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The EPXi electric forklift is
an environmentally friendly
alternative to forklifts with
combustion engines

EDITORIAL



Rolf Eiten
President & CEO
CLARK Europe
GmbH

Dear readers,

We are currently in a very challenging market situation. In comparison to the previous year, the demand for industrial trucks fell noticeably in 2019. Viewed worldwide, the largest sales market is still the combustion market. However, a regressive development is emerging here - especially in Europe, but also in the Middle East and Africa. Electric vehicles are also in decline, albeit not as drastically. Whether this trend will continue in 2020 remains to be seen.

Clark is well prepared for future challenges. With the S-Series, we have positioned ourselves well in the combustion segment with premium vehicles at a good price-performance ratio. The new C80D900 diesel forklift with a load capacity of eight tonnes and a centre of gravity of 900 millimetres complements our product range in the higher payload segment. And with the EPX 20i-32i electric forklifts, we have ushered in the launch of the Go Green – Go Clark electric campaign, during which we will be presenting numerous other new products in the electrical sector - including lithium-ion technology. In the current issue of Clark Forklift News, we'll explain the benefits that this campaign has in store for you.

I wish you a healthy and successful New Year and hope you have fun reading.

Rolf Eiten

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AN INTERVIEW WITH ROLF EITEN ABOUT CLARK'S ELECTRIC CAMPAIGN

Clark gets started with new electric forklifts

Following the introduction of the S-series combustion engine forklift, Clark now wants to shake up the market with new electric forklifts as part of the Go Green – Go Clark campaign. Clark has ushered in this project with the recently introduced EPXi series electric four-wheel forklift.

Mr Eiten, with the Go Green – Go Clark promotion, you want to start a campaign for electric forklifts. What is the strategy behind it?

The campaign does not just stand for the launch of the EPXi series. It is set out for the long term. For that, we have to look at the Clark history and traditionally, Clark has sold more Combustion engine forklifts than electric vehicles. This is because Clark did not originally have any warehousing equipment in its portfolio. That came later. Clark used to be purely a manufacturer and supplier of combustion and electromotive counterbalance trucks, which meant that the Clark sales network was focused on counterbalance trucks and, in particular, on combustion engine vehicles. This means that even though Clark has always offered electrically powered vehicles and sold increasing numbers of units year after year, the market has always seen us as a provider of combustion engine vehicles.





Now you want to change that?

Yes exactly. With the Go Green – Go Clark campaign, we want to focus more attention on Clark electric vehicles, because we also have a lot to offer in this product segment. And more and more products are being added. A good two-thirds of all vehicles marketed in Europe are now electric. Many customers today are no longer just thinking about how to save money, but also how to make their material flow more sustainable and environmentally friendly. Electric forklifts today do not need to shy away from being compared with combustion versions. We want to make this clear with the electric campaign.

Is this the announced second step after the presentation of new combustion engine vehicles?

Correct. That's why the launch of the campaign coincides with the launch of the EPXi series. With this, we want to motivate operators who are still focused on combustion engine forklifts to switch to a more environmentally friendly electric vehicle. The series is not only as strong and reliable as comparable forklifts with a combustion engine, but are also on a par with regards to investment costs. Furthermore, the vehicle offers many highlights.

For example...

Due to the larger front wheels, the truck has a very good ground clearance. This is not only an advantage when working on uneven floors, but also when crossing hall transitions or on ramps. The EPXi is perfect, even in confined spaces, thanks to its compact dimensions and optimum steering geometry, and its raised seating position and interlocking rail profiles guarantee good all-round visibility. The operator can thus cover all tasks he mastered in the past with a combustion forklift of the same capacity class.

“The new Clark electric forklifts can take on the top vehicles of established market competitors.”

What's next?

At the moment, we are pushing ahead with the development of the next generation of three-wheel and four-wheel electric forklifts in the 1 to 2 tonne capacity range. This completely new generation of equipment is designed in a similar way to the S-Series, meaning that the vehicles are very powerful, ergonomic and equipped with many safety features.

When will customers be able to purchase the vehicles?

The market launch is scheduled for the end of next year. These new Clark vehicles are designed to compete with the top of the range of established market competitors.

Will the entire range of electric forklifts be gradually replaced?

