



A Powerful Partnership

For more than 40 years, Regal Logistics® (Regal) has served as a leading third-party logistics provider (3PL), delivering innovative shipping solutions, state-of-the-art distribution systems, lower costs and better results. Based in Washington state, Regal relies on a mix of Jungheinrich® warehouse products to keep its business moving.

Supported by the 1.3 million square feet of a high-velocity distribution center in the Pacific Northwest and the U.S. Southeast, Regal offers its clients a comprehensive program of distribution, transportation and value-added services.

Reducing costs and giving customers a competitive advantage in the global marketplace, Regal Logistics ensures seamless distribution of customer product to hundreds of retailers, including Wal-Mart, Target, Sears and Kmart, Toys“R”Us, Amazon and Kohl’s.

Since its beginning in 1970, Regal Logistics has had one clear objective: to provide manufacturers and importers with an unwavering commitment to superior customer service.

The Commitment

When the time came for Regal to upgrade its existing fleet of narrow aisle warehouse products, management consulted with their local dealer, who recommended Jungheinrich, a German-based warehouse product line available through Mitsubishi Caterpillar Forklift America Inc. and its 330 dealer locations throughout North America.

AT A GLANCE:

- Regal Logistics

Third-party
Logistics Provider

www.regallogistics.com



JUNGHEINRICH
Machines. Ideas. Solutions.





THE CHALLENGE:

- High racks
- Narrow aisles
- Multi-shift applications

THE SOLUTION:

- EKX 515k 80-volt turret trucks
- EKS 308 48-volt order pickers
- Proprietary Jungheinrich AC technology for increased performance on one battery charge
- Knowledgeable dealers and technicians throughout North America

The Consultation

Based on the dealership's recommendation, Regal agreed to evaluate the Jungheinrich EKS 308 48-volt order picker and the EKX 515k 80-volt turret truck model for retrieving and putting away pallets in high racks. "The Jungheinrich lift trucks are very well built," said Randy Neeves, vice president of operations and technology at Regal Logistics. "We were surprised when the products came in, especially in comparison to other lift trucks we considered. You can see many years of engineering have gone into the Jungheinrich product."

The Performance and Design

Sold on the quality product, Regal added three EKX 515k turret trucks and four EKS 308 48-volt order pickers to its fleet, noting an almost immediate increase in performance and battery life compared to its previous products.

Equipped with 4th generation AC technology, the Jungheinrich turret trucks and order pickers use energy reclamation through regenerative braking and lowering. The result is longer operating times with one battery charge in many applications and reduced wear on brakes.

"The Jungheinrich products are faster, smoother, quieter, more comfortable, and with less downtime. They also run for two shifts without a battery charge," Neeves said.

"The operators appreciate the machines and stability going up to the highest level. The machine doesn't tilt or wobble, and it's very stable, even with a large, heavy load," he added. "They're very quiet and fast, making it enjoyable for the operator to run the machine."

The Continuing Partnership

Having proven its quality in runtime and service, Regal has since purchased additional Jungheinrich turret trucks and order pickers to add to its existing fleet. The company also anticipates an increase in efficiency and cost savings in its upcoming peak season.

Neeves concluded, "After using Jungheinrich, we're favorably impressed. It's a great product."