

LIFEPLUS® Chargers & Harness the Powersm Assessments

CUSTOMER: GROCERY DISTRIBUTOR

1. What was the problem?

In an effort to help reduce their overall operating costs and in light of the continuous rise of fuel and transportation costs, one of the leaders in the grocery retailing industry, is continually looking for new technologies which will help reduce their operating costs, and extend battery capacity and battery life in their distribution centers.

2. How was the problem discovered?

The grocery distributor contacted Hawker National Accounts to see if Hawker had a way of assessing their facilities and look for new or better ways to operate their motive power fleet. Hawker provides a *Harness the Powersm* Assessment that analyzes fleet size and utilization, run times, lift needs, capabilities and requirements, as well as utility and maintenance costs. Hawker used Power Trak DTs for a period of three weeks on a pallet jack and reach truck at one location and used energy efficient charger testing at two facilities.

3. What were the alternatives?

In order to maximize the electrical demand and consumption savings and enhance battery capacity and battery life, Hawker suggested the high-frequency, smart charging technology of LifePlus chargers - the most effective, least costly method of charging a battery.

4. What was the solution?

Battery Solution - The *Harness the Powersm* Assessment showed that batteries were being changed prematurely due to the Battery Status Indicator and lift interrupts not being calibrated or correctly working. Hawker recommended that the maintenance department make sure that both devices are working and properly calibrated to reduce the battery change outs from 3 times per day, to only one time per day, predicated on batteries making capacity. Batteries being charged less frequently means reduced maintenance costs, more productivity for operators and longer battery life.

Charger Solution - Based on the energy efficiency of the high-frequency smart chargers, the grocery distributor decided to partner with Hawker to meet their motive power charging needs. Hawker installed a LifePlus® 2006 high-frequency smart charger and conducted on-sight energy testing at two facilities.

- The LifePlus charger reduced demand at the Virginia facility from 10.4529 KW on the incumbent charger to 6.25 KW, a 40% reduction. The LifePlus also showed a reduction in consumption of 3.85 kWh, a 9% savings. Total energy consumption and demand savings per charger, per year in that facility was \$880.39. A payback per charger of only 10.56 months.
- At the Pennsylvania facility, the LifePlus charger reduced demand from 9.156 KW on the incumbent charger to 6.1374 KW, a 33% reduction. A reduction in consumption from 45.61 kWh to 39.035kWh, a 14.5% reduction. Total energy consumption and demand savings per charger, per year in that facility was \$505.03. A payback per charger of only 13.38 months.

The LifePlus® high-frequency smart chargers were the solution to reduce energy costs and maximize their power savings.

5. How is the solution working?

The company is integrating Hawker's motive power solutions in both of these facilities. They are enjoying both the energy savings and reduced operating costs from the LifePlus chargers; as well as the added battery capacity and battery life reducing change outs. Hopes are to conduct similar studies at other facilities to enhance production and save money on operating expenses.

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