

Linde's the key to Ciba Speciality Chemical's safety focus

Client: Ciba Specialty Chemicals
Location: Victoria
Application: Warehousing
Equipment: Linde Reach Trucks & Diesel Forklifts



"I like to relate forklifts to cars – it makes it easier for people unfamiliar with the industry to understand the difference between the different brands. My view is, if you class all the forklift brands like a Holden or Ford, the Lindes are your BMW or Mercedes. Productivity and safety are more important to us than saving a few dollars upfront," says Eric Danton.

Eric is the Warehouse and Distribution Centre Manager for chemical giant, Ciba Specialty Chemicals. Headquartered in Switzerland, the company manufactures a range of chemicals that are used to add performance, protection, colour and strength to products such as textiles, plastics, paper, automobiles, buildings and personal care products.

Above Left: Ciba Specialty Chemicals' Eric Danton is a firm believer in you get what you pay for. He chooses the premium Linde product because he wants the benefits of superior productivity and safety.





Above: Storing Chemicals on pallets at heights of up to 7.3m requires competent, well trained operators, a committed safety focus and reach trucks that offer the very best in stability, control and visibility.

Among many other applications, Ciba's products are used to:

- Protect plastics, coatings and photographic materials from damage by light, heat, air and mechanical stress.
- Create colour for textiles, plastics' coatings, paper and wood.
- Increase the brightness of paper
- Improve the performance of textiles, textile production and textile detergents
- Help shield people and objects from harmful ultraviolet light and from microorganisms.
- Optimise water management.

“Our operators feel most confident and comfortable in the Linde R16 reach trucks, so that’s the decision made.”

Eric Danton – Ciba’s Warehouse and Distribution Centre Manager

Linde



Ciba Specialty Chemicals employs 19,000 people around the world with 60 sites in 23 countries. It operates 22 research centres in 11 countries and its products are sold in over 120 countries.

At the top of the priority list in all these facilities is the safety and wellbeing of Ciba employees. In its Australian chemical warehouse, this ‘safety first’ focus has been a main driver behind Ciba’s loyalty to the Linde brand of forklifts for over 15 years.

“When you are handling chemicals and storing them at heights of 7.3m you really want to have a lot of confidence in your forklift. Our operators feel most confident and comfortable in the Linde R16 reach trucks, so that’s the decision made,” explains Eric.

Above: The Linde R16 reach truck can have its key performance aspects such as travel and lift/lower speeds and acceleration customised to suit sensitive applications such as chemical warehousing.

“We actually save money in the long run with the Lindes because our reach truck downtime is basically nil.”

Eric Danton – Ciba’s Warehouse and Distribution Centre Manager

“We do trial other brands, but the operators keep choosing Linde. They claim it is the most comfortable, it offers the best visibility when working at heights and they also feel it is more stable than others.

“We could save quite a bit of money upfront by choosing other brands but a decision based purely on dollars would contradict our global objective of placing employee safety first.

“In saying that, we actually save money in the long run with the Lindes because our reach truck downtime is basically nil. We pride ourselves on outstanding service to our clients, so you can’t put a value on the damage an out-of-action reach truck causes. It helps that the Linde R16s tell us when they require a service. When needed, the service and support from Linde is faultless,” adds Eric.

The Linde R16s are fitted with the advanced, high frequency Linde Digital Control system (LDC) for traction and load handling. This system reacts progressively to operator demand and provides extremely smooth movements. It also incorporates regenerative electric braking on release of the accelerator, while steering is controlled by ‘fly by wire’ technology. Parameter adjustment allows the trucks to be tailored to suit a particular requirement and integrated diagnostics, via a CAN bus connection, enable rapid servicing and maximum uptime.

In addition to reach trucks, Ciba also uses a flameproof 1.5t diesel forklift in its Class 3 zoned store and has recently introduced Linde forklifts into its manufacturing plant.

Linde manufactures an extensive range of forklifts with capacities from 1.2 to 52 tonnes. The company has a national factory-owned customer support network and operates one of the largest rental fleets in the country.



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