



MATERIAL HANDLING, SUPPORT SERVICES,  
SAFETY TRAINING & WAREHOUSE SOLUTIONS

YOUR  
SOURCE



# MATERIAL HANDLING SOLUTIONS

## Barclay Is Your Source For:

### EQUIPMENT:

The Most Complete Line of Lift Trucks  
Batteries & Charging Equipment  
Robotics  
Rough Terrain Trucks  
Aerial & Scissor Lifts  
Pre-Owned Equipment  
EX Equipment  
Industrial Floor Cleaning  
Equipment Financing

### WAREHOUSE:

Automated Storage & Retrieval Systems  
Loading Dock Equipment  
Pallet Racking  
Shelving Systems  
Mezzanines  
Modular Walls & In-Plant Offices

### SUPPORT & SAFETY:

Servicing for All Lift Truck Makes & Models  
Replacement Parts for All Brands  
Fleet Maintenance Programs  
Lift Truck Safety Accessories  
Lift Truck Operator Safety Training Programs  
OSHA Training Programs  
Short & Long Term Rentals

[Rentalinfo@bbfyale.com](mailto:Rentalinfo@bbfyale.com) • [Partsinfo@bbfyale.com](mailto:Partsinfo@bbfyale.com)  
[Salesinfo@bbfyale.com](mailto:Salesinfo@bbfyale.com) • [Serviceinfo@bbfyale.com](mailto:Serviceinfo@bbfyale.com)

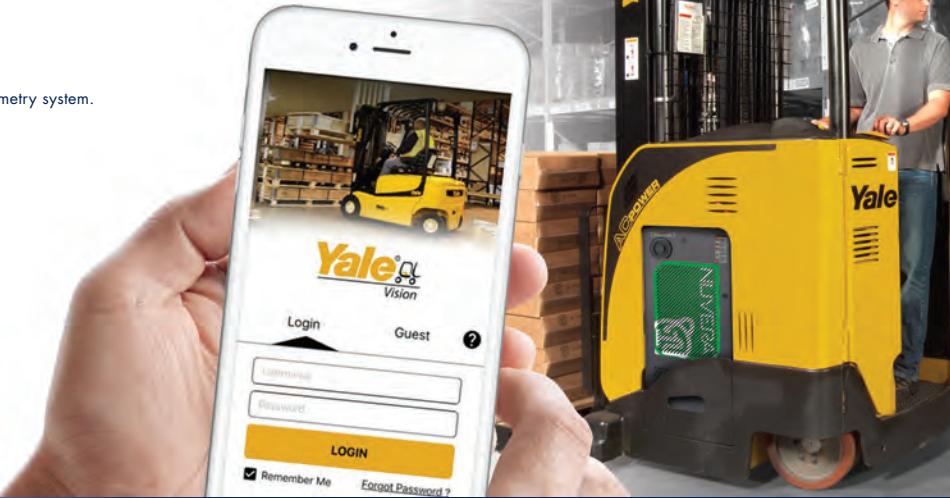


# Monitor Your Lift Truck Fleet

**Wireless monitoring** of your fleet through your phone or desktop provides simple, "actionable" data to improve your operation.

Protect Your Lift Truck Asset thru Yale Battery Vision -  
**Monitor your batteries 24/7.**

Available as a standalone product or in conjunction with the full Yale Vision telemetry system.



## Robotic Lift Trucks

Did you know the **turnover rate for warehouse workers is 36%**? And that **supply chain job growth outpaces the labor pool by a rate of 6:1**?

Adding autonomous solutions like robotic lift trucks is a smart investment to future-proof your operation. Robotic lift trucks can relieve the pressures of a challenging labor market, improving worker efficiency and retention, not to mention enable major savings and productivity enhancements.

### HUMAN EMPLOYEES



Cost About \$25/hour



Take Vacations, Have Sick Days & Require Breaks



Require Extensive Training



Can Make Unproductive Decisions

### VS

### ROBOTIC LIFT TRUCKS



Cost Around \$7-10/hour



Work 24 Hours a Day, 7 Days a Week, 52 Weeks a Year



Follow ALL Safety Protocols



Travel Optimized Routes at Consistent Speeds

**Employ Cobotics in Your Operation!** Allow people to focus on value added tasks, and robotic lift trucks on repetitive, low value added tasks. Yale Robotic Lift Trucks can be switched to manual mode in a touch of a button.

