CONCENTRIC
Engineering Uptime.

MOTIVE POWER CASE STUDY | CUSTOMER "X"

LP GAS TO ELECTRIC TRUCK CONVERSION: A SUCCESS STORY.

Company

Like many material handlers, a manufacturer of household appliances relied on LP lift trucks to power its operations at the local plant level. While operators and plant managers accustomed to the maintenance requirements and the performance of LP powered lift trucks had no reason to seek change, corporate was concerned over LP safety, heat generation, air quality, and productivity loss associated with changing LP tanks.

Challenge

Corporate asked Concentric to propose a conversion to electric, using a plant with 100 trucks running two shifts per day for six days or three shifts per day for five days depending on demand and season, as a pilot.

Local management was justified in their skeptical resistance. LP worked, it kept the plant running, and operators were accustomed to it.

Solution

Concentric studied the operations for weeks before proposing a shift to electric using opportunity/fast charging — charging the batteries while still in the truck at convenient downtimes like lunch and breaks. Corporate agreed to the proposal, pending adoption by the local management.

Department by department, Concentric took on the task of educating employees and demonstrating the success of electrics and opportunity/fast charging. And department by department, the shift to Concentric's proposed system was adopted.

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Results & Benefits

Operators not only adopted the change, but shared that they are far more comfortable without the heat generation from LP.

Final implementation resulted in the reduction of lift trucks from 100 to 83. Further, 30 sit-downs were converted to tuggers — a safer, lower cost alternative.

100 to 83

Reduction in lift trucks