

## Bendi Electric Articulating Forklift VS. Deep Reach Truck

Feature / Capability	BENDI	DEEP REACH TRUCK
Dockworker	Excellent – even on slippery floors	No – too tall and no under clearance
Narrow Aisle Truck	6.5 ft aisle needed	9.5 – 10 ft aisle needed to turn as easily as a Bendi does in the Bendi aisle.
Tires	4 big tires, Savings on wheel replacements, \$4000 in 5 years. Poly/Rubber tires, Handles debris on floor like a standard forklift.	6-7 small tires and wheels wear out quickly. Housekeeping a must – no debris on floor.
Visibility	Driver sees entire length of forks as they go into <u>pallet</u> , sees the edge of entire pallet as it goes into <u>rack</u> at all levels. Best visibility in the forklift industry.	Totally blind on upper back pallet positions. Totally blind at 5 ft. level because pantograph blocks vision.
Handling	Drives like a car. Learn in ½ hour. Very easy truck to drive. Virtually no product damage or rack damage. All action in front of driver. No tail swing. Best visibility in industry.	Most difficult truck in forklift industry to master. Not at all like a car. Two weeks to get proficient. Lots of damage to products and rack during learning period and beyond..
Driver Safety	Driver is totally enclosed and seated with full wrap around protection. Apply brake like in a car.	Driver stands with exposed limbs in most DRTs. Stand-on trucks involved in far more injury situations than sit-on trucks. Lift left leg to apply brake, stand on one foot.
Battery Service	Raise seat base/hood-water & clean battery	Must roll battery out of truck to water and clean. Hard job frequently avoided with expensive battery damage the end result.
Storage Capacity	Great pallet storage density with 100% useable positions. No need for “staging” area. Put rack where “staging” area would have been. 100% selectivity. Bottom pallet on floor. 4” space between pallets and racks means you can use 92” long beams to store 2 pallets. More rack sections per row.	20% to 25% of counted pallet positions not useable due to “honeycombing” by national average. Empty pallet space goes begging till like pallet shows up. To Minimize “honeycombing” you need at least 6 pallets each of every stored item. Lose 1 foot of vertical space because of floor level beam. More space (7”) between pallets and racks is recommended which requires longer (102”) beams and wastes space. Fewer rack sections per row. “Staging” space required.

Rack System Cost	Lowest cost possible. No need for floor level beams and wire decking throughout system. Beams, uprights and row spacers are total system.	Higher cost due to need for bottom beam just off floor. Wire decks are usually required due to "blind" pallet placement at rear of system. 25% to 50% higher rack system cost.
Productivity	Bendi eliminates double handling of pallets in and out of the storage system. Eliminate the need for "dockworker" trucks and drivers. Lift pallet while traveling in aisle for "diagonal" pallet travel. Arrive at location turn pallet into visible slot for huge productivity boost. Very quick operation. Driver sits, stays with truck, gets more work done every day.	Need support trucks and drivers for dockwork. "Diagonal" travel of a pallet not legal. Turn truck in aisle before lifting load by OSHA standard. Blind operation means slow operation. Standing driver takes frequent breaks. Extra pallet moves needed to maintain FIFO system. Every time you touch a pallet it costs at least \$1.30.
Order Picking	Very efficient. Narrow aisles with all product right on the aisle. Man-up pickers can pick both sides of the aisle in one pass top to bottom. 100% of pallet locations can be picking locations for maximum efficiency and product diversity.	Poor – inefficient. Wide aisles and buried pallets. Make 2 passes to pick one aisle with access to ½ the pallet locations.
Product Inventory	Easy. All pallets visible from aisle.	Difficult. Must check back pallets for "surprises".
Resale Value	Excellent due to ability to perform diverse applications. 20% of purchase price typical. Typical \$10,000 advantage for Bendi.	Very low – specialized truck good for one application. 3 to 5% of purchase price typical. \$10,000 loss vs. Bendi
Maintenance Costs	Very low. Big wheels, no pinch points for hoses. Equal to counter-balanced electric trucks which is lowest cost in the industry. Robust operator controls very durable. Great access to major components.	High. Small wheels, double pantograph, hose pinch points, difficult access, and small switches in multi-function single control handle make maintenance costs much higher.

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