



CUSTOMER RESULTS



“We were able to eliminate six pieces of equipment out of one operation and use them somewhere else and we kept the same productivity.”

Jerry McMyne
Director of Operations and Support
Kane Is Able
Scranton, PA

Real customers,
real stories,
REAL RESULTS.

To learn more and contact your local Crown Dealer visit crown.com/results.

Kane Is Able

Optimize Fleet Size and Productivity with InfoLink® Operator and Fleet Management

APPLICATION

Kane Is Able, headquartered in Scranton, PA, is a third-party logistics provider (3PL) that helps manufacturers and their retail partners efficiently and effectively distribute goods throughout the United States. KANE's value-added logistics services include retail consolidation, nationwide warehousing and distribution, contract packaging and transportation. Since 1930, the family-owned business has grown from a one truck delivery service to a national 3PL operating 25 warehouses and cross dock facilities totaling over 8 million square feet in all major markets in the U.S.

CHALLENGE

KANE operates three shifts, seven days a week to keep up with the demand for their wide variety of logistics services. Forklift fleet uptime in their distribution centers is critical to their operation, but the company had experienced reliability and service issues with their prior fleet. Due to the frequent downtime that was often further extended by parts and service delays, the company had invested in additional forklifts to offset the unexpected downtime. This led to operational inefficiencies that didn't mesh well with the company's emphasis on lean operating principles. KANE needed a solution that would improve uptime, optimize fleet utilization and help it achieve its operational goals.

SOLUTION

KANE turned to Crown for a new forklift fleet to handle a variety of needs. Their fleet includes reach trucks, order pickers, pallet jacks and internal combustion counterbalance forklifts. The fleet was also equipped with Crown's InfoLink operator and fleet management system to help the company better understand when, where and how each forklift was being used. In just one month, KANE determined it could still meet its productivity goals by redeploying its fleet and adopting opportunity charging, enabling the company to eliminate six forklifts from just one of its operations.

RESULT

- The combined **reliability of the Crown forklifts, readily available parts and prompt service** included with their complete maintenance plan has significantly increased fleet uptime
- **Hands on training for the InfoLink system** provided by Crown helped operators and management fully understand and get comfortable with the new fleet management system
- The **data captured by the InfoLink system** helped the company optimize its fleet size while meeting productivity requirements, supporting its lean warehouse operation and increasing its return on investment

**OPTIMIZE
FLEET SIZE
INCREASE
ROI**