



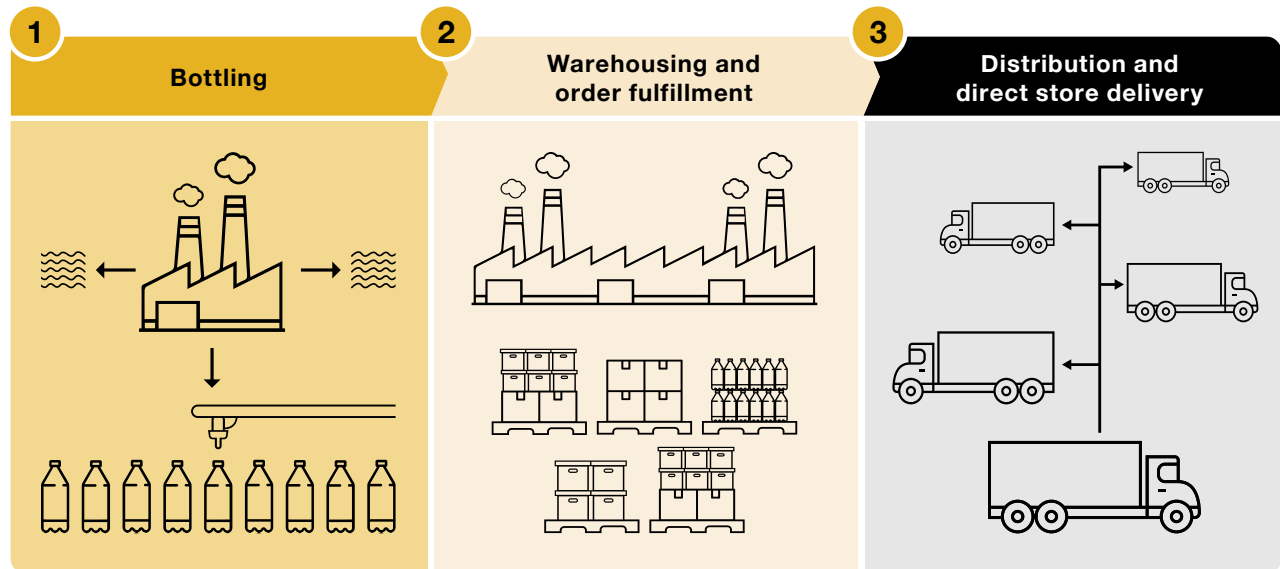
# Beverage solutions

Americas version 1, 2020

# Beverage industry

## Value chain

Yale has made significant investments to understand the daily challenges that the beverage industry faces getting product to retailers and in the hands of consumers. This strategic focus and our collaborative innovation model have enabled the development of solutions specifically tailored to beverage industry applications – both in the facility and on the delivery route.



### Consumer demand for greater beverage selection and availability

- Growing number of SKUs creates need for more racking, while actual warehouse space is shrinking
- Congested pick paths and cluttered aisles slow productivity
- Need to decrease picking times and increase throughput

### Increase in worker safety expectations

- Operator discomfort, fatigue and incidents
- Inspection infractions, heavy fines and unplanned downtime

### Increase in direct store delivery distribution model

- Longer routes and inability to complete deliveries
- Must recharge often or incur dead batteries
- Narrow aisles and maneuverability issues
- Labor intense

### Limited pool of qualified candidates and high turnover creates workforce shortages and churn

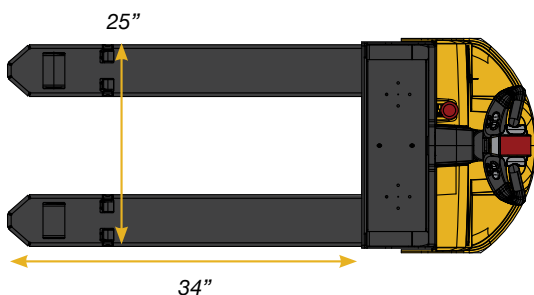
- Physically demanding and unappealing work increases labor challenges
- New, inexperienced workers can lead to more product/facility damage

## Beverage specific options

# Hand pallet trucks

### MPB045VG

4,500 lb capacity



- 1 Short tip fork (Optional)**  
Keeps full fork contact with the entire length of the pallet to keep loads secure and minimizes movement when transporting fragile / heavy loads, like glass bottles. Enables entry on either side of the pallet for improved maneuverability in confined and congested spaces.
- 2 60"-72" load backrest (Optional)**  
Provides stability for tall loads.
- 3 Flat top fork**  
Keeps the last board supported, whereas standard, tapered forks only support two of the three boards, causing the pallet to rock.
- 4 25" x 34" forks**  
Enables entry in both the long and short side of the pallet, optimizing productivity when pin-wheeling in trailers and maneuvering in tight spaces like lift-gates and store aisles.



