

Jungheinrich customer reference

Sustainable transformation of the ORAFOL fleet.



Using lithium-ion power to set the course for the future.

The Jungheinrich team had a lot of distance to cover in the 250,000 m² ORAFOL warehouse in Oranienburg, where they were tasked with putting the 250-strong fleet of industrial trucks through their paces as part of an inspection. After four days of inventory analysis, the results were clear: a large proportion of the trucks were very old, prone to breakdowns and expensive, which increasingly slowed down daily production operations. The customer therefore opted for a long-term rental solution with state-of-the-art lithium-ion trucks. As well as offering a high degree of financial predictability, these trucks were also strong and durable enough to cope with the challenging multi-shift operation.

RENTAL TRUCKS PROVIDE MAXIMUM FLEXIBILITY.

As a general rule, trucks that are more than ten years old, have more than 10,000 operating hours on the clock, or generate excessive repair costs, are no longer profitable for companies. Since many of the trucks in the ORAFOL fleet had reached these milestones, it was time for a complete change. This came in the form of a rental solution which, in addition to a large variety of lithium-ion industrial trucks, also included explosion-proof trucks and a full-service agreement, including a Jungheinrich workshop on site. Thanks to this comprehensive package, ORAFOL is now setting new standards in terms of productivity, safety and employee motivation.

A DRIVING FORCE FOR THE WHOLE TEAM.

Lithium-ion is the drive technology of choice for modern fleets, which is why ORAFOL has converted almost the entire fleet to advanced lithium-ion technology, with the exception of the explosion-proof vehicles. From counterbalance forklift trucks and stacker trucks to low-lift pallet trucks and tow tractors, the fleet covers all types of truck. The trucks recharge their batteries at decentralised charging stations in all 12 of the customer's production halls. The efficient and battery-friendly rapid charging and booster charging operations ensure continuous availability and minimise downtime. In addition, the employees are enthusiastic about working with the leading-edge industrial trucks and the user-friendly, maintenance-free lithium-ion batteries in particular.

EFFORTLESS MANAGEMENT.

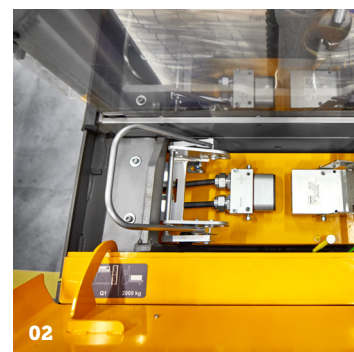
The Jungheinrich FMS fleet management system serves as a higher-level control centre providing a constant overview of all the relevant data on the trucks in use. The employees get an insight into current operating costs, service reports and upcoming maintenance tasks. Access control regulates which employees have access to the trucks, keeping damage and accidents to a minimum. The Jungheinrich FMS impresses with its intuitive menu navigation and user-friendliness. It wasn't long before all employees were able to use it as a central source of information without any problems.

A LONG-STANDING PARTNERSHIP.

The partnership between ORAFOL and Jungheinrich has continued to develop over the past 20 years to become a strategic alliance. As well as offering a coherent concept, the Jungheinrich experts won the company over with their great enthusiasm for the project. The reliable support from the service department is also seen as invaluable. The employees at the Oranienburg plant have been so satisfied with the results of the modernisation project that this will certainly not be the last collaboration between ORAFOL and Jungheinrich.

01
Reliable explosion-proof trucks for use in hazardous areas guarantee a quick and safe material flow.

02
Long service life, fast charging times and reliably high performance with Jungheinrich lithium-ion batteries.





// Jungheinrich mastered the challenge of integrating 100 lithium-ion trucks into our day-to-day operations. //

Manuel Reinfandt

Technical Purchasing Team Leader and responsible project manager.

**We speak to
Manuel Reinfandt,
Technical
Purchasing Team
Leader.**

What were the main reasons for modernising the ORAFOL fleet?

We started developing a new concept for modernising our fleet two years ago. Over the past few decades, we have primarily purchased trucks. Not only did this tie up a lot of capital, but it also meant that our trucks were constantly getting older. Repair costs have exploded. For us it was clear: we had to do something to make our fleet more sustainable and future-proof. We needed new technology that would satisfy the requirements of our production operations and help us to achieve our ambitious growth targets for the future.

Why did you choose lithium-ion technology for the majority of trucks?

The advantages of lithium-ion technology are obvious. In addition to shorter charging cycles and reduced power consumption, we wanted to use sustainable technology that is maintenance-free and does not use heavy metals. The batteries are also impressive in terms of safety and maintenance, as they are easy to care for and use. Our production consists of multiple shifts and the demands on the trucks are high. But by charging the trucks effectively and minimising downtime, we can make our production more efficient to better serve our customers.

How satisfied are you with the Jungheinrich full-service agreement and the Call4Service app?

The full-service concept and the short chains of communication are ideal for us, because the relevant experts, such as service engineers and lithium-ion engineers, are always on site or at the very least contactable. Any damage that occurs is reported directly via the Call4Service system so that it can be repaired as quickly as possible. In recent years we have also set up our own workshop for Jungheinrich engineers. We can now solve any problems that arise directly on site and reduce the need to transport damaged trucks.

THE PROJECT AT A GLANCE.



Customer:	ORAFOL Europe GmbH
Sector:	Plastics and chemical industry
Company size:	1,100 employees
Location:	Oranienburg, Germany
Warehouse size:	Approx. 250,000 m ²

CHALLENGE.

Modernising the ageing fleet to increase long-term sustainability and efficiency in production as well as noticeably reducing the costs associated with the fleet.

JUNGHEINRICH SOLUTION.

Flexible long-term rental concept for lithium-ion trucks with calculable monthly instalments, a comprehensive full-service agreement for quick fault resolution and a digital fleet management system.

RESULTS.

Commissioning of a total of 100 lithium-ion trucks during ongoing operations, increased throughput and an improvement in employee satisfaction through the provision of state-of-the-art trucks.

IMPRESSIONS.



Handling heavy loads really demonstrates the power of the EFG 425k.

The EJC 2z stacker truck is perfect for intensive use and for storing and retrieving heavy loads.



Jungheinrich can be on site quickly at any time with trucks specially equipped for servicing lithium-ion batteries.