

LINPAC Case Study

Snapshot

LINPAC Plastics Ltd, a world leader in fresh food packaging, introduced regular Fleet Tyre Audits from Continental to improve the operational efficiency and performance of its forklift truck fleet. Fitting Continental Solid Super Clean SC 15 tyres, which are non-marking, ensures a clean operational environment.



About LINPAC



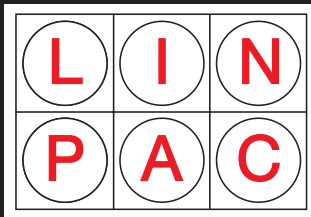
Better Packaging Solutions

LINPAC Plastics has been at the cutting edge of fresh food packing since 1969, and today is a key player in polymer processing and world leaders in expanded polystyrene and flexible films. The company has revolutionized the way fresh food has been sold through the development of intelligent packaging for packers, retailers and consumers around the world. Part of the global LINPAC Group, LINPAC Plastics has three manufacturing plants and five depots in the UK, based in northern England close to the group's headquarters in Knottley, West Yorkshire.

Benefits for LINPAC Plastics

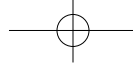
Continental's fleet vehicle tyre audits provide a comprehensive service that focuses on tyre maintenance, cost management and identifying service revenue opportunities. LINPAC benefits from:

- Improved performance of service contract against pre-agreed key performance indicators
- Enhanced tyre performance
- Longer tyre life through careful maintenance and monitoring
- Continuous operation thanks to reduced downtime
- Optimised tyre life of SC15 ensures operation runs on one set per year, minimising tyre spend to benefit the bottom line



The Forklift Fleet

The company's 35 forklifts operate across all the depots, although the largest concentration is at the Featherstone site with 22 vehicles. All LINPAC's forklifts are Jungheinrich 1.6 tonne counterbalance trucks with 100% Continental tyre fitment, which are used to load and unload stocks and raw materials as well as transporting finished products.



Business Issues



LINPAC's forklifts operate round the clock, seven days a week, so any downtime impacts directly on productivity. Warehouse Manager Brian Bettridge switched to Continental Solid SC 15 Super Clean tyres for the improved mileage, cleaner operational environment and longer life, which has reduced operating costs. However, ensuring continuous operation requires a stringent monitoring and maintenance programme. Although LINPAC's vehicles are serviced as part of its five year lease contract, Brian Bettridge realised that a fleet audit programme would benefit the operation of the fleet.

The Solution

Brian invited Continental's Industrial Sales Manager, Chris White, to undertake a full review of LINPAC's fleet. This 'snapshot' of the fleet status enabled Chris to devise a programme of regular fleet tyre audits against agreed key performance indicators.

Fleet Tyre Audits

The tyres on each vehicle are given a full assessment every quarter, including tread depth and wear patterns.



Continental issues a full report each month which details the tyre's performance against hours in operation and identifies any problems, service issues and replacement schedules. This is reported back to LINPAC's leasing company, ensuring swift action is taken to keep the fleet in continuous operation.

"Tyre performance is critical to our operation, so Continental's fleet tyre

audits give me an invaluable review of how they are performing and what we need to do to get the most from our tyres," comments Brian. "The audits ensure that my leasing company is delivering the best service delivery under the terms of the contract and that downtime through tyre failure is kept to a minimum. Thanks to the superb tyre life of SC15, we are running on one set of tyres a year, which is within our service contract keeping tyre spend to a minimum"

Working in Partnership

Continental believes in working in partnership with its customers, understanding their business and operational requirements to deliver optimum results.

"Our business relationship with Continental is friendly and professional. Chris knows what our requirements are and if problems arise the Continental team are always swift to deal with them effectively."

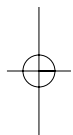
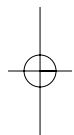
Continental SC 15

Switching from standard black to Continental Super Clean tyres has also had a positive effect on tyre life and performance for the LINPAC fleet, as well as reduced operating costs.

The Solid SC 15 is the ideal tyre for LINPAC's 24 hour operation as its construction and compound are designed to deliver outstanding life in highly demanding environments. Continental's SC 15 Super Clean tyres are non-marking, leaving no residue or dust, ideal for hygiene-sensitive environments, such as food packaging, and for a cleaner operating area. Manufactured using silicic compound, Continental's Super Clean range delivers like-for-like performance with its standard black tyres.



For more information on Continental Fleet Tyre Audits, the Continental SC 15 or any other industrial tyre enquiry, contact the Industrial Hotline on 0845 6000 803 or fax 01895 425 996



TYRES – ENGINEERED IN GERMANY **Continental** 