Website



Brochure



Specs

# Direct store delivery options

## Hand pallet trucks

### MPB045VG

4,500 lb capacity

- 1 Movable load backrest**

Adjusts to extend further toward the fork tips when moving 36" and 48" pallets. The backrest incorporates three, secure points of attachment and an easy-to-use locking mechanism.
- 2 DSD handle**

Allows operator full command of the truck's functionality with the handle in full, upright position.
- 3 Lift-gate operation**

The DSD handle is designed with one-hand throttle activation to allow the operator to stay securely positioned beside the truck with complete visibility of the end of the lift gate.



- 4 Load retention strap**

Secures the load when traveling over uneven surfaces in and out of retail environments.
- 5 Lithium-ion battery**

Charges on the go in any 120V outlet and provides consistent performance to help handle the rigors of OTR transfer trucks.

-  Website
-  Brochure
-  Specs





# UL recognized Lithium-ion power

## Why choose Yale lithium-ion power?

- 5 year/10,000-hour warranty
- FDA compliant, zero emissions technology
- No maintenance
- Opportunity charge anytime in standard 120V outlet



Longer battery life



Lower total cost of ownership

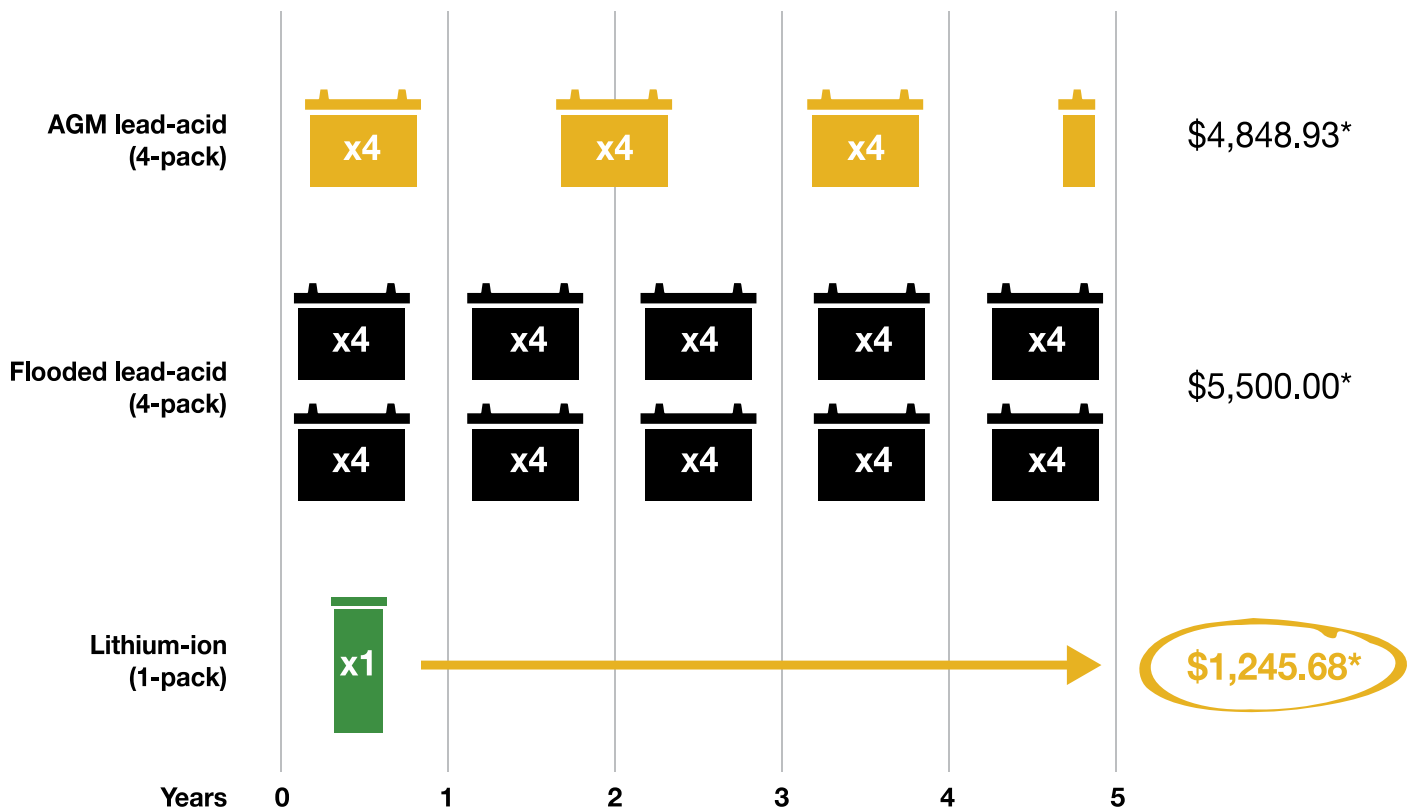


2X faster charging



23% more efficient

*Compared to lead-acid*



*\*Based on prices effective 02/2020*

Order picking accounts for 50-65% of the typical warehouse's total operating costs.



