



SUNBELT RENTALS

HEAVY DUTY BIG TRUCKS HANDLE ACCOMMODATION UNITS WITH EASE

THE CHALLENGE

Sunbelt Rentals, one of the UK's largest plant hire companies provides a wide range of rental equipment to customers across the country. Accommodation Depots are a core part of the business. Depending on customer requirements, it provides specially adapted accommodation units. These can be used as site cabins, storage areas, or for other welfare purposes, such as office space, changing areas, break rooms, kitchen and bathroom facilities, or a first aid area. The specialist containers can feature water connection and power supply, and are popularly used in the construction industry, as well as in other sectors.

At its Accommodation Depots, Sunbelt Rentals hires out cabins, meaning they need to be loaded onto lorries to be sent to customers. Units also need to be unloaded on return to the depot, where they will then be refurbished. The cabins are also moved and stacked around the site daily. A big array of loads is handled. From 1-tonne containers to cabins that may weigh up to 7 tonnes.

These are typically big and busy sites. Some days, there can be 10-12 units coming or going. A tough forklift truck is needed to handle the units and keep up with this demand.

“The trucks are a massive part of our operation,” explains Ian Needham, Director of Accommodation at Sunbelt Rentals UK and Ireland. “If we have a truck that’s not working, we can’t work.”

Challenge: Support productivity and operator comfort in demanding accommodation unit handling operations nationwide

Solution: A new fleet of fifteen Hyster® H16XD6 Big Trucks

Impact: A dependable and long-lasting solution, keeping operations moving and optimising operator ergonomics



THE SOLUTION

Sunbelt Rentals purchased a new fleet of fifteen Hyster® H16XD6 Big Trucks for use at its 10 locations up and down the country. Some depots require two trucks to keep up with demand.

“I’ve been here 23 years and when I first started, we had Briggs’ Hyster trucks and they were great. Then, we changed to a different manufacturer a while ago,” explains Ian. “We didn’t have a very good experience. So, when those trucks came up for renewal, we looked at other options.”

“Our preference was always to go back to something that had been good and had worked for us in the past. And we also looked at what other people in our field were using,” he continues.

Working closely with Asset Management and Engineering Services Specialist, Briggs Equipment, Sunbelt Rentals selected the Hyster Big Trucks, which can lift up to 16 tonnes and have a 600mm load centre. The forklifts are designed with a robust chassis and offer the high uptime needed to support the demanding operations at Sunbelt Rentals.

“We’ve been trading with Sunbelt for over 10 years and this opportunity came up to replace the accommodation fleet of equipment. Sunbelt Rentals needed something

that was safe, reliable and productive and we partnered up with Hyster as the right product for the job,” says Martin Thomas, Key Account Sales Manager for Briggs Equipment.

“For a start, we carried out a vigorous site survey process. We found out that the 14-tonne trucks that Sunbelt Rentals originally requested weren’t quite the right fit. Listening to their needs and objectives, including from a driver comfort point of view, we moved to a 16-tonne machine instead,” he continues.

The new Hyster Forklifts include a three-stage mast and can handle the welfare units on the forks, without the need for any special attachments. The trucks also feature the Hyster XD cabin. This is an ergonomically designed high visibility cab, that prioritises operator comfort but also enhanced visibility through the mast, which is particularly important when carrying large accommodation units. The Hyster Lift Trucks allow operators to see the tip of the point of the fork when going in and out of the accommodation units. The specialised units are picked on a variety of different fork pockets.

“The units are valuable loads, so there is a need to minimise damage as much as possible. These particular trucks have got an extended fork. The reason being that some of the cabins have a tunnel that goes all the way through. Shorter forks could damage the floor.”

MATT LEA,
BIG TRUCK SALES MANAGER, HYSTER EUROPE





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THE RESULTS

“In the long run, I think we’re buying a truck that we’ve got comfort in. With a previous manufacturer, we were already starting to see issues with the trucks by this stage. Long-term we’ll get the longevity out of the asset,” says Sunbelt Rentals’ Ian Needham.

With the Hyster H16XD6 Lift Trucks, Sunbelt Rentals also benefit from compact manoeuvrability. This assists productivity, especially as the site is busy, with lots of units, buildings, and other trucks at work. So that each operation benefits from a low Total Cost of Ownership, the Hyster Forklifts are engineered to minimise tyre wear and fuel consumption, while optimising serviceability.

Where the Hyster Lift Trucks are in constant use, the ergonomic cabin, and the ease of getting in and out of the cabin itself, are key. For example, the ergonomic positioning of the arms with touch point mini-levers and touch screen controls means the operator has a lot of comfort, while also having a clear line of sight to make moving around the site easier.

“Sunbelt Rentals’ values are very much aligned with our own at Briggs Equipment and it’s a really strong partnership,” says Martin Thomas. “We’ll be working closer with Sunbelt Rentals and Hyster going forward on any more exciting opportunities - we really want to be at the forefront of innovation.”

The new Hyster Forklift fleet is fully serviced and supported by Briggs Equipment. Nationally, they deliver a three-hour response time to any breakdowns, helping keep fleets operational and keep the business moving. Sunbelt Rentals also has a dedicated Briggs Account Manager to help everything run smoothly and help them to get the most out of their new equipment.

In addition, Sunbelt Rentals can use Briggs’ BE-Portal fleet management service. This free-of-charge solution helps the customer efficiently manage their operations and contract, showing information such as KPIs from uptime, first time fix, response times, spend, job reports - all information is in one place online.



HYSTER EUROPE

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