



# CASE STUDY

NATIONAL MANUFACTURER AND DISTRIBUTOR  
ELIMINATES THE FORKLIFT POWER PROBLEM  
FOR A SOUTHEASTERN FACILITY.

## BACKGROUND

A Fortune 500 manufacturer faced challenges with their forklift power system. They operated 24/7 and even advanced chemistry batteries presented issues. The facility had a hard driving sit down application for 28 of their forklifts with safety challenges, inefficiencies in productivity, downtime and maintenance costs.

## KEY CHALLENGES

- Time-consuming and labor-intensive changes for 2,000 lb. batteries.
- Unhappy forklift operators that wait in line and exacerbate staffing challenges.
- Excessive emergency and lifetime maintenance costs.
- Significant on-site waste non-compliant with corporate sustainability programs.

## TRIPLE BOTTOM LINE

Everything we do for our customers focuses on the planet, people, and profits.



**74 metric tons** in CO2 savings.



**12,000 gallons** of water annually.



**\$132K in expenses** saved annually.

## OBJECTIVES:

- ✓ **—Improve Safety & Operator Morale**  
Changing batteries is dangerous, and waiting is frustrating.
- ✓ **—Reduce or Eliminate Downtime**  
Ensure that equipment never goes down and its lifetime increases.
- ✓ **—Energy & Improve Environment**  
Reduce energy consumption and lower emissions.
- ✓ **—Enhance Productivity & Reduce Maintenance**  
Get more done with less repairs.

## THE RESULTS



**23% Reduction** in equipment power usage.



**80% Decrease** (2 minute exchange time).



**25% Cost Savings** in yearly maintenance expenses.



**4,309 Annual Hours** saved in productivity and labor.



**1,176 Square feet** of space reclaimed.



**172,263 kwh of electricity** saved yearly.



**ELIMINATE THE FORKLIFT POWER PROBLEM FOR GOOD.**

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## POWERHIVE™ SYSTEM SOLUTION



A PowerHIVE™ automated forklift battery management system was implemented that moved battery reloads to 2 minutes -- all without the forklift operator -- improving safety, productivity and morale.

### A fast deployed power system that:

1. Seamlessly changed out batteries in their 6,000lb Sit Down Fleet without interruption.
2. No IT integration required; operator training is 15 minutes.
3. Over 1,000 sq feet of warehouse space recovered.

## CONCLUSION

Site feedback has been nothing short of amazing. So much so the customer plans to install a PowerHive™ system at two more Southeast facilities.

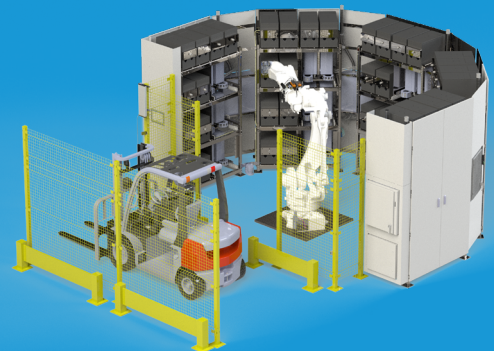
The warehouse continues to buzz with excitement. Forklift operators jump on equipment knowing they'll have power and will never have to charge or maintain their equipment again. Gone are the days of downtime and equipment complaints.

Less reactive in its material handling approach now, the site is able to focus on more pressing matters at hand.

Most importantly, the customer's sustainability and triple bottom line approach, and culture, delivers on all business essentials (i.e. people and planet first, followed by profits).

## OUR POWER APPROACH:

- ✓ —**Equipment & Technology**  
Deep dive into inventory and forklift power usage. Battery health, and technology analysis.
- ✓ —**Facility & Operations**  
Charging methods. Number of shifts, Seasonality. Facility layout and blueprints.
- ✓ —**Interviews & Financials**  
Your ideal world wish list. Forklift operator compliance and labor analysis. Finance and ownership eval.



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