The Magazine for the materials handling professional

EUREKA

No. 38 Autumn 2021 www.eurekapub.eu

DAZED & CONFUSED

Get your post-Brexit trade paperwork right

IN THIS ISSUE

Sustainable logistics
Save money and protect the planet

Supply Chain 4.0
Shorten your supply chains and automate

New ways of working
Build on pandemic-driven changes

EUREKA

COMMISSIONING EDITOR
Monica Escutia

ASSOCIATE EDITOR
Virpi Tynkkynen

CONTRIBUTING EDITORS
Gian Schiava
Mark Nicholson
Ruari McCallion

ART DIRECTOR
Dave Hobbs

PRODUCED BY
gu9creative

PRINTED & DISTRIBUTED BY
TMB part of the KPM Group

PUBLISHED BY
Cat® Lift Trucks, Hefbrugweg 77,
1332 AM Almere, The Netherlands

CHECK OUT

www.eurekapub.eu

Here you will have access to other articles and useful information.

FOLLOW US

OEPC1616(08/21)gu9

IN THIS EDITION

Materials handling has always been a dynamic and challenging industry, but the last couple of years have brought bigger challenges and faster changes than ever. In this issue of Eureka we offer some practical thoughts on how businesses can move forward and succeed in the 'new normal'.

Since Brexit, moving goods between the EU and the UK has become more complicated. For those still dazed and confused by it all, **Ruari McCallion** presents a helpful summary of the paperwork and processes required.

As weather-related disasters become less and less abnormal, and the rapid destruction of nature continues, we must all answer the call to live and work more sustainably. **Gian Schiava** emphasises, with examples, that cutting material and fuel waste in logistics is good both for the environment and for business.

Recent events have exposed the vulnerability of global supply chains. **Ruari McCallion** examines strategies to make warehouse and logistics operations more resilient and efficient through shorter chains and increased automation.

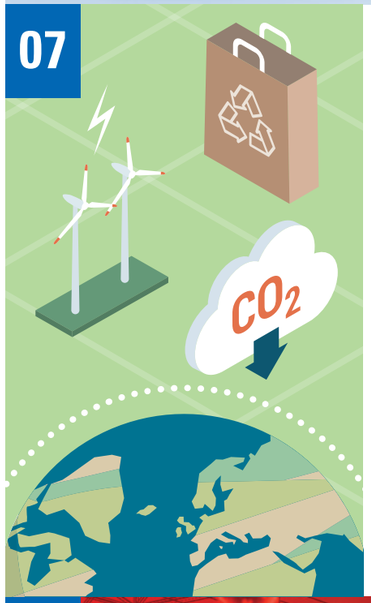
Finally, **Mark Nicholson** looks at some positive and permanent changes to emerge from the pandemic tragedy. Improved hygiene, remote working possibilities and an increased readiness to embrace digitalisation promise a better future.

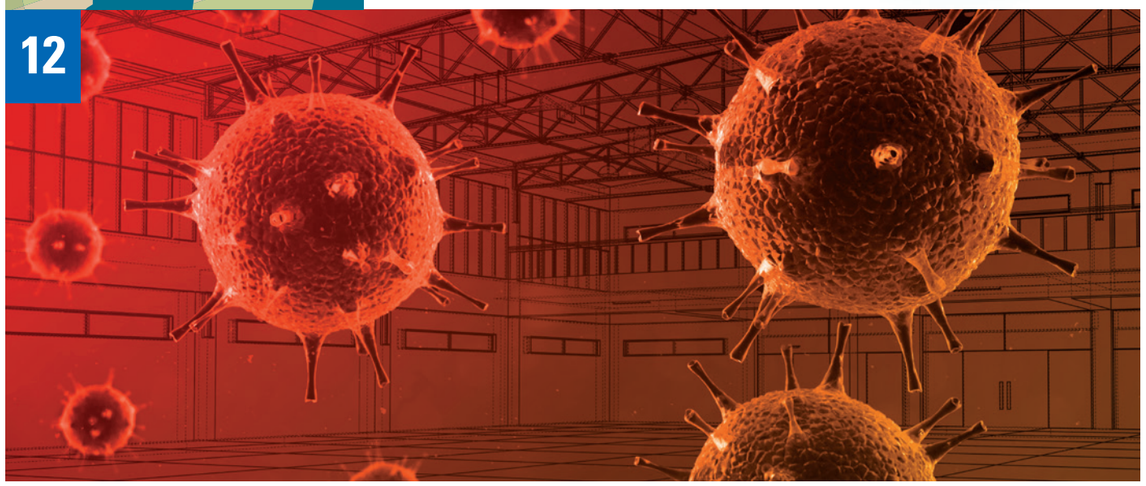
Looking ahead, is there any other topic you would like us to research? Would you like us to report on something that's happening in your company? If you have any questions or comments on our articles, please get in touch. You can email us at **comment@eurekapub.eu** or message us via our website **www.eurekapub.eu**

