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LANGLEY CONCRETE GROUP

Challenge: Langley Concrete Group was selected by Metro Vancouver in British Columbia to work on a two-stage, 1,000-piece sewage pipe-laying project. It was one of the largest sanitary sewer pipe undertakings in the area in 40 to 50 years.

Solution: The company purchased a used Hyster® H1050E lift truck with lifting capacities of 105,000 lbs. to remove pipe from the plant's tipper, transport it to the yarding-out area and load it onto trucks for site delivery.

Impact: The H1050E enabled Langley to ship, handle and load the pipe product onto trucks for usage while maintaining excellent uptime and dependability – a testament to the truck's total cost of ownership.

BACKGROUND Wajax Industries was established in 1858 as a small mechanical equipment repair shop in Montreal, Quebec, Canada. Throughout its 150-year history, Wajax developed its expertise by applying high standards of quality and service to all of its business sectors while positioning itself as a cutting-edge company. With 32 branches, Wajax Industries Mobile Equipment Division is the largest multiline distributor of equipment in Canada.

Located in Chilliwack, British Columbia, Langley Concrete Group has been an industry leader in the Canadian precast concrete market for more than four decades. The partnership between Wajax and Langley began when Mark Omelianiec, president of Langley, bought his first Hyster® lift truck in 1984. Since then, Langley has relied on Wajax as its comprehensive Hyster Fleet Management provider.

“Being a family business that has been around for generations, we choose machinery that we know is going to last.”

CHALLENGE Langley was selected by Metro Vancouver in British Columbia to work on a two-stage, 1,000-piece sewage pipe-laying project. Spanning 1.8 miles, or 3 kilometers, the project

completes one leg of the South Surrey Interceptor connectors from Aldergrove to Vancouver's Annacis Island sewage treatment facility. Each section of the 120-inch diameter PVC-lined concrete pipe has a lay length of 10 feet and weighs 54,000 lbs.

“This is the largest job that Langley has ever been involved with,” said Omelianiec. “To put the scope of this project into perspective, it is one of the biggest sanitary sewer pipe undertakings in the lower mainland of Vancouver and surrounding area in 40 to 50 years.”



Langley owns a Hyster® H620HD lift truck, with lifting capacities of 62,000 lbs., that can handle loads with a 96-inch diameter. This truck was not big enough, however, to handle the new pipe requirements. Prior to Langley breaking ground, a

new lift truck needed to be purchased for the specific challenges and applications of the project.

SOLUTION Langley debated between a mobile gantry crane and new, bigger lift truck for nearly three months. In the lift truck category, Hyster, Clarke and Caterpillar were researched and compared for Langley's project-specific application needs.

"Being a family business that has been around for generations, we choose machinery that we know is going to last," said Omelianiec. "When we make an investment, we're not worried about paying more money upfront as long as we know that it

will last. Since my first Hyster purchase from Wajax, we know that the Hyster product is tough, durable and well built."

Langley needed a lift truck that could handle extra capacity – not just for the current sewage project, but the ability to handle an entire range of product needs throughout the next five to 10 years. The company opted to purchase a used Hyster® H1050E lift truck. With lifting capacities of 105,000 lbs., this truck would be able to remove pipe from the plant's tipper, transport it to the yarding-out area and load it onto trucks for site delivery.

IMPACT Since the purchase of the Hyster® H1050E, Langley has broken ground on the first stage: a 1.8-mile, or 3-kilometer, connector of the existing South Surrey interceptor consisting of 1,000, 120-inch diameter pipe pieces. The first section, consisting of 425 pipes, was completed and shipped on March 31, 2011. The second section, made up of 575 pipes, is slated to be shipped during the summer of 2011 and completed in the early fall.

A second phase, anticipated to be tendered in 2012 or 2013, will consist of an additional 1,100 pieces of pipe and cover a further 2.5 miles, or 4 kilometers, to complete the twinning of the South Surrey interceptor line. Upon completion, this project will have upgraded the entire South Surrey/Langley area's sanitary line to the major metro Vancouver sewer treatment facility at Annacis Island.

The H1050E enabled Langley to ship, handle and load the pipe product onto trucks for usage while maintaining excellent uptime and dependability – a true testament to the truck's total cost of ownership.

In addition to the H1050E, Langley has a fleet of 27 Hyster lift trucks at their Chilliwack plant ranging in size from smaller units including the H40XM, H50XM and H90XL2S models to a number of midsize and heavier units such as the H155XL2, H280XL and H360D. They also have three Hyster lift trucks at their Langley distribution yard and seven at their operation on Vancouver Island. The company's total fleet currently consists of 35 Hyster lift trucks.



"Langley is proud to say that we have a strong and long-lasting partnership with Wajax and Hyster," continued Omelianiec. "Wajax has always provided us with great customer service and the information and parts that we need for our two on-site technicians to service our trucks. Our Hyster has allowed us to be on time and on budget—very important factors to our bottom line."