

Company: Linde Material Handling GmbH
Locations: Germany
Type: Original equipment manufacturer
In reman: Since 20 years
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Product

Forklift trucks

Core Sourcing

Cores are typically retrieved directly from customers (i.e. truck users) under rental contracts both in a long term (3-6 years) and a short term, where Linde keeps ownership of the trucks.

Business Model

Linde Material Handling GmbH carries out thorough refurbishment and provides Approved Used Trucks to meet market demands, especially from users with a medium or low utilization level. The main advantage of the Approved Used Trucks is Linde quality at lower prices (approximately half of the price of new trucks), while the main disadvantage is shorter remaining lifetimes. During the refurbishment process only genuine Linde parts are fitted. The company utilizes its own sales channels for both refurbished and new trucks.

The rental contracts utilized with the refurbishment are provided in order to meet the market demands for quick, simple and easy access with cost-effectiveness, and with the widest choice of materials handling equipment available on the market today.

Linde provides three standards for the refurbished trucks so that a customer can choose the alternative that best fits their needs such as individual utilisation and budgetary needs. A safety certificate is provided for all Linde Approved Trucks, along with a warranty and CE certificate. All of Linde's trucks meet the latest health safety legislation requirements and EU directives. The highest standard includes, e.g., an overhauled engine, a battery with over 80% potential and less than 3 years old or new, a new set of tires or over 90% potential, and transparent truck history available.

The refurbishment process includes: 1.) control of truck conditions, 2.) Check and, if needed, replacement of components (e.g. batteries), 3.) repaint, and 4.) quality control.

Key resources are the company's personnel (technicians' quality) and the process of refurbishment (internationally standardized). On the other hand, the main challenges are maintaining price competitiveness, keeping a high enough number of returning trucks, and better preventive maintenance carried out before returning to Linde.

Economic Benefits

For customers, lower cost with the same quality are the major benefits, i.e., "the best value for money" according to Linde. For Linde, utilizing residual value in the used trucks is regarded as the main economic benefit. Linde utilizes LCC (lifecycle costing) to evaluate the cost of a lifecycle of a truck.

Environmental Benefits

The obvious environmental benefit is the resources saved, and no major negative environmental impact is recognized.

Social Benefits – Jobs, Upscaling, etc.

Job creation is the major benefit to society.

Advanced Materials Recovery

No such materials are recovered.