That's our plan. At the same time, however, we also want to further expand our portfolio in the field of load-bearing capacity classes. Today, our offer stops at electric counterbalance forklifts with a 5-tonne load capacity. We are expanding this, because electric vehicles are now also being used in the higher load capacity classes.

Which role does lithium-ion technology (Li-Ion) play?

All manufacturers have been looking at Li-ion technology in one way or another. Some have been selling this technology for some time. Our philosophy, however, is always to take one step at a time. We followed the technical development closely. Now is the time for us to actively pursue the development and marketing of this technology. In 2019, we are still aiming for the market launch of further warehousing vehicles with Li-ion batteries. Our counterbalance forklifts will also gradually be available with Li-Ion technology.

Many thanks for the interview, Mr Eiten.

CLARK HAS LAUNCHED A NEW DIESEL FORKLIFT WITH A LOAD CAPACITY OF 8 TONS

Powerhouse with 25 per cent more remaining lifting capacity

Once again, Clark has extended its range of counterbalance forklifts with internal combustion engines. Under the model name C80D900, the industrial truck specialist is launching a new diesel forklift version with a load capacity of eight tons at 900 mm load center. This vehicle now takes its place in the existing C60-80 series with load capacities of six to eight tons.

Like all Clark vehicles, the C80D900 has been designed in accordance with the proven 'built-to-last' concept, which stands for solid, functional design with high-quality components. The lifting cylinder and the quiet lifting hydraulics ensure gentle, low-noise load handling at lifting heights of up to 6.030 mm (with triplex uprights). And this diesel forklift also scores with a remaining lifting capacity which is 25 per cent higher*.

To achieve this, Clark has designed the forklift to be much more robust for intensive deployment with heavy loads: the vehicle has a redesigned drive axle; the frame and upright have been reinforced, and the counterbalance has been made 500 kg heavier. That means the forklift is made for tough outdoor deployment, for example in the construction industry, the building materials trade and wood processing, the metalworking industry, the paper and beverage industries and carriers and logistics companies.

The power behind the punch

The Deutz TD 3.6 I engine, developing 55.4 kW at 2,300 rpm and a maximum driving speed of up to 29.4 km/h, ensures powerful acceleration and reliable operation. The vehicle is fitted as standard with a fully automatic 3-speed gearbox ('Power Shift'). That enables a smooth, instantaneous gearshift and safe maneuvering.



The service technician has quick and easy access to all the maintenance parts and parts subject to wear and tear

As standard, the C80D900 has low-maintenance wet multi-disc brakes as service brakes and an independent drum brake as the locking brake. This makes it possible to brake gently and sensitively. The low wear and tear on the brakes guarantees a long service life, which has a positive effect on running costs.



The C80D900 is fitted with a Deutz TD 3.6 I engine developing 55.4 kW at 2,300 rpm and a maximum driving speed of up to 29.4 km/h



To ensure good vision with triplex uprights too, Clark has fitted this truck with two primary cylinders

* At 900 mm load center (without add-on equipment) the C80D900 has 25 per cent more remaining lifting capacity than the C80D in its previously available form.



Maximum driver comfort

The driver can access his ergonomic workplace easily and safely via two large, low-level steps. The footwell is very spacious. The driver can operate the forklift intuitively with control levers arranged ergonomically on the hood and optional mini-levers. The large display keeps him informed about all the important driving parameters. Easily accessible storage compartments complete the driver's workplace.

Perfect all-round view for maximum safety

For a forklift with a load capacity of eight tons, the C80D900 mast construction is, superior, in comparison to most competitors of similar capacity using narrow mast profiles the C80D900, gives the driver excellent all round vision and an unrestricted view of the load and fork carriage. To ensure good vision with triplex uprights too, Clark has fitted this truck with two primary cylinders.

For work in very confined spaces and critical areas of the warehouse, safety is improved by the optional reversing camera or the new 360-degree camera system Clark SafeView@360.