Monica Escutia
Commissioning Editor

Eureka's Commissioning Editor is Monica Escutia, a Bachelor of Communications – Journalism. She is a Spanish national and fluent also in Dutch, English and Italian. Having previously edited a variety of international media, she has spent the last 17 years in the materials handling industry – the first four as a parts sales representative for several European countries, before becoming the EAME Manager Marketing Communications for Cat® Lift Trucks, based in the Netherlands.

CONTENTS





DAZED & CONFUSED

POST-BREXIT TRADE DOCUMENTATION

What are the requirements for EU/UK trade documentation post-Brexit and why do some companies seem to have more trouble than others? **Ruari McCallion** seeks clarification.

The UK's shock 2016 referendum decision to leave the EU has thrown a substantial spanner in the works of what had been one of the world's largest cross-sea trading relationships.

Since 31 January 2020, the UK has not been a member of the European Union's Single Market; transitional trading arrangements, intended to give exporters on both sides time to adjust to new requirements, expired on 31 December 2020. The immediate effect was clouded by the simultaneous impact of Covid-19, which has depressed economic output and trade across the world, but there was a sudden and strong downturn in trade across the English Channel, North Sea and Irish Sea, whether by sea or by air.

Trade in some goods fell as much as 50%. To some extent, this was because of stockpiling before the 31 December deadline for the end of the transitional period and the launch of a new Trade Agreement; but there can be little doubt that the new circumstances have reduced the amount of commercial exchange, especially in food and drink; most headline-grabbingly, in shellfish. Total exports from the UK to the EU slumped by 40.7% in January 2021 and imports fell by 28.8% compared with the same period the year before. There has been a strong rebound from those depths, according to the UK's Office for National Statistics (ONS), which said that overall exports in March and April 2021 were higher than 2020's monthly average.

Some individual organisations have complained that 'red tape is strangling' their businesses. The UK-EU Trade and Cooperation Agreement (TCA) came into effect on 1 January 2021. There is now a requirement for more documentation in UK/EU trade; more than has been the case for nearly 30 years. Is it simply the case that international traders are unused to the bureaucracy? Or has it genuinely become more onerous?

The UK and the EU agreed to zero-tariff and zero-quota trade on goods. However, to qualify for tariff-free access, firms will need to ensure goods meet Rules of Origin requirements. Businesses will have to identify the full origin of their goods and provide additional paperwork in order to qualify. The EU and UK jointly agreed additional flexibility in collecting documentary evidence to prove origin during the first year, in light of the short time between the conclusion of TCA negotiations and application of the agreement.

Marc Schouten, Customs and Trade Affairs Specialist for Cat® Lift Trucks in Europe, CIS, Africa and the Middle East, says documentation for shipments from the EU to the UK and vice versa is pretty much universal and that the requirements are generally clear. They don't vary between industries like automotive and aerospace, but there are additional requirements for "controlled goods", including chemicals, food, excise goods or animals, for which there will be additional documentation and processes to be followed. It should be noted that these controlled goods are not all covered by the same regulations and paperwork: they vary, depending on the type – grain, meat, fish, shellfish, etc. – although the documentation is the same whether goods are being exported to the EU or to the UK. >>>

Marc Schouten, Customs and Trade Affairs Specialist for Cat® Lift Trucks in Europe, CIS, Africa and the Middle East

"Origin requirements are different for goods originating outside the EU," he says. "The terms of the Trade and Cooperation Agreement (TCA) allow the UK and EU to make use of REX[1] statements on the invoice, which means that Certificates of Origin (COO) are not required. While goods coming from the EU to the UK and vice versa are generally tariff-free, some confusion has arisen over goods that originate outside the EU. They are dutiable even if they come to the UK from the EU mainland."

