

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.



 Get started.

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

1621 W Crosby Rd, Suite 100
Carrollton, TX 75006

888.691.8100
www.concentricusa.com



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.

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.

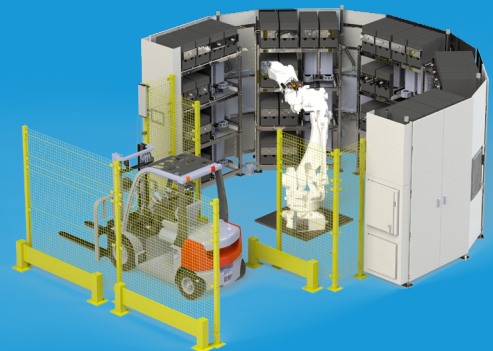
The warehouse continues to buzz with excitement. Forklift operators jump on equipment knowing they'll have power and will never have to charge or maintain their equipment again. Gone are the days of downtime and equipment complaints.

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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Engineering Uptime.