

# Associated Edge

STOP WASTING TIME AND MONEY

## Success Story: Eliminating The Middleman

How many times has this happened to you? You show up at a warehouse to make a delivery and pleasantly hand your papers to the receiver. The receiver looks at your paperwork, then asks "do you need a lumper, or are you going to unload it yourself?"



A whole bunch of thoughts and questions race through your brain as you wrestle with this unexpected problem. Is the product heavy? Do I have to re-stack every box, or just break each skid down to a certain level? Will a lumper get me out of here quicker than I could? How much money will it cost? Do I have enough cash on me? Will it cost more than my company is willing to pay? Will they purposely try to make it difficult for me?



This problem can be further exacerbated when some warehouses will not let their employees even step into your trailer because it's "not their job". In the mean time lumpers are flying around on forklifts and electric pallet trucks. However, you are given a broken down hand jack to move skids and no room on the dock to put things.

Fortunately, Raymond recognized this problem and has designed a solution that will make it easier and faster for you to unload your trailer without having to rely on lumpers. The Model 102XM is used on-board delivery trucks. This electric pallet truck is exceptionally maneuverable and allows pin wheeling in trailers for maximum cube. With a unique handle configuration and fork profile, the 102XM easily performs 180° pinwheel turns which is ideal for crowded loading docks, congested aisles, and especially those tight spaces in trailers.

A driver for a local logistics company, purchased a Raymond Model 102XM Pallet Truck from Associated and saw a pay payback within three months of the purchase. He said "the 102XM has enabled me to unload my trailer faster and without the expense of using lumpers."

Most lumpers will demand anywhere from \$60.00 to \$150.00. With an average of two deliveries per day this can quickly add up to an expense of \$2,400 to \$6,000 per month, just to get your trailer unloaded. The 102XM is not only a tool to help you unload your trailer more efficiently but it will ultimately save you money with the average payback between 2-4 months.