

CASE STUDY

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

BACKGROUND

A prominent national manufacturer, renowned for its extensive distribution network, faced challenges in optimizing forklift power at one of their key southeast facilities. The facility operated a fleet of 28 lead-acid forklifts, which, although reliable, had inefficiencies in power usage, maintenance costs, and environmental impact.

KEY CHALLENGES

- Time-consuming and labor-intensive manual battery changes.
- 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 the planet, people, and profits.



74 metric tons
in CO2 savings.



12,000 gallons
of water annually.



140,000 lbs of lead acid removed.

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



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OBJECTIVES:

- ✓ **—Reduce Power Usage:**
Decrease the power consumption of forklifts to improve efficiency.
- ✓ **—Minimize Maintenance Costs:**
Lower the expenses related to battery and power maintenance.
- ✓ **—Enhance Productivity:**
Streamline operations to save time and increase productivity.
- ✓ **—Environmental Sustainability:**
Reduce emissions and promote a greener operation.

THE RESULTS



23% Reduction
in truck power usage per hour.



80% Decrease
in battery 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™ SOLUTION



Concentric helped implement a lithium PowerHive™ system that reduced battery exchange time from 20 minutes to 8 minutes per lift, improving everyday life for forklift operators and their managers alike.

A fast deployed power system that:

1. Seamlessly incorporated their existing 6k Sit Down - 36 Volt Fleet with minimal interruption.
2. Reduced total daily swap exchange time by 6.6 hours.
3. Freed up valuable warehouse space for inventory.

CONCLUSION

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

Their warehouse floor continues to buzz with excitement, and forklift operators sit down on their forklift daily knowing that it will start without a hitch.

Gone are the days of downtime and equipment complaints.

The site is less reactive in its material handling approach now, and is able to focus on pressing matters at hand.

Most importantly, the triple bottom line approach delivers on the essentials (i.e. people and planet first, followed by profits).

OUR 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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CONCENTRIC
Engineering Uptime.