



Case Study/MHE

NATIONAL APPLIANCE MANUFACTURER SAVES \$21.7 MILLION OVER FOUR YEARS

CHALLENGES

A major appliance manufacturer in the US was spending \$19 million annually for leases and maintenance on forklift equipment that was less than two years old.

OUR PROCESS

Kenco visited the customer's facilities and performed inspections on all the existing material handling equipment. We then provided a detailed list of service items to be addressed in order to bring the equipment up to standards.

We realized early on in the research process, the current provider wasn't being up-front about the way they were operating. They were also charging our customer much more than they should--and, perhaps more importantly, more than Kenco would charge for our more innovative solutions.

SOLUTION

An integrated approach that leveraged resources from Kenco MHE Solutions:

- ▶ Reduced lease costs
- ▶ Decreased maintenance costs using in-house technicians
- ▶ Proposed a full maintenance fixed-rate per unit



SAVES CUSTOMER
\$21.7 Million
OVER FOUR YEARS