## Did you know?

Over the course of 8 hours, the average industrial athlete experiences:



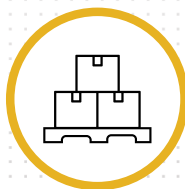
**1,800**  
cases  
picked



**30,000**  
pounds  
lifted



**25,000+**  
steps  
taken



**16**  
pallets built  
& moved



**12+**  
miles  
traveled

# Beverage specific options

## Walkie riders



### 60" and 72" LBR

Taller backrest allows for more stability to secure loads.

### 25" or 27" fork width

Enables entry on both the long and short sides of the pallet to optimize maneuvering in tight, confined spaces.

### Double length fork option\*

Increases productivity in high volume applications with long runs.

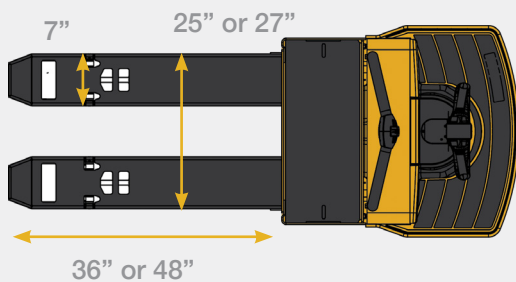
### 7" individual fork width

Optimizes entry/exit in specialty beverage pallets where fork pockets can be as narrow as 8" wide.

*\*MPE080VH only*

## MPE060G

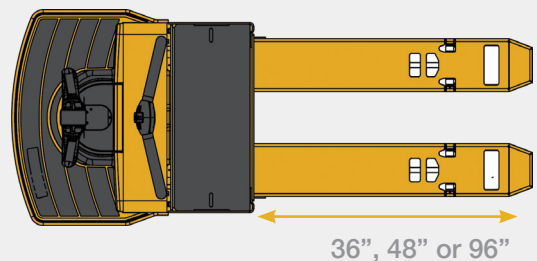
6,000 lb capacity



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## MPE060-080VH

6,000-8,000 lb capacity



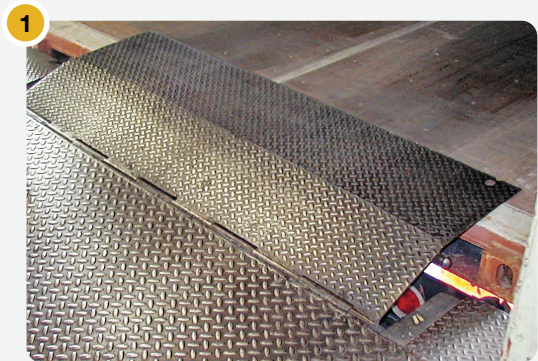
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## Beverage industry solutions

# Floor system

- 1 Uneven surfaces between loading dock and warehouse environments can cause additional strain to operator.
- 2 The Yale® Smart Ride system helps to alleviate excess fatigue by absorbing shock and providing a smoother experience.
- 3 Maintenance-free design requires no adjustments for operator weight, and functions in extreme temperatures (from -40° F to 120° F) and harsh conditions.





## Beverage specific options

# 3-wheel electric stand up

## ESC030-40AD

3,000-4,000 lb capacity

### 36" or 42" forks

Enable entry on both sides of the pallet. (If side load, go to 31 1/2" carriage for less congestion loading on and off.)

### Three-wheel configuration

Allows for tighter turning radius that makes stacking in limited space and congested loading bays easier.

### Yale® Smart Ride floor system

Eliminates up to 65% of shock and vibration transmitted to the operator.

### Yale® Smart Operator sensing system

Includes no pedals, providing with more useable floor space than leading competitors.

### Precision load positioning

Enables the operator to stop, hold and restart on a grade with less than an inch of roll back, providing precise control when working on ramps, uneven dock plates or trailers.