# Barclay Offers A Full Line Of Warehouse Equipment



## Yale

With more than 80 years of experience as a leader in lift truck design and manufacturing, Yale provides material handling equipment with exceptional maneuverability, industrial-grade critical components and superior ergonomics. And because Yale is committed to adopting "green" technology through engineering collaboration, analysis and extensive internal and field validation testing, you can be sure you're getting the best product for your warehouse and your environment.

### Conventional Aisle

Yale's Conventional Aisle lift trucks are designed and manufactured for specific industries and applications. For cushion-tire internal combustion engines or electric rider lift trucks, Yale equipment is a clear choice for performance and value. With unsurpassed visibility, solid construction, full diagnostic capabilities and exceptional reliability, these lift trucks are suitable for a wide range of applications.



### Dock to Rack

Yale's MPE is an ideal choice for your shipping and receiving areas. With an ergonomically designed operator platform, smooth acceleration and deceleration, tailored performance modes and excellent visibility, these compact, maneuverable trucks provide intuitive design and increased productivity.



### Narrow Aisle

Yale Narrow Aisle Reach Trucks offer a Quadra-Flexx Operator Compartment with various stance and control handle configurations, designed specifically to increase operator comfort and enhance productivity. For aisle widths of 8 to 10 feet, Yale's Narrow Aisle trucks offer fast lifting speeds, powerful acceleration and quick plugging for more responsive directional changes.



### Very Narrow Aisle

Now you can maximize your warehouse cube utilization with Yale Very Narrow Aisle (VNA) Turret Trucks. Get the most storage density in your facility with very narrow aisles and the Yale Turret Trucks that will optimize pallet storage and maximize retrieval time productivity. Both Man UP Turret Trucks and Man Down Turret Trucks are available.



### Order Picking

The Yale series of electric order selectors offer quiet, effortless operation and an abundance of features, all focused on ensuring operators can achieve faster, more accurate, order picking no matter the order selector. The trucks come with a 24-volt AC motor that provides quick and precise movements without overexerting or overheating.



### Cross-Dock

Yale offers the MPR as a safer solution for dock to stock operations. The durable, high performance end rider pallet truck is ideal for even the toughest applications offering precision and comes with Yale's iSi smart technology.



### Low Level Order Picking

The Yale MO series of multi-level order selectors is one of the most efficient and cost effective solutions for the fast efficient picking of customer orders. Available with a fixed or lifting platform with independent fork lift for first and second level picking. This series of order selector is ideal for cross docking and load shuttling as well as order picking in both intensive and high throughput warehouse operations as well as horizontal transport over short and long distances.



### EX Environments

If you are in need of Explosion Proof (EX) equipment for use in explosive and hazardous environments, we provide many of the Yale models with certified EX protection. The reliability of Yale equipment, built and certified EX Rated by Internationally recognized testing laboratories. We offer electric and LPG forklifts, pallet jacks, stackers or narrow aisle reach trucks for your unique application.



## Tight Spaces

Mariotti manufacturers a full line of compact forklifts that are designed to operate in the smallest of space.

Small spaces are no problem for these specialty lift

trucks that are versatile enough for a wide variety of applications including standard to narrow doorways and are light enough to ride an elevator. Without compromising on safety, efficiency, comfort and technology these mini forklifts deliver with load capacities up to 3,000 lbs.



## Don't Let The Compact Size Fool You!

Mariotti forklifts are designed to be extremely simple to operate and maintain, offering excellent performance and convenience.

The entire range of Mariotti products are specifically designed and constructed to operate in limited spaces while still offering state-of-the-art technology, operator ergonomics, safety features along with high productivity and durability. The Mariotti forklifts are available in ME AC Series, MX Series, MINI AC Series and MYCROS AC Series.



## Material Handling Cart

The Amigo Material Handling Cart is a simple to use powered industrial cart that can enhance safety and improve productivity in your operation. The Amigo is an affordable and versatile cart that can perform as a people mover, material handler or detachable manual platform truck.



