

Jungheinrich customer reference

Sustainable fleet solution for Werner & Mertz.



Sustainable intralogistics.

Anyone who attaches importance to environmental protection when cleaning is very likely to use products produced by Werner & Mertz GmbH. With its Frosch [frog] and Green Care Professional brands, the Mainz-based family business supplies customers with green and effective cleaning agents. The company is also well positioned in terms of sustainability within its own walls: Werner & Mertz has been using resource-saving technology at its production sites since the 1980s. Jungheinrich is supporting the eco pioneer in optimising its fleet of industrial trucks. The Jungheinrich Fleet Management System (FMS) provides the company with the data transparency essential for sustainable intralogistics.

The frog [Frosch] is the trademark of the long-established company. With a friendly smile, he is emblazoned in green on bottles from the eponymous cleaning agent brand and in red on tins of Erdal shoe polish. He represents environmental cleanliness and sustainable production. Since the introduction of the Frosch brand in 1986, Werner & Mertz has focused on conscious and careful contact with nature and the environment. One such example of this is the packaging for the nature-based cleaning products, for which Werner & Mertz uses recycled plastic sourced from the recycling bin. Or the use of cleansing substances in its cleaning agents, which are produced from renewable raw materials instead of surfactants obtained from petroleum. And the company is also continuously increasing the proportion of domestic raw materials it uses to replace tropical oils. Such initiatives saw Werner & Mertz owner Reinhard Schneider receive the prestigious German Environmental Award in 2019.

INTRALOGISTICS FOR THE GREEN PIONEER.

Werner & Mertz's own green pioneering spirit drives employees in all areas – not least in intralogistics. Andreas Hardt, CEO of Werner & Mertz Service Logistik GmbH and Head of Group Logistics for the Werner & Mertz Group, explains: "Because of our sustainable and holistic approach, we are always striving to increase the level of automation as well as the energy and operational efficiency of the equipment. We are constantly on the lookout for further developments and improvements – in other words, for anything that will

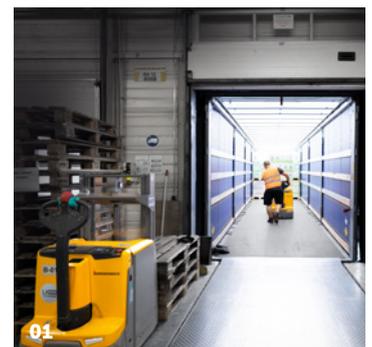
help us to meet the demands we place on ourselves."

In 2021, the attention of the Werner & Mertz logistics specialists turned to one such optimisation option: the Jungheinrich Fleet Management System (FMS). This web-based tool for a convenient overview was not found by chance. Werner & Mertz has worked with Jungheinrich for a long time; the entire 150-strong industrial truck fleet in Mainz was supplied by the Hamburg company. And because Werner & Mertz knows that, as Hardt puts it, "every unused truck is a wasted resource", precise truck data is essential for its logistics specialists.

When those at Werner & Mertz in favour of improvement wanted to convert their fleet of industrial trucks from lead-acid batteries to lithium-ion technology, data played a crucial role: Joachim Müller, Jungheinrich energy expert Gerwin Voss and 25 other Jungheinrich employees from a wide range of departments took a close look at what the best solution would be for Werner & Mertz before optimising the fleet. To do this, they collected a great deal of data: on truck use, energy consumption, energy sources, transport routes, charging costs and much more. Ultimately, the Jungheinrich experts advised the switch.

It was also this experience that resulted in using this switch to modern lithium-ion technology as an opportunity to introduce another key innovation, which also promotes sustainability – the brand-new Jungheinrich FMS Fleet Management System.

01
Increased performance and reduced emissions thanks to the switch to lithium-ion technology.





“ Every unused vehicle is a wasted resource. ”

Andreas Hardt
Managing Director
Werner & Mertz GmbH

THE FMS DOES WHAT IT PROMISES.

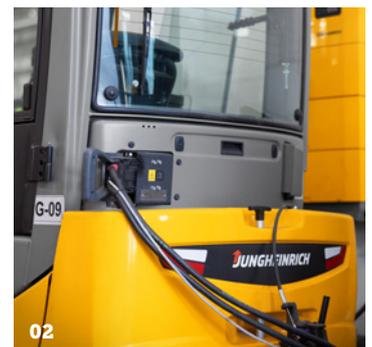
Two years after implementation of the FMS and the switch to lithium-ion technology, it is time to take stock. Marco Bördner, production engineer at Werner & Mertz Service & Logistik GmbH, first assesses the look: “The FMS dashboard has a very good structure and is designed to be so user-friendly that we have even used it as a textbook example for internal dashboards at Werner & Mertz. In comparison with other systems, it has a much more modern design.” But for Bördner, the internal values of the still new tool also add up. The FMS now enables him to make a forecast for operating hours – a major advantage for a fleet with trucks that must run in a three-shift system, seven days a week. And this is by no means the only advantage, as Bördner explains: “With the FMS, we are also able to distribute the operating hours evenly among the trucks, thereby reducing our costs for service and maintenance calls. We can see the operating hours driven, we can see the service and maintenance times, we can see the impacts from collision damage, and we can see which employee was operating the truck at what time.”

As with the FMS, Bördner also reaches an extremely positive conclusion with regard to the switch to lithium-ion: “The advantages of lithium-ion are very clear: we have gained space because we no longer need to store additional replacement batteries. The per-

formance of the trucks has improved. The batteries are low-maintenance and have a longer service life than lead-acid batteries.” Not to mention the savings that Werner & Mertz has made with lithium-ion technology. Bördner explains: “Lead acid batteries had the disadvantage that batteries often had to be replaced, generating costs due to the time required for this. The switch to lithium-ion technology has enabled us to save around 28,000 euros a year. In addition, the battery exchange often caused consequential damage. Because this no longer happens, we save up to 14,000 euros a year.”

Werner & Mertz is seeking to increase the level of automation in the near future and will use the data obtained with the help of the FMS for this purpose. For Andreas Hardt, head of Logistics, it is clear that the forward-looking company also wants to take this journey with Jungheinrich: “We are constantly faced with ongoing requirements that we must meet dynamically. Jungheinrich’s flexibility is exemplary here. We would recommend Jungheinrich to anyone seeking comprehensive fleet management from a single source, including excellent service in every respect and technologically sophisticated solutions. Jungheinrich is very supportive in helping us become even more sustainable than ever.”

02
High performance and energy efficiency through the use of lithium-ion vehicles.



THE PROJECT AT A GLANCE



Customer:

Werner & Mertz GmbH

Sector:

Chemical and pharmaceutical industry

Company size:

> 1,000 employees

Location:

Mainz, Germany

CHALLENGE

Handling a constantly increasing volume of orders with intensive operations and high demands on the equipment used.

JUNGHEINRICH SOLUTION

An innovative fleet concept with lithium-ion technology and the Jungheinrich FMS to optimise the company's ecological goals.

RESULTS

Fleet management across all locations with a deeper insight into all vehicle data and a broader overview of relevant commercial key figures.

IMPRESSIONS

Decentralised fast and intermediate charging ensures permanent truck use in three-shift operation.



Savings in operating costs due to the elimination of maintenance for lithium-ion batteries.



Even distribution of operating hours across all industrial trucks via the Jungheinrich FMS.