Both exports and imports between the EU and UK have become more complicated as a result of Brexit. The TCA between the two entities allows tariff-free trade but it is not paperwork-free. If traders get the paperwork wrong it can result in export certificates being refused and imports blocked, delayed or turned back. It is worth the effort to get it right.

The box-out summarises the requirements but it is not comprehensive. In the UK, go to: www.gov.uk/export-goods www.gov.uk/government/publications/guides-to-importing-and-exporting-goods-between-great-britain-and-the-eu

EU guides can be found at The EU-UK Trade and Cooperation Agreement | European Commission (europa.eu).

REQUIREMENTS FOR DOCUMENTATION POST-BREXIT

PLEASE NOTE: this is intended for general guidance only. You should consult UK government and/or EU sites for fuller information. Professional and specialist advice is recommended.

See also: **How to import goods into Great Britain from EU countries (publishing.service.gov.uk)** and **How to export goods from Great Britain into EU countries (publishing.service.gov.uk).**

- The TCA requires customs declarations and paperwork to process the movement of goods. It provides for mutual recognition of the Authorised Economic Operator Safety & Security scheme, allowing for streamlined customs procedures for registered traders.
- Sanitary and phytosanitary (SPS) border checks will be required for trade of live animals and products of animal origin, meaning that agri-food traders will face extra costs and documentation requirements.
- Access to the zero tariffs and quotas will depend on goods meeting the Rules of Origin required in the agreement[2] to qualify as 'local'. Businesses will have to identify the full origin of their goods as well as provide additional paperwork in order to qualify.

Following the guidelines and instructions makes the process run smoother, so allow enough preparation time and consider alignment between origin and destination. Shipment preparation can take two to three days longer.

- EORI (Economic Operators Registration and Identification) numbers are required for both shipper and receiver. EORI number is an EU registration and identification number for businesses that undertake import or export of goods into or out of the EU.
  - Commercial invoices require a new standard to allow export. Every shipment needs to be accompanied by a correct and complete invoice and packing list.
  - Extra attention is needed when consolidating non-EU with EU-originated units.
  - Based on the prepared export paperwork, an ENO (entry number) can be requested. When the ENO number is received, units can be physically shipped.
  - If ENO numbers have to be changed, there might be an issue in linking the shipments with the commercial invoice and packing list.
- The agreement only provides limited scope for mutual recognition of conformity assessments. This means that with the exception of a few instances, goods will have to undergo two sets of conformity assessments rather than one if a business is seeking to place a product on both the UK and EU markets.
- In specific sectors such as medicines, automotive, organics, wine and chemicals, the UK and the EU have agreed to streamline conformity assessments.

With thanks to Cat Lift Trucks and acknowledgements to CBI (UK)

Article feedback is welcome: **editor@eurekapub.eu**

Total exports from the UK to the EU slumped by 40.7% in January 2021 and imports fell by 28.8%

1. REX: Registered Exporter System for certification of origin of goods applicable in the Generalised System of Preferences of the EU. It is based on self-certification by economic operators registered on databases held by competent authorities.
2. See The EU-UK Trade and Cooperation Agreement | European Commission (europa.eu)

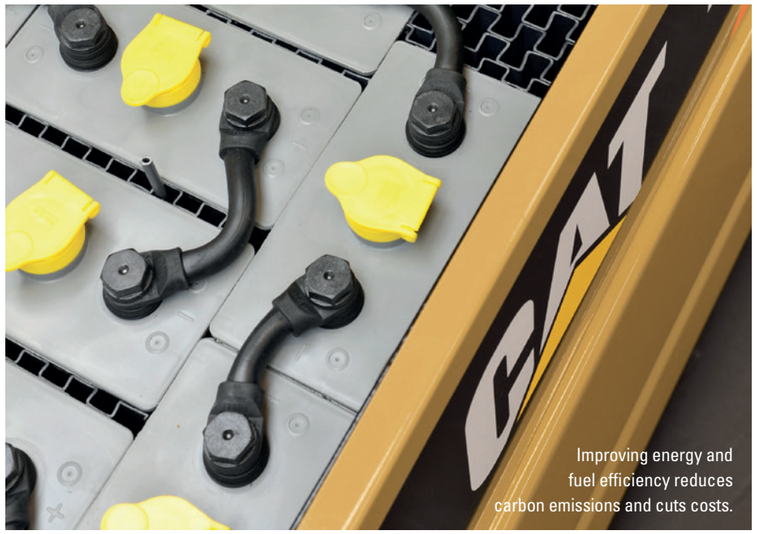
SUSTAINABLE LOGISTICS

SAVE MATERIALS AND FUEL – FOR YOUR BUSINESS AND THE PLANET

Reducing waste may not always be easy but it's both environmentally and economically rewarding, as **Gian Schiava** explains.