## Transport & Picking

Taylor-Dunn is the best way to get about your business! Maximize your warehouse productivity with Taylor-Dunn's versatile product line, including vehicles designed to carry people, move materials or pick orders.

### Move People

Durable personnel carriers come in a wide variety of styles and capacities, from two to twelve passengers. Many of these vehicles can also tow personnel trailers to allow even more efficient transportation.



### Move Loads

Taylor-Dunn also offers load carrying and towing solutions for your warehouse applications. Whether you're carrying a toolbox or a 2-ton load, Taylor-Dunn has the right vehicle for your company's needs.



### Order Pick

The Stockchaser is a narrow aisle, highly maneuverable vehicle, with an optional step ladder that brings the operator closer to the material that needs to be picked.



## Aerial Work

Working heights from 10 to 150 feet, we offer more than 50 models of aerial work platforms, boom and scissor lifts to fit all of your warehouse or outdoor personnel lifting requirements. We represent two of the top industry manufacturers.



## Stock Pickers

With platform heights up to 21 feet, JLG stock pickers are available in two series: push around and driveable. Their safety features allow your staff to boost productivity and efficiency with stock picking, general maintenance and other repetitive tasks.

## KÄRCHER

## Industrial Floor Cleaning

Kärcher sweepers, scrubbers and WOMA Kärcher Group ultra-high pressure water systems are ideal for all your industrial floor cleaning needs. The equipment can deliver increased worker productivity and lower labor costs to your bottom line.

### Cleaning Equipment for Industrial Applications

The floor cleaning equipment is available in many different models and configurations to fit a wide range of application uses. The ultra-high pressure water systems offer water pressure in excess of 58,000 psi sure to power through the toughest cleaning requirements.

For more information about any of our equipment lines, call 800.248.9253 or visit [bbfyale.com](http://bbfyale.com).



# Fleet Service Solutions



Every one of our customers is provided the personalized service they deserve and the professional, unbiased recommendations

they demand. Your Customer Service Representative is knowledgeable about your account and is there to support your every need. We value your business and will always work hard to deserve it.

## Technician Training

Consistent skills assessment and training is a way of life for our Technicians. We employ a full time Staff Certified Trainer and utilize an on-going ProTech Technician Certification Program.

These days it is imperative that your fleet is operating at the highest level of productivity at the lowest cost per hour. Our team will help you devise a strategy to achieve your operational goals.

## Fleet Analysis: Step One

Our experience has shown that 33% of the companies we provide analysis for have approximately 20% more material handling equipment than they actually need. Minimizing unnecessary, under utilized equipment is the first step toward having a world-class fleet. Identifying maintenance costs, vintage of assets, actual usage and condition are just some of the basics we analyze.

## “Planned” Maintenance

Regular maintenance is critical to extending the life of your equipment and preventing downtime. We recommend programs that match your operational requirements. Lower usage and light duty applications may require less frequency in maintenance scheduling whereas harsher environments and high run times may dictate an every 30 day maintenance cycle.

*Service Requests to [serviceinfo@bbfyale.com](mailto:serviceinfo@bbfyale.com)*

## Full Maintenance Plan

Fixing your routine maintenance costs into a single monthly rate is a way to take the monthly guess work out of your forecasting maintenance expenses. We can tailor a plan that meets your needs and budget.

## Service Shop – Inspection

Bringing your equipment into our Full Service Shop and performing a comprehensive inspection can uncover neglected componentry that could lead to more serious, future repairs and downtime.

## Battery Analysis

Barclay and our battery partners work closely to ensure batteries are being properly maintained. Good battery maintenance goes a long way to help reduce costly lift truck issues.

## Scrap Services

When equipment is no longer suitable and has lived passed its useful life, we offer customers complete pick up and disposal services.

## SEARCHING FOR A LOW HOURLY SERVICE RATE?



## There's more to it... You GET what you PAY for!

At Barclay, our technicians go through extensive training. Our goal is to repair your equipment right the first time, saving you time and money.

- Trained to Fix All Forklift Brands
- 24/7 Round-the-Clock Service
- Forklift Onsite Repair Services
- Dedicated Team to Support Your Needs
- Parts for All Forklift Brands
- Planned Maintenance
- Emergency Service Available

# Re-Think Your Warehouse

## Project Management

Whether you are planning to outfit a new facility, expand an existing one, consolidate or simply improve your operations, expect a partner who will work with you to simplify and streamline your warehouse needs.