The forklift is ideal for intensive outdoor applications

On the move safely with the Clark SafeView@360

The Clark SafeView@360 is a new 360° camera system consisting of four digital cameras which provide the driver with a 360-degree view directly on the display of the SafeView@360. This digital camera technology is able to react particularly well to difficult light situations by dynamic adaptation of the lighting parameters. Greatly over-contrasted or under-contrasted images, for example when moving from light to dark or dark to light between outdoor and indoor areas of the warehouse, are thus prevented. With the aid of the Clark SafeView@360, the driver gets a brilliant image of his surroundings at all times. Moreover, the deployment of digital cameras enables the image streams from the four individual cameras to be converted into one common image in real time, so that the driver has a bird's eye view of the forklift. The fork tips and the rear counterweight in particular are precisely integrated in this seamless image. Thanks to this perfect all-round view, the driver can navigate safely and rapidly in tight, awkward situations too.



The driver can access the forklift easily and safely via two large, low-level steps

Numerous options available

These vehicles are available with the Clark fork adjuster and with an integrated side shifting device. A wide range of additional equipment is also available for the C80D900 diesel forklift: for example a fully enclosed cab with air conditioning, the Clark Vertical Mast System (VMS) to return the upright to a vertical position at the push of a button, an audio system with MP3, quick-release couplings, various different driver's seats, seat belt monitoring and an orange safety belt, SE tires that leave no marks, full LED illumination and a blue safety lamp when driving forwards and/or in reverse.

The new SafeView@360 provides the driver with a 360-degree view directly on the display of his SafeView@360

CLARK EUROPE REFURBISHES USED FORKLIFTS IN DECENTRALISED FASHION AFTER USE AND WHEN NEEDED



In the incoming inspection, the technical condition of parts such as the engine, starter, alternator, etc. is tested

It does not always have to be a new one

It has been a long time since the forklift business included only the sale of new vehicles. In the meantime, extensive services associated with the acquisition of vehicles contribute a great deal to the sales volume. Thus, for example, the refurbished vehicles market has become an important industry. Clark has also reacted to this trend.

"Investing in a new vehicle is not the most economical solution for every business," explains Rolf Eiten, President & CEO Clark Europe. "For example, the acquisition of a new unit is often too expensive for start-ups or small companies. A used vehicle is a good alternative for them. Likewise, companies in which a forklift is used only once or twice a day do not necessarily need a new vehicle."

Customers often utilise a used vehicle as stand-by unit to absorb peak workloads or replace a vehicle that has broken down."

Large selection of used vehicles

"The more vehicles are rented or available for use as part of a leasing or rental agreement, the more vehicles will be returned to us after their 'first' life," says Rolf Eiten. "In Europe, our business operations in the leasing, rental and full service area have increased significantly. This trend will continue in the years ahead." Clark runs the end customer business through an extensive dealer network. It is only in the Duisburg region, i.e. on the doorstep of the European headquarters, where the company has in the meantime established a direct sales office.

Tailor-made refurbishing

"All returns are meticulously inspected. Only then it is decided whether the repair will still be worth it. The basic prerequisite is for the unit to be drivable and not technically worn out," explains Patrick Feldmann, Professional Sales Advisor Clark Europe and in charge of direct sales



Quality control takes place before used vehicles are delivered to the customer

in the European headquarters. For rental and leasing returns, Clark has its own refurbishment strategy. It takes place in decentralised fashion at the specialist workshops of the authorized dealers, directly at the point of sale. "We refurbish the vehicles that come back from a usage transfer, based on the order, i.e. according to the requirements of the next use," says Patrick Feldmann. "We examine the vehicle very carefully and decide whether it must be brought back to the level of a new vehicle for the intended use or if a technical overhaul is sufficient."

Used vehicles that are young (five to seven years old) are completely renovated and repainted at the end with original paint. In the incoming inspection, the technical condition of parts such as the engine, transmission, starter, generator, etc. are evaluated. "If a defect or excessive wear is diagnosed, we prepare a cost estimate first," explains Patrick Feldmann. "Only afterwards it is decided whether the refurbishing will be worth it or to what extent." In a complete repair, all safety-relevant parts are replaced. In addition, Clark changes the operating fluids such as the brake fluid, coolant, motor, transmission and hydraulic oil. In a used vehicle refurbished to premium quality, the layman will not be able to see any difference when comparing it to a new unit.



