

Hi! I am Freddy the Forklift Fixer.

This is me when I'm pleased.



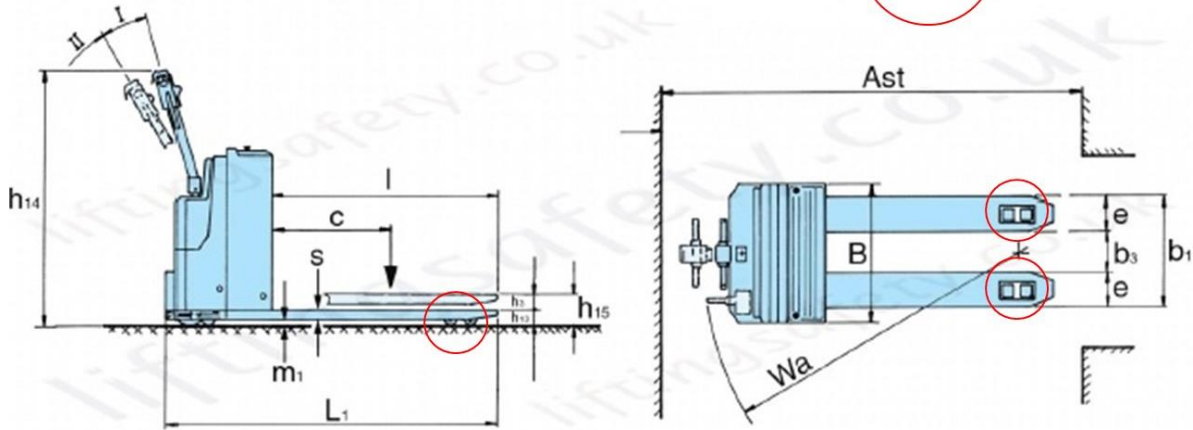
This is me when I'm concerned.



Right now, I am concerned about replacing the [worn out risers](#) under my Yale pallet jack:



Hettinger Part No. 120-75-0050



Assembled, this Yale pallet jack riser looks like:

Hettinger Part No. 120-75-0050



At a price of \$585 each ([available](#) from Hettinger), it raises the question as to whether I should replace both at once if they are not worn evenly. Of course, if they are not close to evenly worn, that raises a bigger question of the alignments of the Jack itself. Probably a bigger problem!

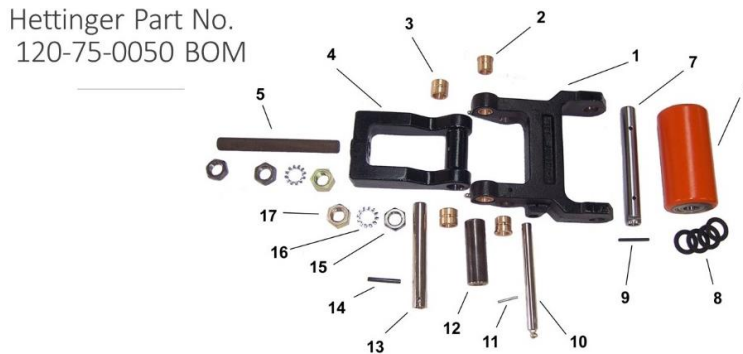
Then this would be me concerned about the economic life of my Yale pallet jack! A new one would cost almost \$5000!



So, I will replace both at once, because the other one will fail soon as well and the pallet jack back would be brought back into the Shop. That would be 2 hours of operator time at \$20/hour = \$40 plus the reduced availability for utilization.

I am really happy that I can buy this Yale pallet jack riser because if I had to assemble it from parts, it would take careful work of two hours each. At \$50/hour, that is 2 risers X 2 hrs X \$50/hr = \$200.

There are 17 different part numbers and 26 pieces:



These parts would cost \$650 for each riser if bought separately. Plus, I have the cost of maintaining them in inventory on shelf.

I buy two Yale pallet riser assemblies from Hettinger ([click here](#)), directly **saving \$330** = 2 X (\$650 + (2 X \$50) - \$585).

And, gaining **4 more hours of availability** of my Yale pallet jack on the Floor or in the Yard.

This is me happy to save money and deliver more work with my Yale/Hyster pallet jack!



David M. Sherr is a founder of **Supply Chain Analytics™** and an associate of **Hettinger, Inc.**