- Custom CAD layout and design
- Total control from start to finish

## Racking And Shelving

- Selective Pallet Racking
- Double Deep Racking
- Cantilever Racking
- Flow Racking
- Push Back Pallet Racking
- Drive-In Pallet Racking
- Industrial Strength Shelving, Lockers and Storage Systems

## Mezzanines

Is there wasted vertical space in your warehouse? What would you do if you were able to double your workspace at a fraction of the cost of an expansion? Investing in a mezzanine is an affordable solution to increase the amount of storage space in your warehouse without wasting valuable time on expensive disruptions.

## Modular Offices - Walls

Our modular wall and building system solutions incorporate innovative

construction, that allow for quick & easy installation, easy removal and reconfiguration and the ability to use over and over. It is the ultimate in flexibility, with absolutely no sacrifice in quality. Our solutions include interior walls, doors, stairs, windows and all the electrical wiring to make them fully functional.

## Facility Safety

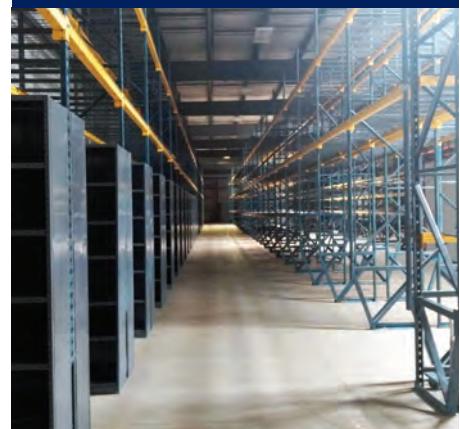
Now that RMI/ANSI 16.1 is mandated by law; OSHA is becoming active in rack safety inspections. It is important that you have an active inspection & maintenance system for your racking that is properly documented. Our team of experts can help you design your own inspection policies or perform that periodic safety review for you. Our Rack Safety Evaluation will include specific recommendations to improve safety. We carry a full line of accessory products such as rack protectors, guard railing, wire mesh decking and caging systems.

## Rack & Facility Protection

Protect your products, employees, and rack investment with rack protection safety products. Guard rail helps prevent rack damage by bolting into the ground protecting the bottom of the upright where most forklift and pallet trucks damage occurs. Post protect also protect the pallet rack but warp around columns and are made from durable plastics or metal. Easy to install safety netting helps reduce the risk of injury or damage from boxes falling off rack.



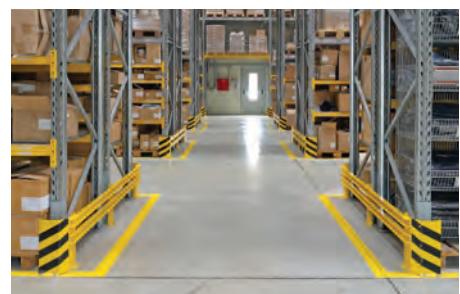
Scan the code to view this warehouse's transformation story.



- Growing SKU's?
- Rising Energy Costs?
- Inadequate Storage Space?
- Need Higher Pick Rates?
- Hitting KPI's?

Time to explore new approaches and new technologies?

**We should talk.**



800.248.9253

[www.bbfyale.com](http://www.bbfyale.com)

 **Barclay**  
Fleet Service • Warehouse Solutions

# Parts for All Brands

Se Habla Espanol

## All Brands

If you have multiple forklift brands and would like to reduce your parts replacement costs, we are here to help. Every Barclay customer is assigned a dedicated Customer Service Rep to support you in any level of service you require. We offer a no cost replacement parts cross reference analysis to recommend ways to reduce your overall expenditures.

## On-Site Consignment Program

Using a high volume of specific parts? We can set you up with parts consignment cabinets on your site customized to include all of the high volume parts you need fast. Your Customer Service Rep will visit regularly and manage your on-site inventory so that you pay only for what you use but will have the convenience of always having the part on hand when you need it.

## Safety First

Barclay prides itself on a commitment to safety. We are constantly looking for new technologies that improve safety in your materials handling operation.