Patrick Feldmann, Professional Sales Advisor, and Mark Schrübbers, Service Engineer, in the final inspection of a refurbished Clark forklift

“As is the case with vehicle maintenance and repair, only high-quality Clark spare parts are utilised in used vehicles as well,” says Patrick Feldmann.

Age and technical condition determine the extent of refurbishing

Vehicles that are drivable but already at least 10 years old are not fully refurbished. "We will sell these units only to customers that need the vehicle sporadically at most," says Patrick Feldmann. "We repair the unit only so it can comply with the safety and accident prevention regulations and so we can provide warranty on the unit." Clark also repairs machines of external manufacturers. All Clark used vehicles leave the premises with their guarantee and warranty and they can be acquired with financing. If the customer needs a unit that happens not to be in stock at that site, the online portal for used units can provide information about the availability with a Clark dealer.

Fast delivery of spare parts

Apart from using high-quality original spare parts, a successful used vehicle business also needs to have them readily available. Therefore, Clark put a new spare parts centre into operation last year in the European headquarters. In addition to storing Clark-specific parts (all the way to model series from the 1960s), more than 23,000 different articles are also stored in it, including parts for external makes in OEM quality. Availability is higher than 95 percent. Spare parts orders received by 5:00 pm at Clark are delivered to their destination within Germany via express shipping the following day by 12 noon. The spare parts can be easily ordered online through the PartsProPlus electronic catalogue system.



The new Clark spare parts centre in Duisburg

JUST AS RELIABLE AND STRONG AS A COMBUSTION ENGINE

The new Clark electric power

The electric four-wheel forklifts of the EPXi series are just as reliable as comparable diesel or LPG forklifts. And even in terms of acquisition costs, the vehicles are just as good as the combustion engine version. The EPXi series is therefore a quiet and environmentally friendly alternative for customers who previously decided against electric forklifts.

**Cost
savings in
maintenance
and energy
consumption**

**99%
recyclable**

**Emissions-
free use**

**Performance
on par with
diesel or LPG
forklifts**



GO GREEN

GO CLARK

**High
reliability
even with long
operating
times**

EPXi-series highlights:

- Very good ground clearance due to the large front wheels. An advantage when working on uneven floors, when crossing hall transitions or on ramps
- Ideal in confined spaces thanks to compact dimensions and optimum steering geometry
- Excellent all-round visibility thanks to the raised seating position and the interlocked rail profiles of the mast
- Now available with cab variants for retrofitting – from weather protection roof to full cab



**High-quality
battery and
charging
technology**

**Robust
and long-
lasting**

**Proven
„BUILT TO LAST“
concept**



CLARK EUROPE OPENS A MUSEUM IN THE EUROPEAN HEADQUARTERS IN DUISBURG

The Clark success story – hands-on

The new Clark museum recently celebrated its grand opening in the Clark European headquarters in Duisburg. The exhibition shows the more than 100 years of history enjoyed by the inventor of the forklift. Numerous exhibits clearly document the milestones that the truck manufacturer has set in the industrial truck segment over the decades.

At the museum opening ceremony in September 2019, Rolf Eiten, President & CEO of Clark Europe GmbH told us: "The Clark Museum reflects the success story of our company – a story characterised by inventions and innumerable innovations that have shaped the industrial truck market to this day. The museum should not only be a testament to Clark's rich history, but also be dedicated to the people who have made Clark the global company it is today. We are proud of our heritage and look forward to bringing our history closer to museum visitors."

Exhibits from more than 100 years of industrial truck history

The museum displays a number of important artefacts dating back to the beginning of the industrial truck industry in 1917. Highlights of the exhibition include a replica of the Tructractor; the first petrol-powered truck Eugene B. Clark built for the Clark Equipment Company to transport materials between factories, and a replica of the 1923 duat; the first transport vehicle with attachable mast. On a timeline, Clark shows, at a glance, innovations that were relevant to the entire

industry. The exhibits also include literature from recent decades, photographs, forklift models from the private collection of a Clark employee, and a variety of marketing materials that Clark has used to promote sales over the years.

The museum is set to be updated regularly. "We are constantly writing new stories and receiving material from other contributors. That's why we regularly add new content to this exhibition," says Rolf Eiten. "This ensures that our visitors can discover something new every time they visit."



