

THE COMPACT GROUP

Dudley firm reaches new heights

Established in 2001 by two former work colleagues who identified an opportunity to provide cost effective materials handling solutions in the West Midlands, the Dudley based company has grown from strength to strength notching up increased profits in a challenging economic climate.

From humble beginnings Compact Fork Trucks Ltd has experienced rapid organic growth with a turnover of £1.7million last year (up by 25% on the previous year) and a financial forecast for 2008/9 of £2.2million.

The company now employs 16 people and is looking to relocate to much larger commercial premises in order to accommodate its ambitious future growth plans moving forward.

Founded by Brian Tilt and Steve Phillips, Compact is a leading Komatsu forklift truck distributorship and STILL refurbishment specialist providing a full range of electric, engine counterbalance and warehouse equipment.

"The market place is very competitive and the West Midlands is filled with organisations who sell, service, repair and hire forklift trucks," said commercial director Steve Tilling.

"The current economic climate has prompted organisations to re-evaluate how they purchase their high value capital equipment. As such, we have seen a significant increase in demand for high quality refurbished equipment. Our sales forecast this year therefore places more emphasis on the sale of this type of equipment in order to reflect the change in market conditions."

"Although we have shifted our sales focus, we continue to offer our customers the highest level of service possible in order to retain and win new business."

A former UK director with Komatsu, Steve joined Compact in November 2006 and immediately formulated and introduced a three year business plan that is currently helping the company to increase its efficiency and profitability.

"We achieved significant organic growth last year as a result of introducing new procedures and policies to the business. We did not achieve this growth simply by selling more trucks or by increasing our headcount."

"Our key growth aspiration is to develop a sustainable business from a solid commercial platform" said Steve.

"We are planning to win and renew a significant amount of business this year while we continue to improve and enhance our operational infrastructure and efficiency hence our belief that our ambitious growth



targets are achievable."

Like many other companies looking to diversify, Compact has been quick to grasp

growth opportunities and is now complementing its core business activity by selling products such as rough terrain trucks and



Safeguard your business



Thorough Examination & Maintenance

From Compact Fork Trucks Ltd

Why should you have your truck Thoroughly Examined?

You have to **byLaw!**

Health and Safety at Work Act 1974

"It shall be the duty of every employer to ensure as far as is reasonably practical, the health, safety and welfare at work of his/her employees".

If you own or operate a forklift truck, you are required by law to ensure that it holds a report of Thorough Examination. **This applies even to trucks on hire.**

What is involved in a Thorough Examination?

Complete and thorough inspection of your forklift truck at least every 12 months examining:

LOLER Regulations 98

Chains, forks, mast, carriage & tilt system

PUWER Regulations 98

Brakes, steering, seat belts, overhead guard & tyres

* Variable depending on conditions of use and attachments

Why should you have your forklift truck serviced?

You have to **byLaw!**

A lack of maintenance can lead to serious accidents. It can also result in the breakdown of the equipment and unscheduled stoppages to the work process.

Regulation 5 of the Provision and Use of Work Equipment Regulations 1998 (PUWER 98) states "Every employer shall ensure that work equipment is maintained in an efficient state, in efficient working order and in good repair". This is primarily to ensure that the equipment is safe, but it also has implications for productivity.

A sound system of daily or pre-shift checks is the cornerstone of good maintenance. This ensures that essential fluids are kept topped up and potential defects are identified before they become a problem.

Regular preventative maintenance should be scheduled in accordance with the recommendations of the manufacturer of your equipment (Guidance on this can be provided by Compact Fork Trucks Ltd.) The time interval between the various services and inspections will vary according to the intensity of use and the working environment. Forklift trucks are regarded as "plant" for maintenance purposes and time intervals are recorded in hours. For convenience, we can translate this into months for the purpose of determining planned dates for maintenance activity.

If you operate hired trucks you must allow the hire company regular access to the equipment for the purpose of maintenance.



How YOU will benefit...

- ✓ Certificate of assurance is issued
- ✓ Validation of insurance is certified
- ✓ A full report informing you of the working condition of your forklift truck
- ✓ Assurance that your forklift truck is being maintained to a high standard
- ✓ Peace of mind that your forklift truck is safe!



Compact Fork Trucks Ltd, Unit 8b, Blackbrook Business Park, Narrowboat Way, Dudley, West Midlands, DY2 0XQ
 Telephone: 01384 238000 Facsimile: 01384 240300 Website: www.thecompactgroup.com

THE COMPACT GROUP



access platforms.

Compact have also embraced the government initiative Train to Gain in conjunction with The Learning & Skills Council and are working towards Investor in People and ISO9001:2000 accreditation in order to compliment their continuous training and development programme.”

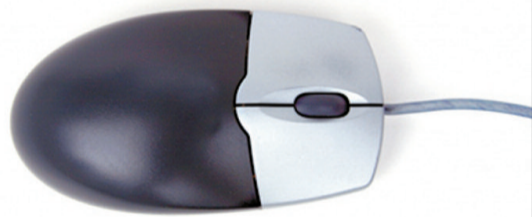
Compact were awarded full membership

status with the FLTA (Fork Lift Truck Association) and the CFTS (Consolidated Fork Truck Services) earlier this year.

“Not only are we trying to elevate the commercial reputation of Compact within the local business community, we are also doing our utmost to elevate our reputation within the materials handling industry sector itself” said Steve.

**Business
REPORT**

IN PRINT AND ONLINE



www.businessreport.co.uk



albury asset rentals

Albury Asset Rentals Ltd is the UK's leading provider of finance to the materials handling industry.

We are delighted to be associated with **Compact Fork Trucks Ltd** and wish them continued success.

Tel: 01256 377176

email: proposals@albury-asset.co.uk

www.albury-asset.co.uk



KOMATSU



Komatsu is proud to have Compact Fork Trucks Ltd as its distributor partner for all material handling solutions!

COMPLETE RANGE OF WAREHOUSE EQUIPMENT AND FORKLIFTS

Compact Fork Trucks Ltd
Unit 8B
Blackbrook Business Park
Narrowboat Way
Dudley
West Midlands
DY2 0XQ



BX109
Winner of the FLTA
Innovation Award 2008



LIFT YOUR BUSINESS

WWW.KOMATSUFORKLIFT.NET