

E-COMMERCE COMPANY



INITIAL CHALLENGE

Due to massive growth, this young e-commerce company faced significant operating challenges. Paying short-term rental rates on aging equipment, their operating costs were out of control. With no maintenance coverage, it cost thousands of dollars in service fees every month.

Downtime was increasing and productivity decreasing - not a good combination. They needed to reverse the negative trends in their operations.

OUR SOLUTION

Riekes assessed the company's operations, including service costs and fleet data, to address their needs. We presented the customer with a new fleet option, which included Yale Vision on all equipment and a single price, all-inclusive payment structure. This winning solution gave the customer everything they needed to increase productivity without adding any substantial capital expenses.

THE RESULTS

The customer increased uptime by 20% and decreased operating costs by 30%. They liked the ergonomics of the Yale equipment and since purchased an additional 30 lifts with maintenance.

UPDATED FLEET BOOSTS PRODUCTIVITY AND DECREASES COSTS

Rapid growth for a young e-commerce company in eastern Iowa introduced new operating challenges. At the time, they were paying short-term rental rates on aging equipment with no maintenance coverage. This combination cost the company downtime and expensive repair fees.

They wanted to increase overall efficiencies and manage costs as they grew. However, they needed to upgrade their aging fleet and without taking on a considerable capital investment.

Through a partnership with Riekes Equipment, this company now operates with the right fleet for the job.

Increased
uptime by
20%



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