INTERNATIONAL DEALER EVENT AT CLARK EUROPE

Clark sets sail for the future

Clark Europe invited its distribution partners to the European headquarters on 12th September 2019 under the motto "2020 Roadmap for Greener Logistics". In total, more than 160 guests - including dealers, end customers and suppliers from Europe, the Middle East and Africa - came to Duisburg. In addition to numerous new products, Clark also presented its guests with its spare parts centre, which the company moved into late last year, as well as the Clark Museum, which opened its doors for the first time on the occasion of this event.



Kicking for a good cause

After the official welcome by Rolf Eiten, President & CEO of Clark Europe, actress and presenter Nina Assisi guided the audience through the event. The first event on the program was the honouring of the best Clark dealers and distributors of the years 2017/2018. In total, eight Clark dealerships were awarded Gold and Silver for vehicle and parts sales. Highlights of the event included the launch of the new eight-tonne C80D900 Clark diesel forklift and the presentation of a prototype of the new one-to-two tonne electric three-wheel forklifts, which Clark is pushing as part of the Go Green campaign. The completely new electric generation is similar in design to the Clark S-Series, meaning

that the vehicles meet the high demands on ergonomics and performance and are equipped with numerous safety features. This means that the forklifts not only set standards in terms of environmental and user-friendliness, but also in terms of energy efficiency. A factor that has a positive effect on the total cost of ownership. The market launch is planned for mid-2020.

Further vehicles with lithium-ion technology

Clark also presented innovations in the field of lithium-ion technology: The Clark distribution partners were able to catch a first glimpse of the other warehouse technology vehicles with Li-Ion technology due to hit the market in 2020, as well as Li-ion batteries for use in counterbalance trucks. In addition, Clark has introduced new cabs for retrofitting in the newly launched EPX 20i-32i electric four-wheel forklift, enabling drivers to work comfortably and with concentration in the harshest climates, as well as the launch of a new

platform with the CLARK fashion store Life, through which Clark dealers can conveniently order a wide range of advertising materials, such as clothing, forklift models and accessories. The social working group did not just sponsor the evening under the motto "Kicking for a good cause", but once again underscored Clark's commitment to social projects. A total of 500 euros were paid for the table-top football games over the course of the event, which will be donated to the Kinderschutzbund.



JOHANNES MENZEL IS NEW REGIONAL SALES MANAGER FOR SPAIN

Clark expanding its sales activities in Spain

Johannes Menzel started his new Clark Europe role as Regional Sales Manager for Spain on 1 July 2019. He is now responsible for the supervision and expansion of Clark's forklift and spare parts activities in Spain.

In his 14 years at Clark Europe GmbH – where he has worked in spare parts order processing, interdepartmental technological coordination, spare parts procurement and sales, right through to the planning and implementation of web-based spare parts sales – he has not only managed to expand his expertise in the field of industrial trucks, but also built up an extensive network of contacts in Spain. Rolf Eiten, President & CEO of Clark Europe, says:



"Since 2007, Johannes Menzel has ambitiously strengthened our presence in the Spanish market. He has a very clear and responsible demeanour. We would like to wish him every success in the expansion of sales activities in Spain. As Regional Sales Manager, Johannes Menzel will be reporting directly to Stefan Budweit, Director Sales & Marketing at Clark Europe.



FROM SMALL HAT BUSINESS TO GLOBAL CORPORATION

YoungAn writes a 60-year-old success story

The YoungAn Hat Company celebrated its 60th anniversary in May 2019. Company founder Sung Hak Baik laid the foundation for the success story of the corporation in 1959 on the Korean peninsula: He began with setting up a small hat production business. The family-owned company initially produced 70 pieces of headwear per year.

