reconditioned forklift fleet?

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1277

Summary:

Every industry has its accepted truths. The problem is that yesterday's truths may be out of date.

Keywords:

used forklifts, reconditioned forklifts, forklift fleet, material handling equipment, lift trucks

Article Body:

Every industry has its accepted truths. These are the things that everybody knows - the obvious ones.

**The single Manufacturer Fallacy**

Most operations that run a large fleet of forklifts select a primary new truck manufacturer (Ford, Toyota, etc.).

Full service leases are supposed to cover maintenance costs up front. Ideally, they allow you to avoid the headache of maintenance.

On the face of it, this is an additional argument for selecting a single supplier, since it means you only have one supplier to deal with.

Not all forklift manufacturers are good at everything that a forklift does in your operation.

To get the most efficient vehicle for every job, you would have to determine the features and specifications for every job.

Remember, you are still only using one brand of fork lift for a given task, and because you have one brand, you have one set of parts.

Keeping a larger inventory of parts may cost a little more to begin with, but maintaining that inventory is a lot easier than dealing with multiple suppliers.

**New vs. Refurbished**

Another accepted truth that may no longer be true is that refurbished forklift trucks, while less expensive, are less reliable.

With the ever-increasing costs of capital equipment, refurbishing used lift trucks has finally become a viable option.

The term refurbished means different things to different people. Before you even consider this option, you need to know what you're getting.

For years, third parties have been refurbishing trucks for small users who could not afford new trucks.

The quantities are there, and the price is certainly attractive, but what are you really getting for your money?

Renewed vehicles have had some run time, a kind of shakedown cruise after which the weak components are replaced.

**Name Brands**

There is one last accepted truth I would like to address related to the issue of maintaining a fleet of lift trucks.

Many of my friends and customers in the manufacturing business are up in arms over China because of the low prices of parts.

Notice that these are often the same people that made the brand name parts. The parts are not necessarily better.

With these lower prices for spare parts, there is less reason to fear the possibility of higher maintenance costs.

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