Managing the flow of goods within a supply chain is already a hell of a job to do well. Inbound movements demand close co-operation with suppliers, so everything arrives at your facilities exactly when it's needed. Then intralogistics activities start to change the shape of the goods, requiring careful hands-on management. After storing and repackaging, orders are picked to fulfil demand. Warehouse managers prepare shipments and the outbound flow commences. As margins can be thin, efficiency and productivity are difficult daily challenges for the supply chain manager. >>>

Improving energy and fuel efficiency, to cut carbon emissions, is our ultimate challenge.



Improving energy and fuel efficiency reduces carbon emissions and cuts costs.

Waste should be viewed as a source of raw materials from which new resources can be created.

Today, however, he or she has yet another key challenge to take into account. We are now more than aware that we cannot keep polluting this world and wasting its natural resources in the way we have done before, and we must take measures to leave our children a better future. Within logistics flows we use all kinds of packaging materials, including board, paper, shrink wrap and bubble wrap. What's more, with the increase of e-commerce transactions, we have created another powerful stream: the one for returned goods. Dealing with this involves further handling and repackaging, along with extra fuel consumption that feels somehow avoidable.

Although supply chain managers certainly cannot solve all our planet's problems, there are two directions in which a company can significantly reduce its environmental impacts.

INWARDS: MANAGING IN-HOUSE WASTE

In fact, here we can turn a disadvantage into an advantage. We should now view waste as a source of raw materials from which new resources can be created. This is often referred to as the circular production cycle. Companies need to know how to separate their waste flows and design efficient in-house waste logistics systems to make the most of them. Dutch company KTK has been working in waste logistics for almost 30 years and offers potential customers some sound advice on improvement.

Its first recommendation is to set up a waste logistics system well in advance. When designing a new warehouse, we tend to focus on the primary flow of goods. However, we then overlook the waste flows. In large distribution centres, particularly, waste production can amount to several hundred cubic metres per day. Such large flows cannot be efficiently processed if they are not taken into account in the initial warehouse planning. Selecting waste locations and ways of separating the flows is just as important as choosing the right forklifts.

Other suggestions include: designing your set-up as a total concept (don't 'shop' for cheap partial solutions); considering the various compacting techniques available (to reduce volume); and making sure you prevent waste from hindering your primary process. Waste can soon become an obstacle for lift trucks and order picking staff.

Another important message is to not forget the external logistics. More on that later.

A good practical example of KTK's approach has been implemented at a number of warehouses in the Albert Heijn chain – part of one of the world's largest food retail businesses. Building and improving upon the existing waste flow facilities, it centres on a vandal-proof solution, adapted to the buildings, and suited to the large amounts of residual waste, cardboard and foils involved. After careful joint analysis, Albert Heijn decided to purchase a large number of waste crushing installations and develop a detailed plan for servicing and collection.

OUTWARDS: REDUCING CONSUMPTION IN THE SUPPLY CHAIN

Sustainability within the whole supply chain is another ball game altogether. We need to look beyond reducing and recycling packaging materials, as there are other important areas that need our attention.

Improving energy and fuel efficiency, to cut carbon emissions, is our ultimate challenge. Pressure from shareholders and customers is strong here, as this is such a well-known environmental issue. Cutting costs through more energy-efficient transport is another great incentive. Return on investment can be especially good when switching from highly polluting fossil energy sources to greener hybrid or electric alternatives.

Large logistics companies, in particular, are ready to plunge into green transport. UPS, for example, is gradually replacing its fleet with vehicles which run on alternative fuel or use advanced technology – such as hybrid power sources – that improve energy efficiency. One target for the company is that 40% of all ground fuel should be from sources other than conventional gasoline and diesel by 2025 (an increase from 19.6% in 2016).

Excessive fuel consumption may also be the result of poor planning. Adding extra kilometres through an inefficient schedule or route is not environmentally friendly. Empty trailers on return routes are also wasting fuel. A modern transport management system (TMS) can help to optimise things like loading capacity, filling rates, staffing of the cargo space, and ensuring timely loading and unloading operations.

