



# RAISING THE BAR

## B&B DISTRIBUTORS RELIES ON HYSTER TO GET THE JOB DONE

**B&B DISTRIBUTORS** is a family-owned distributor in Rock Hill, S.C. Since 1959, B&B Distributors has operated its fleet and facilities at the highest standards in order to deliver products as quickly as possible to customers, all while providing an infrastructure that allows all brewers, both large and small, access to a wide network of retailers.

### // THE CHALLENGE

While evaluating their operations, B&B Distributors realized they needed to right-size their materials handling equipment. They wanted to reduce problematic downtime and ensure that their workflow was as efficient as possible.

Best stated by Rodney Blanks, B&B Warehouse Manager, “We distribute to basically anything in our market. We distribute to bars, restaurants, grocery chains, gas stations, to any convenient stores. We distribute beer and non-alcoholic products as well. Downtime is critical. We can’t have downtime.”

### // THE SOLUTION

Blanks had been employed by B&B Distributors for almost 20 years, and had always liked the Hyster line of trucks. So Hyster was called in to consult and suggest the best materials handling solution that would endure the pace and amount of throughput for the distributor.

Hyster provided an optimal mix of trucks, including a reach truck, multiple walkie riders and sit-down trucks, and a wide variety of pallet jacks. This fleet was an ideal combination for B&B Distributors to maximize productivity.

“We have one reach truck. We operate multiple walkie riders. We have six sit-down trucks and we have a big variety of pallet jacks. We rely on our trucks. That’s how we get our job done in the warehouse and in the market as far as loading trucks, unloading inbounds and delivering to the stores,” states Blanks.

### // THE RESULTS

As a result of the thorough investigation and consultation by their Hyster Company dealer, B&B Distributors were able to reduce their materials handling downtime and optimized their productivity during loading, unloading and delivery.

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*“We like Hyster. They are very dependable, very tough and we use them hard. I would recommend Hyster to anybody in the beverage business or anybody that uses their equipment really hard day in and day out. They are dependable and they last.”*

**RODNEY BLANKS, B&B WAREHOUSE MANAGER**

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Visit our site to view the **B&B Distributors video**.