The family-owned company initially produced 70 pieces of headwear per year. Nowadays, YoungAn sells more than 100 million hats annually and is the global number 1 in this product segment. At an early stage, the founder of the company recognised that long-term internationalisation and diversification would lead to success. And so, Sung Hak Baik steadily expanded the product portfolio. YoungAn now consists of three pillars: hat, forklift and automotive. Other lines of business include telecommunications, advertising, tourism, agriculture and broadcasting, and social and educational services. The YoungAn Group now owns more



than 60 companies, which generated a turnover of more than 1.5 billion US dollars, employing more than 13,000 members of staff in 2017. The three sons of the company founder also work in executive positions within the group. For example, Seung-Soo Baik is Vice President and CEO of Clark Material Handling International in Bucheon, South Korea; the parent company of Clark Europe in Duisburg. YoungAn acquired the American truck manufacturer Clark in 2003. The goal he set himself at the time was: "We want to build the most reliable and robust forklifts!" And so, Clark Material Handling International launched in January 2003 in the US and a year later in Germany. Today, the material handling equipment division accounts for more than one third of the Group's total sales.

SVEN VANGERMAIN NEW SALES REPRESENTATIVE FOR THE MIDDLE EAST AND AFRICA REGION

Expansion of sales activities in the Middle East and Africa



With effect from 1 July 2019, Sven Vangermain has taken over as Sales Representative for the Middle East and Africa region at Clark Europe GmbH. As a long-time Clark employee, Sven Vangermain has experience in the intralogistics industry and specialist knowledge within the individual departments of the Clark European headquarters in Duisburg.

Through his training as a wholesale and foreign trade merchant at Clark Europe and his many years of experience in order administration for the materials handling vehicles manufacturer, he has both sound product and export knowledge. „We wish Mr. Vangermain every success in expanding, planning and coordinating his activities in the Middle East and Africa region,“ says Rolf Eiten, President & CEO of Clark Europe GmbH. As Sales Representative, Sven Vangermain reports directly to Mr. Stefan Budweit, Director Sales & Marketing, Clark Europe.



M.N. Systems is new Clark dealer in Israel

Clark Europe strengthens its position in the Middle East

Clark Europe has found a new sales partner for Israel with M.N. Systems with effect from 1st May 2019. With this appointment, the industrial truck manufacturer looks to expand its strong position in the Near and Middle East region.



M.N. Systems was founded in 1986 and is located in the Emek-Hefer Industrial Park near Netanya. The company began its operations in the heavy commercial vehicle sector and rapidly developed into a leading expert in the distribution of spare parts and components for workshops and manufacturers of trailers, semi-trailers, buses and trucks in Israel. Over the years, M.N. Systems has expanded its offering to include a variety of products such as vehicle systems, axles and suspensions, hydraulic and braking systems, electrical systems and components, traction batteries for forklift trucks, solar battery solutions including control panels, controllers and inverters, workshop accessories and accessories for buses & trucks, driver seats and seat systems for heavy equipment and forklift trucks, horse trailers and caravan accessories and spare parts.

As Clark's partner in Israel, M.N. Systems will distribute the full Clark product range. In addition to all forklift classes and warehouse equipment trucks, this also includes all accessories and spare parts as well as services such as rental and maintenance for Clark new and used materials handling vehicles. With around 90 employees, M.N. Systems ensures professional sales with advice and customer support as well as fast service within Israel and the Palestinian territories.

CLARK TO ATTEND THE LOGISTICS & DISTRIBUTION AND THE LOGIMAT IN 2020

Electric power for an efficient and environmentally friendly material flow

Clark Europe will be introducing trade visitors to new products at two exhibition forums in Germany in 2020 in the electric forklift sector under the motto "Go Green – Go Clark" as well as presenting new solutions in the area of lithium-ion technology. From 12 to 13 February, the industrial truck specialist will attend the Logistics & Distribution in Dortmund and from 10 to 12 March, Clark will visit LogiMAT 2020 in Stuttgart.

Home game in Dortmund

The Logistics & Distribution is a trade fair for intralogistics and material flow, which is aimed at trade visitors from NRW, Northern and Central Germany as well as from the Benelux countries. Exhibitors include established companies, scientists and experts who present intelligent solutions and product innovations in intralogistics and communication technology. After a successful trade show last year, Clark, too, will be back in 2020 in order to present intralogistics solutions from Clark to the regional trade visitors.

Go Green with environmentally friendly Clark industrial trucks

This year, Clark will focus on electrically operated industrial trucks. A highlight on the 36 m² Clark booth is the electric four-wheel forklift EPX20i-32i. The counterbalance truck is available in capacities from 2.0 to 3.2 t and has proven itself in applications that were once reserved for combustion engine trucks. The EPXi series and the Go Green – Go Clark campaign launched with it are the prelude to further Clark product innovations in this segment. The absolute highlight of the Clark stand is a new electric pallet truck with lithium-ion

battery, which will be presented to the public for the first time at the trade fair.

