



Material Handling Products Group

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Observations about "Neck Strain" when Operating Bendi or Drexel Forklifts at 20 Foot Lift or Higher

1. Our highest lift height is 41 feet to be able to put a pallet on a beam at 40 feet.
2. A very good customer operated 5 units with 39 foot lift masts for several months, and then ordered 2 more units because the first 5 units worked so well. See reference letter. This customer handles fragile product that is expensive.
3. **We sell a big majority of our units with 20 foot lift or higher.**
4. Landoll is not aware of any instance of workman's comp claims for neck problems on any of the thousands of forklifts that we have sold over many years.
5. All Bendi and Drexel forklifts have tilt angle indicators below eye level so the operator always knows when the forks are flat for pallet insertion or removal.
6. **None of these drivers have any problem with their neck** because we train them to drive and put pallets away by looking at "**witness marks**" on the back of the mast at **eye level**. These marks combined with the tilt angle indicator allow any driver to elevate the forks to the exact height needed to insert the forks into the vertical center of the pallet opening on any beam level. These marks also exactly identify the height needed to carry a pallet in over a beam. The driver does not stare at the ceiling, he/she merely glances up to confirm that their forks are where they already know they are. Driver gets to perfect fork height before ever swinging the mast to the side for picks or put away.
7. This customer also uses a color camera that displays on an 8" color screen to the right side of the operator so the operator actually sees the forks all the way into the pallet for redundant safety without ever looking up. The camera also sees under the pallet for lift off. This option only costs \$2,500.
8. Our perspective is that buying a turret truck to prevent "neck strain" from operating a Bendi or a Drexel, **is a waste of money that solves a problem that does not exist**. The customer also loses all the added productivity the Bendi and Drexel units provide while paying much more for maintenance to keep the complicated turret truck running. Being able to do dock work and work VNA aisles like Bendi and Drexel forklifts is a killer combination when measuring efficiency. Two people on two different machines are not a conveyor. One operator on a Drexel or Bendi can usually keep up or pass the two of them in pallet put away in the long run.
9. To see the witness marks action go to landoll.com, go to products, go to Bendi, go to Bendi B40i4 LP unit. Click on Video over top of box, go about 6 minutes into video to see pallet put away in ten seconds at 18 foot lift - 10 seconds actually spent in front of pallet position. Witness marks told driver how high to lift while he was still traveling down the aisle.