Website



Brochure



Specs

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## Beverage industry solutions

# 4-wheel counterbalanced

### Electric cushion tire

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ERC030-040VA

3,000-4,000 lb capacity



Website



Brochure



Specs

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ERC060-070VG

6,000-7,000 lb capacity



Website



Brochure



Specs

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### Electric pneumatic tire

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ERP030-040VF

3,000-4,000 lb capacity



Website



Brochure



Specs

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# Beverage industry solutions

## Options

### 31" carriage

When loading side bay trailers, it allows for more room to maneuver within the bay when using the side shift function to position loads.

### Bottler's tilt

10-degree forward tilt allows the load to slide off the forks into the bay when loading side-load delivery trucks.

### Single/double attachment

Doubles productivity when loading and unloading bulk trailers by allowing for multiple pallets to be handled at a time.



# Safety & productivity enhancers

## Layer picking

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### Why choose layer picking?

- Handles single or multiple layers
- Clamps from all four sides, securing loads/reducing loss
- Can help reduce injuries and worker's compensation claims
- No special training



Lifts an average of  
**40,000 lbs. an hour**

This can result in fewer injuries, fewer worker's compensation claims and increased morale.



Reduces labor by  
up to **40 percent**



Front mount claw **saves 2-5¢/case**  
Side mount claw **saves 7-10¢/case**

## Rainbow pallets

The 4-way clamp splits and lifts layers from full pallets of one SKU and deposits to mixed-SKU order pallets building “rainbow” layers of multiple brands.



## Layer picker mounts

### Front mount

- Needs no rail or software; convert to layer picking in less than 2 minutes
- Used for bulk/side loads or breakdown in receiving
- Mounts on a 5,000 lb. capacity lift truck equipped with side shifter and four-way hydraulics

### Side mount

- Runs on single or dual rail system
- Mounts on a 6,000 lb. capacity lift truck, equipped with four-way hydraulics and a two-stage 83/130 standard mast.

## Comparison of maximum cases moved in a 1-hour time interval

Handling 12 oz. cans, 12 pack cases, 24 cans per case, 8 cases per layer



# Operator confidence enhancers

## Operator lighting solutions

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Many operators encounter poorly lit environments at some point in their shift. Whether navigating in a dim storage area or dark trailer, lighting solutions can help increase operator confidence.



- 1 **Rear work lights** are reverse travel activated and offer additional lighting while unloading trucks or moving in dark areas.
- 2 **Dome/compartament lights** brighten the operator compartment to help enhance visibility of controls, paperwork and other accessories
- 3 **Work lights/lamps** can be installed on the truck or mast to illuminate poorly lit areas; often used for outdoor nighttime operation.

## Pedestrian awareness solutions

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In noisy applications operators and pedestrians rely mainly on sight to guide them out of harm's way throughout the facility. Spot and curtain lights help give other operators and pedestrians indications that equipment is approaching and the direction of travel.



- 1 **Blue LED spotlight** casts blue spotlight in front of or behind truck's directional path to help assist with truck awareness around corners and congested spaces with poor visibility (i.e. aisles, trailers, or around cross aisles)
- 2 **Strobe light** provides bright amber flashing light on top of truck to alert pedestrians of truck's presence in noise drowning applications
- 3 **Red zone light** projects red beam of light from the overhead guard onto the floor forming a curtain area around the truck to remind pedestrians to walk or work outside of the truck's operating area

## Audible warning solutions

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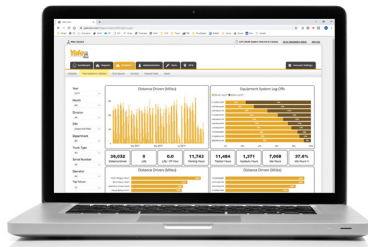


Audible alarms provide warning that a lift truck is in close or immediate proximity, and automatically self-adjusts to 5 decibels louder than the surrounding ambient noise, eliminating need for constant manual adjustments

## Yale Vision telemetry

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Yale Vision provides the real-time fleet monitoring managers need for more informed decisions. The solution offers easy-to-use dashboards and analytics to turn data into actionable insights that unlock greater efficiency, performance and peace of mind.



- Help improve safety with impact detection, impact lockout and operator access controls
- Extend equipment life with automated diagnostics, service calls and inactivity shutdown
- Get operational insights with utilization analyses, GPS location data, load sensing and more

## Toe guard

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Installing the toe guard on any pallet truck can help protect against foot injuries. The heavy duty, yet flexible, rubber guard can be ordered as an option or retrofitted in the field. Note, it significantly lowers the clearance height of the platform, making it not suitable for applications with certain grades or other height clearance requirements.

### Integrated design

Symmetrical common brackets on the left, right and center.

### Heavy-duty, flexible rubber construction

Two, durable guards are bolted to the brackets and are serviceable.

For more information, or to find your nearest Yale® dealer, go to [Yale.com](http://Yale.com).



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