In addition, Clark will be showing the electric high-lift truck SX16. The vehicle with a lifting capacity of 1,600 kg is designed for demanding operations with longer distances and heavy loads. Thanks to the motor-driven proportional hydraulic system, the robust and high-performance pallet truck allows the user to sensitively load and remove loads up to a lifting height of up to 5,210 mm. Due to the stable masts, high residual load forces are also possible, even at high lifting heights. The SX16 is available as a ride-on or platform version and can optionally be equipped with an initial lift.

As in the past year, interested parties can obtain free admission tickets to the Logistics & Distribution via the Clark homepage.



applications with longer journeys and heavy loads

**Visit Clark
from 12 to 13 February 2020
at the Logistics & Distribution:
Booth U17-7**

Clark presents more innovations at the LogiMAT

The LogiMAT 2020, the 18th International Trade Fair for Intralogistics Solutions and Process Management, focuses on products for in-house material flow and IT control from procurement through to production and delivery. Clark will be presented in Stuttgart this year on a 207 m² stand in hall 10, booth D61.

Cabs for retrofitting for the EPXi series

At the Clark booth in Stuttgart, the EPXi electric four-wheel forklift series launched in 2019 will also be one of the trade fair highlights. For this series, Clark now offers cab variants for retrofitting - from the weather protection roof to the full cab. For the first time, customers can choose between one-piece and two-piece driver's doors for electric forklifts from 2 to 2.5 tonnes. This choice was previously only available to customers for Clark combustion versions.

Further new pallet trucks with lithium-ion technology

In addition to the lithium-ion battery powered WPio12 hand pallet truck, which is not only the first Clark vehicle with lithium-ion technology, but has also set new standards in the hand pallet truck market, Clark will be introducing a third new electric pallet truck with lithium-ion battery at the LogiMAT. Intermediate loading is also possible with this vehicle. Handy replacement batteries are available from the factory, which can be used to extend the operating time. The powerful lithium-ion batteries have a longer service life than block batteries. This makes this technology so efficient, especially in multi-shift use. In addition, at the LogiMAT, Clark will present a new order picking vehicle, which will also have its premiere at the trade fair.

In addition, the Clark stand will feature a SRX14 / 16 reach truck with capacities from 1.4 to 1.6 t and lifting heights of up



Clark is now offering cab variants for retrofitting for the EPXi series



Clark presents further electric pallet trucks with lithium-ion technology at the LogiMAT

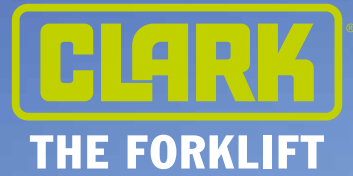
to 10.5 m. The reach truck scores points with its solid construction for reliable operation with low service costs over its entire service life. The functional ergonomic concept of the vehicle, which eliminates the need for unnecessary actions, ensures that the operator can concentrate better on his work.

Forklifts for tough applications

The new diesel forklift C80D900 with an eight-tonne load capacity and a 900 mm centre of gravity will make its debut at the LogiMAT; a vehicle with which Clark has once again extended the product range of counterbalance trucks with combustion engine. The forklift, which will be on display outside, is designed for intensive indoor and outdoor applications with high loads. For this purpose, the truck was designed to be much more robust, with a

new drive axle, a stronger frame and mast strengthened and a counterweight that is 500 kg heavier than on the previous model. The Clark portfolio in Stuttgart is rounded off in the combustion forklifts segment with a S-Series forklift with a 2.5-tonne load capacity and Ford engine.

**Visit Clark
from 10 to 12 March 2020 at the
LogiMAT:
Hall 10, booth D61**



Green. Clean. Efficient. The CLARK electric forklifts



GO GREEN
GO CLARK

Green drive technology for an environmentally friendly and smooth material flow with high performance and low operating costs: Invest in a sustainable future - rely on electric forklifts CLARK! www.clarkmheu.com