



Mid Valley Foods Expands With Jungheinrich®

Mid Valley Foods prides itself on providing customers with quality products – on-demand. To keep the business running at peak performance, they rely on a fleet of Jungheinrich® EJE 120 walkie pallet trucks for increased efficiency and a better bottom line.

Founded in 1979, Mid Valley Foods is a family-owned wholesale meat and food distributor located in California's Central Valley. Over the years, the business has grown, expanding from its roots as a small-sized meat distributor to a powerhouse in the wholesale food distribution industry.

In 2011, Mid Valley Foods expanded into a newly constructed 25,000-square-foot facility, tripling the operation's capacity and providing space for future expansion.

With plans underway, co-owners Les and Cheri Casey knew they had to replace their current fleet of aging forklifts to stay competitive. Mid Valley Foods relies on its lift trucks to move product into and out of the warehouse across two shifts each day.

Working alongside their local dealer, they found the solution they were looking for: the EJE 120 walkie pallet truck from Jungheinrich.

AT A GLANCE:

- [Mid Valley Foods](#)

Foodservice Distribution

www.midvalleyfoods.com



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Machines. Ideas. Solutions.®

"Forklifts are the workhorses that really make our business move the way it needs to move, and we found that Jungheinrich EJE walkies give us exactly what we need,"

- Cheri Casey,
Co-owner
Mid Valley Foods



THE CHALLENGE:

- Multi-shift operation
- Multiple environments:
 - Refrigerated warehouse
 - Freezer
 - Receiving dock
 - Trailers
 - Customer sites
- Damage to product and flooring

THE SOLUTION:

- Fleet of Jungheinrich EJE 120 walkie pallet trucks (18 units)
- ProTracLink caster system to keep walkies stable and limit floor damage
- Compact chassis design for optimum maneuverability in the warehouse and on deliveries
- A 20% increase in picking efficiency

Sold On Stability

When Mid Valley Foods began researching new equipment, they had a clear vision in mind. In the old warehouse, they ran a mixed fleet of aging forklifts and reliability continued to be a challenge. Stability was also important. The previous fleet of pallet trucks tended to tip on quick turns, gouging the warehouse floors and damaging product.

After seeing a demonstration of the Jungheinrich EJE 120 pallet trucks from their local dealer, Mid Valley Foods was sold. The Jungheinrich pallet trucks had the excellent side stability that Mid Valley Foods required for their operation. The trucks were equipped with an optional ProTracLink caster system to allow heavy loads to be moved quickly, without tipping or wobbling.

"The reliability, stability and maneuverability to move our products around in small spaces, were the features that really sold us," said Cheri. "But when we realized the trucks could be used during deliveries and inside delivery trailers, it was a game-changer."

Focused on Efficiency

Today, Mid Valley Foods owns and operates 18 Jungheinrich EJE 120 pallet trucks throughout the new facility. The lift trucks are used in a variety of climates and elements. Inside the warehouse, trucks are used in freezer climates ranging from -10 degrees to 34 degrees Fahrenheit and in diverse outdoor temperatures and terrains during deliveries. Meat cases weigh between 40-70 pounds each, which means that the pickers and drivers need to be able to transport up to 4,000 pounds of product throughout the facility and unload heavy product from a trailer into a customer location.

Uptime is also critical for Mid Valley Foods' success. Since adding the Jungheinrich pallet trucks to its fleet, Mid Valley has experienced zero downtime with drivers out in the field.

"I see all the bills come across my desk, and other than the preventative maintenance, I haven't spent much money on these units at all," said Chris Reed, Mid Valley Foods Chief Operating Officer.

Each day in the warehouse, nine of the pallet trucks consistently run on one battery charge per shift. "Our drivers are out for 12 hours," said Chris. "I very rarely see jacks come back that are even half [drained]; they might have one or two bars down. And, we just have no issues with these units at all."

The trucks are charged between shifts, and the efficient battery life keeps the units operating without any downtime. The trucks also include an integrated battery charger, which gives drivers ease-of-use and flexibility out in the field.

"If we were to have an issue where maybe a battery didn't charge on the night shift, and a driver's out in the field...he can plug it in at a customer's location with the 110 outlet. That really helps us out," said Chris.

He added, "We don't have a very big facility, so we don't have a bunch of space to put battery chargers. The integrated charger makes it really easy to just plug it in and walk away."

The Right Solution

Since purchasing the Jungheinrich EJE walkies, Mid Valley Foods has experienced a 20 percent increase in efficiency in picking cases per hour. This increases the amount of cases delivered to customers and minimizes the amount of personnel required.

Chris, who has worked in the industry for 22 years, said, "From an uptime perspective, it's one of the best jacks I've seen."

The Jungheinrich walkie pallet trucks have provided the reliability, reduced operating costs and increased productivity that Mid Valley Foods needed to streamline the company's business operations.

"Forklifts are the workhorses that really make our business move the way it needs to...and we found that Jungheinrich EJE walkies give us exactly what we need," Cheri added.