### Equipment

- Alarms
- Lights
- Mirrors
- Cameras
- Seat Belts



### Operator

- Protective Wear
- Harnesses
- Laynards



### Facility

- Spill Kits
- Eye Wash
- Dock Equipment



Parts Requests to [partsinfo@bbfyale.com](mailto:partsinfo@bbfyale.com)

Having the parts cabinet continuously well stocked with our needs has been a huge time saver for my mechanics!"

Alejandro Sanchez,  
Goya Foods, Secaucus, NJ

**GOYA**



## YALE MANUAL PALLET JACKS IN-STOCK & ON SALE



Buy a Jack  
**Help A Soldier**

We donate a portion of all pallet jack proceeds to Operation Homefront.

Make sure the used equipment you buy will perform at the same level of **QUALITY** and **RELIABILITY** **YOU EXPECT**. Buy from Barclay, the **TRUSTED USED EQUIPMENT** source.

## Pre-owned Equipment

There are a lot of benefits to buying pre-owned equipment for many companies. But buying "used" equipment can often be a shot in the dark.

We take out the guesswork by working with you to match the right spec, age and condition of the equipment best suited for your application and budget. Many of our pre-owned units are sourced from our own rental fleet or trade-ins from our current fleet customers so we know that they were properly maintained.

We stand behind our equipment with a 30-day bumper to bumper warranty and offer you the convenience to test it first with our "try and buy" program. Barclay offers more than just used lift trucks. Our inventory also includes a selection of batteries and chargers, scissor lifts, rough terrain equipment and more.

Visit [www.bbfyale.com/used-equipment](http://www.bbfyale.com/used-equipment) or scan the code to view our in-stock inventory.



### Pre-Owned Paint Process



BEFORE

AFTER

# Tires & Load Wheels

For all brands of forklift trucks, pallet trucks, reach trucks, order pickers.

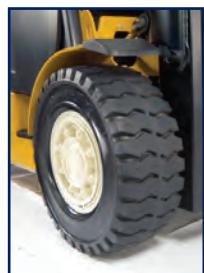
Our trained technicians can replace and press tires in the shop or on the road. We partner with industry leaders to provide the best solution to your application.



**THOMBERT**  
*The Longest Ride*



We represent one of the largest manufacturers of poly tires and load wheels for narrow aisle lift trucks & pallet jacks that guarantee longevity.



Thousands of dollars are riding on your tires. When they are worn past their useful life, don't risk – replace! Our tires are Made in America. We offer a 3-day turn around guarantee and a quick change promise.

*Tire Requests to [partsinfo@bbfyale.com](mailto:partsinfo@bbfyale.com)*

## LIFT TRUCK FORKS & HYDRAULIC ATTACHMENTS

We carry the leading brands of lift truck attachments that enable the conventional lift truck to become a more versatile material handling tool. **IMPROVE PRODUCTIVITY** with lift trucks that can **pull, push, clamp, lift, side shift and rotate** any unit load type with an installed hydraulic attachment.



## NEED A RENTAL?

Short-Term • Long-Term • Rent-To-Own



### We Rent:

Electric Riders	Reach Trucks	Order Pickers
SwingMasts	Rider Jacks	Long Jacks
Clamps	VNA Trucks	Scissor Lifts
LPG Riders	Pneumatics	EX Equipment

Barclay has one of the largest rental fleets in the north east. We offer daily, weekly or monthly rates as well as longer term, discounted or rent to own options.

**Visit us at [www.bbfyale.com/reserve-rentals](http://www.bbfyale.com/reserve-rentals)**

## FREE PICK UP & DISPOSAL

Barclay will pick up and dispose of your old industrial forklift batteries and equipment absolutely FREE!\*

Call 800.248.9253 to schedule. \*Valid for pick ups in New Jersey only.



800.248.9253

[www.bbfyale.com](http://www.bbfyale.com)

 **Barclay**  
Fleet Service • Warehouse Solutions

## Lead-Acid Batteries

Make emissions, noise and vibration from IC engines a thing of the past without sacrificing lift truck performance.



## NexSys® Thin Plate Batteries

Lower total overall cost with no watering, no exposure to acid (no spills), faster re-charge and extreme shock and vibration resistance for longer battery life.



