



Ideas @ work

Ortho Development

Ortho Development, located in Draper, Utah is a manufacturer of surgically implantable hip and knee replacements with rapidly expanding domestic and international distribution. With annual growth rates of 24%, Ortho Development had already reconfigured their original warehouse once, by condensing to narrow aisles and expanding vertically to 22' high racking. "In order to access that material, we needed to get pickers or lifts because ladders were not practical," said Matt Hines Inventory and Production Manager. "They were not feasible and they weren't safe for people going up and down, having to pick anywhere from 10 to 20 pieces." Ortho Development purchased a fleet of JLG MSPs, "Our first solution for a picker, what we found that was close to what we needed was the JLGs. They worked fine for a while, but they had certain issues and problems that we found inherent with them over time, cost of batteries things of that nature. The maintenance was costing a good chunk of money."

With sustained growth, Ortho Development soon needed to add a second facility. The decision was made to double their square footage by leasing a second building and moving the entire warehousing operation into it. This allowed the manufacturing side to add additional capacity and capabilities while affording the warehousing side the opportunity to maximize their efficiency.



"I will buy a Joey any chance I get, anytime I need it Big Joe will be the one I go get. In our future I anticipate that we are going to need at least 2 – 3 more in the next year to 2 years, whether it be new machines or to replace out JLG equipment."

In late 2018 as Ortho Development prepared to move into their new warehouse they considered acquiring additional JLGs to service it. Their local distributor, who was providing engineering services and nearly all of the equipment, recommended a demo of the Big Joe J-1 Joey instead. "I had the demo dropped off and by the end of that day I knew that it was what I wanted. The price range was very competitive if not better than what I was paying for the JLGs," said Hines. "The Joeys are smooth when I drive up at the top level, they don't waver at that height, very sturdy machine, solid, as solid as if you were driving at ground level with them. Instead of going with the JLG we bought 2 Big Joes right then, got them on order and had a PO in 24 hours. A month after we got in here, we ordered a third one."

ISSUE: High maintenance costs and performance issues with JLG MSPs forced a reevaluation during the warehouse expansion project.

SOLUTION: Ortho Development bought two J1-192s at the end of the first day of an inhouse dealer demonstration. "The Joeys work well with our set up because our racks go to 22 feet and we use every square inch going to the top. Our aisles are 42" apart, so I want to be able to take a lift and go up and down the aisle and be able to pick from either side," said Hines. "Its smooth when you drive it. Is not herky jerky, its smooth going up and down. It's quiet, and it just works great for us."

RESULTS: Ortho Development measures success with their Joeys by how much they're having to spend on replacement batteries, spare parts, maintenance. "The productivity with the Joeys is increased because I'm not having issues with the machine. I'm not having any problems where I'm spending my maintenance guy's time to fix it or calling a technician from the dealership to come out and take a look at it," Hines said. "I do not get errors with the Big Joe from ground faults or issues with it erroring out when I'm going up or down that I used to have."

Increased picker productivity has been directly attributed to the Joey's superior up time, battery run time and ease of use. Its highly accurate and intuitive steering allow operators to easily maneuver within the tight aisles. "The operators love the Joey. If they had to choose between the two, they would always jump on the Joey," Hines said. He also cited the J1-192s stability at height, while stationary and in motion, as contributing factors to operator preference.



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J1 JOEY



The J1 JOEY combines attributes of elevated work platforms, order pickers and tuggers into a compact vehicle design.



BIG JOE MISSION:

We believe that we can help North American businesses improve their results and the quality of their workers lives by providing simple innovative material handling products and genuine responsive support. Big Joe equipment focuses on supporting customers changing needs related to how they Move, Stack & Access materials in their operations with the goal of helping companies and their workers **move more and hurt less.**

ABOUT THE J1 JOEY:

- + **Safety** – Reduce exposure to worker injuries compared to ladders
- + **Productivity** – Complete 2x as much work as compared to ladders
- + **Capability** - Carry up to 2x the load weight of other vehicles
- + **Capability** - Tow up to 2,500lbs with the optional tow hitch
- + **Capability** - Elevate operators as high as 192" on the J1-192

Key features:

- Electronic power steering with infinitely variable speed control
- Finger tip controls integrated into vehicle guardrails
- Premium steel I-beam mast construction and steel frame
- 180 degree articulating driveline with 72" minimum turn radius. The Joey can can be driven at height to move from task to task. Travel is provided by a high efficiency AC drive motor that can be programmed through the on-board LCD dash, while power comes from a standard 224AH AGM maintenance free battery pack that supports opportunity charging from a standard 120v outlet or a lead acid industrial battery and external charger which is required on the J1-192.