



# Fortis Case Study

## Stribling Packaging Company - Rogers, Arkansas

### Description

- This is a specialized box company and display manufacturer. Cardboard type materials and particle board are the main components used.
- They run 5 days a week, 1 shift moving corrugated box, cardboard and printed material within the plant. Inbound and outbound trucks.
- Housekeeping...generally a clean facility, the floors are good. The trucks have to endure long runs at 80-90% capacity. Dependability is important.
- Currently, the fleet size consists of 20 trucks. Nissan, CAT, Toyota and 1 Hyster. A young fleet less than 3 years old. Barloworld buying out fleet of competitive units with less than 5000 hours.

### Challenges and Concerns

- Controlling cost of operations is most important because of use of independents.
- Turnover was high (operators) and maintenance figures were hard to determine considering multiple manufacturers of trucks.
- Tire wear high, along with tire dust.
- Had no formal maintenance records or fleet plan.

### Solution

- Customer ordered 11 Fortis (S50FT) and will additionally take 5 rental trucks which are seasonal.
- Truck specs 2.2 Liter, LP, DuraMatch specs. Matched needs.
- Barloworld Handling providing a full maintenance lease that includes Operator Training and discounted labor rates.