The list of opportunities goes on and on. Unnecessarily high amounts of stock can lead to many unnecessary movements. Poor routing systems or order picking plans can lead to preventable increases in miles driven. Conventional packaging machines, sending out packages which are partly empty, or stuffed with loads of filling material, contribute further to the waste.

Good alternatives already exist, but adopting them requires research and dedication. To speed up progress in the field of sustainable logistics, one of the new roles emerging is that of the waste logistics manager. Sustainability-focused professionals are urgently needed – first for the planet and second for your business. After all, the potential for savings in this area is mind-blowing.

Article feedback is welcome:
editor@eurekapub.eu

SUPPLY CHAIN 4.0: SHORTENING SUPPLY CHAINS

THE CHANGING SHAPE OF WAREHOUSING AND LOGISTICS

Recent events and difficulties have led to a reappraisal of the nature and composition of global supply chains, with special attention to vulnerabilities and resilience. Ruari McCallion tests the strength of the links.

A report published in May 2020 by Indian company Welspun One Logistics Parks indicated that the Indian logistics and warehousing sector will see 35% growth by the end of 2021. The key factors that will contribute to this, according to Ambika Gupta of AAJ Enterprises in India, are: e-commerce growth; increased investment in warehousing real estate; and the boost in manufacturing, both local and global. These factors are not unique to India; they are being seen in Europe and North America as well.

E-commerce has been given a massive boost by Covid-related lockdowns and the enforced closures of physical retail premises. Customers have got into the habit of buying online, even in the grocery sector; the fastest-growing company in the Netherlands is PicNic, an online-only grocery store that has also opened in Germany. Ocado, a UK equivalent, reported 35% growth in retail revenue in 2020. E-commerce now accounts for 25% of all spend in the UK retail sector, almost three times its share in May 2019.

WORLDWIDE WAREHOUSING BOOM

The boom in warehouse construction is not restricted to India. Wind farm operator Vattenfall has announced plans to build a 2,100m² warehouse in the Danish Port of Esbjerg. An area of 60 acres – 26 hectares – near Tampa Bay, Florida, has been earmarked for warehouse development. Bike manufacturer CUBE is building a 6,400m² high-bay warehouse next to its plant in Waldershof, Germany. DHL Supply Chain has commenced construction of a new distribution centre at Thames Gateway, England; along with another facility in England's East Midlands, the project is worth a combined £350 million (€406 million). The UK Warehousing Association reports that warehouse space has expanded 32% since 2015's 40 million square metres. Online retailers have increased their warehouse space by 614% over that period; the other side of the coin is redundant high street retail space.

Professor Richard Wilding OBE, Chair of Supply Chain Strategy, Cranfield University, UK, has observed that Covid-19 has accelerated developments that were already in process.

"One of the things we are looking at is what we call Supply Chain 4.0, which has various technologies, including automation, cloud computing, Internet of Things, and autonomous systems; a whole raft of different elements, which are aligning," he says.

A key shift has been procurement for resilience, ahead of cost, which is a reversal of the trends of the previous two to three decades. In the search for resilience, organisations are nearshoring, if not onshoring – despite higher labour costs.

Professor Richard Wilding OBE, Chair of Supply Chain Strategy, Cranfield University, UK

AUTOMATING THE SUPPLY CHAIN

"Things like additive manufacturing, 3D printing and higher levels of automation require fewer people," he continues. "Highly automated facilities mean that labour costs, as a proportion, are becoming much smaller."

The drive to nearshoring is not just because of over-extended supply chains. After being caught out by the global PPE shortage, when it emerged that supposed multi-supplier sources were actually all fed from the same manufacturer in China, the concept of 'multishoring' is emerging. Genuine multisourcing which looks at different continents and different areas, and the need for supply chains to be genuinely visible, rather than supinely reactive, is leading to the emergence of 'control towers'.

"They provide continuous monitoring of the extended supply chain and enable businesses to act and respond as things develop," Professor Wilding explains. "It is about control, rather than just planning." The control towers are not necessarily physical, like lighthouses. They are technical centres continuously monitoring key metrics, feeding essential data to organisations and enabling them to manage better, in real time.

CROSS-DOCKING: A SOLUTION?

The challenge is to maintain efficiency and keep waste out of the system. If ships are to have a reduced role in the supply chain, materials handling and logistics has to become more efficient.

