



CUSTOMER RESULTS



“The trucks are reliable and, whenever we need them, they are available for use. Clearly we have already noticed a considerable increase in productivity.”

Marcos Humberto
Greenbrier Maxion
Logistics Supervisor,
Hortolândia-SP

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REAL RESULTS.

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Greenbrier Maxion

Forklift Reliability Boosts Productivity and Lowers Total Cost of Ownership

APPLICATION

Greenbrier Maxion, built as a joint venture of the Brazilian company lochpe-Maxion and American companies Amsted Rail and Greenbrier, is the largest railroad operation in South America. The company is a world leader in producing railcars and wheel trucks as well as providing services for the rail industry. Located in Hortolândia-SP, the company's facilities total 951,4 square meters and employs more than 1,300 employees.

CHALLENGE

Greenbrier Maxion's forklift fleet handles very heavy and non-standard loads ranging from 12 meter iron plates to rail castings daily, which means the forklifts are working at near capacity on an ongoing basis. Resulting, with previous forklifts, in excessive downtime, availability issues and increased ownership cost. The company wanted not only a reliable and durable forklift, but also a service provider that could ensure the fleet would achieve its goal of near 100 percent uptime.

SOLUTION

Greenbrier Maxion's research into potential suppliers revealed that Crown not only understood the concept of total cost of ownership, but could provide a solution that would help the company achieve its availability goals. A demonstration was arranged and the results encouraged the company to add 24 Crown C-5 Series internal combustion and four ESR Series electric reach trucks to its fleet. As it continued to monitor the availability and performance of its fleet, it became clear it had achieved a considerable increase in productivity and uptime.

RESULTS

- **Rugged C-5 Series internal combustion forklifts** handle the strain of heavy loads, helping to eliminate the downtime associated with Greenbrier Maxion's previous fleet.
- **Responsive forklift service** works in conjunction with the forklift's reliability to help ensure its availability to support critical production schedules.
- **Lower cost of ownership** helps to maximize the company's return on investment.

**INCREASED
UPTIME AND
PRODUCTIVITY**