## Lithium Ion Batteries

Say hello to convenience, with longer run times, no maintenance requirements and opportunity charging.



# RE-THINK THE WAY YOU POWER YOUR FLEET.

### Charging: High Frequency

Use up to 20% less energy to recharge a battery in the same amount of time and improve the performance of your electric lift trucks.



### Charging: Express Fast

Achieve Zero Battery Changes using mainstream and proven Express Fast Charging technology.



### Hydrogen Fuel Cells

The ultimate efficiency driver for 3-shift operations that require quick refueling, consistent high performance and indoor space savings.



# FREE MOTIVE POWER EVALUATION

Newer power technologies include several different types of batteries and can be quite confusing: Flooded, AGM, Gel, Thin Plate Pure Lead, Lithium Ion and Hydrogen Fuel Cells. We'll help you choose the right motive power solution based on your specific needs, budget and equipment.

Free Evaluation: 800.248.9253

• [www.bbfyale.com/batteries-motive-power](http://www.bbfyale.com/batteries-motive-power)



# COMPREHENSIVE SAFETY TRAINING

## OSHA Safety Training Classes

We have proudly trained thousands of warehouse, plant & management personnel throughout NJ and NY. Training can be conducted at your facility or our South Plainfield, NJ training center.

### Forklift Training

- Train the Trainer
- Operator Safety Training

### Other Equipment

- Aerial Boom & Scissor Lift (MEWP- Mobile Elevated Work Platforms)
- Personnel & Burden Carriers
- Skid Steer / Back Hoe Loader
- Knuckle Boom Crane
- Overhead Crane (Bridge Crane)
- Crane Operator CCO Prep

### Food Safety

- Best Practices Seminar
- Compliance & Pre-Audit
- Food Safety Training

### General Warehouse

- OSHA 10 & 30 Hour Compliance
- OSHA 10 Hour Construction
- OSHA Compliance Audit
- Personal Protective Equipment
- Hazardous Materials
- Hazard Communications
- Lock Out / Tag Out
- Machine Guarding
- Fire Safety
- Electrical Safety
- Walking & Working Surfaces
- OSHA Record Keeping
- Fall Protection
- Battery & Charging Safety

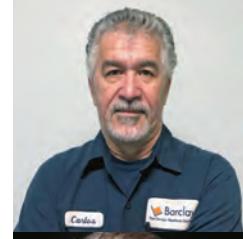
**Adiestramiento Disponible para operadores en Español.**

View Safety Training Class Schedule & Register Online at  
[www.bbfyale.com/training-safety](http://www.bbfyale.com/training-safety)

### OUR PROFESSIONALS MAKE THE DIFFERENCE



Howard Schwenzer  
OSHA Outreach  
Trainer



Carlos Acosta  
Bi-Lingual Authorized  
Forklift Safety Trainer



Rich Kraus  
Corporate Safety  
Trainer  
NCCCO Crane  
Certified



Fred Klinck  
Authorized Forklift  
Safety Trainer

Read Their Bios Online at  
[www.bbfyale.com/trainers](http://www.bbfyale.com/trainers)

800.248.9253

[www.bbfyale.com](http://www.bbfyale.com)

 **Barclay**  
Fleet Service • Warehouse Solutions



2401 South Clinton Avenue  
South Plainfield, NJ 07080

[facebook.com/bbfyale](https://facebook.com/bbfyale)  
[linkedin.com/company/barclay-brand-ferdon](https://linkedin.com/company/barclay-brand-ferdon)

# What's Inside

- Warehouse Equipment
- Fleet Solutions
- Rental Solutions
- Safety Training
- Rental Equipment
- Parts and Tires



# BEST. JACKS. EVER.

In Stock! #bestjacketever



**Yale** 

**Yale Manual Hydraulic Jacks**  
27" x 48", Configurations in Stock, Ready to Go

800.248.9253 • [bbfyale.com](https://bbfyale.com)

**Used Yale Pallet Jacks**  
Many Units Coming Off Lease!  
New Batteries, Paint, Load Wheels & Drive Tires  
Installed on Many Units (Where Applicable)

**Yale MPB045VG**  
Best Warranty, Proven  
Reliability!  
Great Value.