The cross-docking concept is about hubs where large quantities of material arrive in bulk, are broken down and are moved super-close to the user.

While the concept is very efficient, retailers and manufacturers face some challenges making the most of it and avoiding the trap of building supply chains 'pregnant with inventory'. There are two principal challenges: a high level of inventory – up to 96% – is required to make it work; reality is frequently uncomfortably close to 85%. The other hurdle is labour: the availability of drivers.

Availability is also affected by slower border crossings and disruptions, because of Brexit and Covid-19, Richard Wilding notes. Shorter journeys, but more of them, mean more drivers will be needed, at the same time that the demographics are seeing many reaching retirement. This means more recruitment, and higher costs involved with, for example, insuring a 25-year-old compared with a 50-year-old.

"In dealing with these problems you have to start thinking about Supply Chain 4.0 things, like autonomous vehicles, potentially platooning on motorways, and other automation," he says.

Skills for the supply chain are in short supply and this is creating capacity challenges across Europe – for which there is no quick fix.

Article feedback is welcome:
editor@eurekapub.eu

NEW WAYS OF WORKING

PERMANENT COVID-DRIVEN CHANGES IN THE WAREHOUSE

Although the Covid-19 pandemic has been tragic, it has been a stimulus for developments which will boost business efficiency and resilience in the longer term. **Mark Nicholson** takes a look at the 'new normal' for warehousing and materials handling operations.

In our new world, it is no longer socially acceptable to go to work with streaming cold or flu symptoms

HYGIENE IS A WAY OF LIFE

Keeping your germs to yourself.

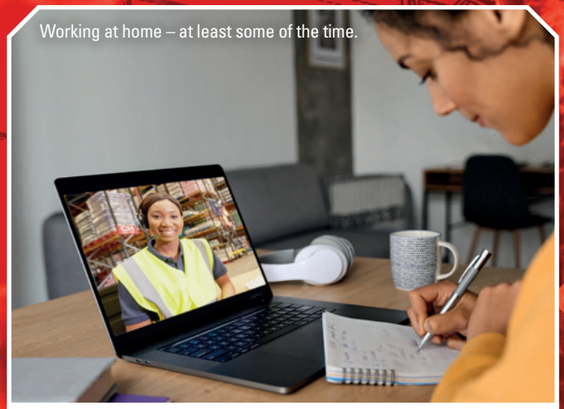
Globally, the emergence of new life-threatening diseases has become a regular occurrence and we would be foolish to assume that Covid-19 will be the last. We should be prepared to defend people and businesses against both emerging and familiar infectious illnesses.

In our new world, it is no longer socially acceptable to go to work with streaming cold or flu symptoms, uncontrollable coughs or unpleasant stomach conditions and spread them to everyone else. Those with any kind of transmissible sickness should stay at home and only work if they can do so remotely. Some workplaces now routinely use hand-held temperature scanners or automatic heat detection cameras to make a quick health check before allowing admission.

Increased hand washing has become automatic for most of us, and it makes sense to continue placing disinfectant handwash bottles in strategic places as a back-up. Disinfection of surfaces is important and in the future we will see much more use of autonomous mobile robots (AMRs) in that role. This isn't science fiction: disinfection robots are already widely available to buy or hire.

Businesses have found many simple but effective ways of reducing contact and increasing space between individuals. In warehouses, attention must be given to separating workers in crowded areas such as packing stations, and in shared facilities such as staff rooms. Noise reduction, enabling workers to hear each other easily, is also helpful. Having to come close together and shout may accelerate transmission of airborne disease organisms. >>>

REMOTE WORKING IS ENCOURAGED


Working at home – at least some of the time.

For many organisations and roles, working at home is the obvious way of avoiding contact risks. While this is relatively straightforward for office-based staff, it's not an option for lift truck drivers and other warehouse operatives. However, there are still numerous other activities which can be carried out remotely, as we shall see.

Aside from illness, factors which prevent employees from reaching their workplace may include weather-related problems like floods and wildfires disrupting transport. These are becoming more frequent and are a further driver for remote practices (see Eureka 34[1]). Another incentive is efficiency. If a task can be carried out without travelling from site to site, time and fuel can be saved.

Furthermore, many staff who were forced to work at home by the pandemic have found the change enjoyable and productive. Some sectors are seeing a permanent shift toward home working, or hybrid approaches with at least some work at home. These reduce the demands on business premises and save money.

