

Underground Support Needs Above Ground Power Lifting

Lee Jensen Sales, located in Crystal Lake, IL services the underground construction industry in Illinois, Wisconsin, Indiana, and Iowa. According to OSHA, anytime a hole or trench is excavated deeper than 48 inches, the open space is to be supported. That's where Lee Jensen Sales comes in. Lee Jensen Sales supplies safety equipment, for rent or purchase, for subsurface projects such as fiber optical cables, ductile, culvert pipe, or any other underground service and installation.

The Lee Jensen Sales inventory yard consists of a variety of steel products measuring in tons. They were using a standard 15,000 lbs. forklift to move safety supplies and equipment, but it was taking the forklift driver an hour to simply move 80,000 lbs. As trucks began to line up by 5:00 a.m. for job site deliveries, time cannot be wasted.

Define Heavy Lifting

This was no easy task to scope out. The company growth continued at a steady pace resulting in



increased inventory and even greater customer demands. Combine with a rough surface and dusty environment, the current forklift was out of its limits.

The company considered its options.

1. Rebuild the current forklift
2. Purchase another forklift, one that matches the current forklift specifications
3. Purchase a new forklift that's accurately sized for the application

Lee Jensen Sales had many forklift and material handling companies try to assist. They didn't quite understand the depth of their needs as the first question asked was, "How many hours a day are you using your forklift?" ...Experience matters.

To guide them through the process was the Bolingbrook, Illinois branch of Wolter. In addition to the challenges of growth, weight, and environment, Lee Jensen Sales also needed to save time and reduce any potential damage to the supplies and equipment. It's simple. If the inventory cannot move in and out of the yard quickly, safely, and efficiently, Lee Jensen Sales can't service its customers.

Wolter recommended a 24,000 lb. large capacity forklift with special forks that can safely and efficiently lift large materials and equipment. What had taken the old forklift an hour to perform, now takes minutes.

Jamie Petrakovitz, General Manager for Lee Jensen Sales summed it up perfectly, "Our old forklift would work for 8 hours to complete operational tasks, now the 24,000 lb. forklift only takes 3 ½ to 4 hours." Instead of lifting one item at a time, it lifts several.

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Scoping the Right Size Provides Short & Long Term Savings

Since the purchase of our large capacity forklift 2 years ago, the company has expanded the yard, taken on more inventory and more loads resulting in increased use of their 24,000 lb forklift. The old, smaller forklift is used only indoors resulting in improved production inside and out.

To increase warehouse productivity, Lee Jensen Sales also purchased an electric forklift, replaced their floor sweeper and began a scheduled maintenance program on their existing scissor lift. Now they can truly take care of all the heavy lifting, by depending on Wolter as their single-source material handling provider.

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Jamie Petrakovitz, General Manager