DIGITAL TECHNOLOGY IS NOTHING TO FEAR


Embracing digital technology.

If remote working is to be effective, employees need to be able to communicate with each other and to have access to the equipment, information and computer-based functions they would have in the physical workspace. This is now easy to achieve through well-established advances in cloud computing and the Internet of Things (IoT) in particular.

Warning: we are now going to talk about digitalisation, connectivity and mobile technology – but don't worry if you and your team have a limited understanding of IT. There are suppliers who can provide everything you need, in a package that includes all of the planning, installation and running of the systems we discuss here.

These systems are now much simpler, less disruptive and more affordable to introduce into your business. With an all-inclusive contract, you can leave it to your provider to keep them working and to update them as the technology advances. They can also be easily expanded and adapted as your company develops and your needs change.

Rest assured, there is no need for a sudden transformation of your warehouse into a futuristic, fully automated, computer-controlled operation. Just take one small step into digitalisation and then build on it gradually, at a pace that feels comfortable.

MACHINES ARE REMOTELY MONITORED


Managing equipment remotely.

In Eureka 37[2] we explained how digital remote technology is used in lift truck fleet management to reduce the total cost of operation (TCO). IoT devices on the trucks wirelessly transmit data on their activities and condition to a cloud-based server. Analysis of the data enables improved decision-making which optimises maintenance and use of the fleet.

Importantly, expert data analysis and interpretation by system providers is something else that can be included within technology contract packages.

The same principle can be applied to other equipment such as conveyors, heating systems and – in factories – production machinery. Monitoring the condition of these things remotely means there is no need for service engineers to travel to make checks. Meanwhile, the data gathered and analysed allows predictive maintenance in which replacements and repairs are timed perfectly to minimise downtime.

Augmented reality (AR) and virtual reality (VR) technologies are increasingly being applied in maintenance work and elsewhere. They allow a member of staff on the site to be remotely guided and instructed by a specialist with a shared view of the equipment. This can be useful in assessing problems and directing adjustments or repairs.

DIGITALISATION BRINGS US CLOSER


Becoming better connected.

Virtual meetings, via platforms such as Teams, Zoom and Skype, became a necessity during the pandemic and saved huge amounts of travelling time and venue costs. Although face-to-face meetings have their advantages, businesses now have to consider whether they are necessary in every case. The same is true for classroom-based training presentations and discussions.

Digital communication and connectivity technology not only supports remote working but enhances each individual's contribution to the organisation. Through mobile connection to systems, they can become additional suppliers of data by recording problems, accidents and other relevant information.

System types include WMS (warehouse management system), ERP (enterprise research planning), EAM (enterprise asset management) and EHS (environment health and safety) management. These can be linked together to create even more powerful data sets whose analysis leads to even greater improvements.

By accessing information in these systems via their smartphones or other mobile devices, employees benefit from the company's collective knowledge. What's more, that knowledge is retained by the system and not lost when staff retire.

Mobile communication devices can also build stronger and more effective connections between a company's staff. Wherever they are in the warehouse, or at home, they can instantly receive up-to-date information from the company. Existing or customised social media apps may be used to encourage useful interaction with colleagues and managers, including opportunities to make comments, raise issues and get to know each other.

Although in many ways the Covid pandemic has kept people apart, it seems to have accelerated progress toward a more connected world.●

Although in many ways the Covid pandemic has kept people apart, it seems to have accelerated progress toward a more connected world.

1. https://eurekapub.eu/sustainability/2019/11/28/its-time-for-action
2. https://eurekapub.eu/fleet-management/2021/03/30/harness-the-power-of-fleet-data-to-lower-your-total-cost-of-operation-tco

Article feedback is welcome: **editor@eurekapub.eu**

LOOKING FOR A POWERFUL, COST-SAVING ALTERNATIVE?

Then look no further! The new 4.0 to 5.5 tonne electric counterbalance range from Cat® Lift Trucks are environmentally friendly, more energy efficient and quieter than any other in their class. Built for demanding indoor and outdoor applications, they offer you uncompromising power, durability and a lower total cost of operation.

LOW-COST MAINTENANCE

QUIET OPERATION

ENVIRONMENTALLY FRIENDLY

POWERFUL

So if you are looking to cut costs without compromising performance – Call us now.

0800 169 9789

sales@impact-handling.com | www.impact-handling.com

We can handle it.

IMPACT

CAT® Lift Trucks