

The Real Value of Battery Handling

Changing forklift batteries is a tough job. Anyone who has ever tried to change even a small forklift battery by hand will agree.



Why Struggle?

Manually changing batteries is slow, hazardous, and expensive. Multi-Shifter's battery handling equipment can eliminate the negatives of changing batteries, and positively impact the safety, labor savings, space savings, forklift fleet productivity, and battery life in your operation.

The Keys to Selecting the Right Battery Handling System

What Benefit is Your Priority?

So, you have decided you need to change the way you change your forklift batteries. The next step is to define your operation and prioritize which benefits have the most positive impact on your facility. To do that you must analyze the benefits Multi-Shifter can provide. Then you must prioritize each benefit's impact on your operation.

Let's define the 5 major benefits we provide, and then we can use examples to prioritize what is most important to you. These two steps are critical in selecting the best battery handling system for you facility

Let's define the 5 major benefits we provide:

1. Safety – Before the advent of battery handling equipment accidents during changes accounted for the largest amount of insurance claims associated with electric forklifts. Multi-Shifter's battery handling vehicles keep the operator out of harm's way. The operator does not have to touch the battery during exchanges. Zero accidents means a lower Workman's Comp rating and lower insurance ratings. The cost of an injury is high, but so is the lost productivity an injured worker who must be absent, replaced, or reassigned.

2. Labor Savings – Multi-Shifter can provide a 2 minute battery change. Manual methods take up to 15 minutes. Saving 13 minutes per battery change adds up over time. A fleet of 25 forklifts running 2 shifts would make a minimum of 25 battery changes per day. Saving 13 minutes per change time's 25 changes per day equals 325 minutes or 5.4 hours of labor saved every day. Multiplying a daily savings of 5.4 hours by 260 work days per year yields an annual labor savings of 1,404 hours of labor saved.

3. Fleet Productivity – We have discussed saving 13 minutes per battery changes for a fleet of 25 forklifts. So each forklift has an extra 13 minutes per day to move pallets through your facility. Let's assume that a pallet movement from point of origin to point of destination in your warehouse takes 4 minutes. Each forklift would gain 3 pallet movements per day. Multiplying 3 pallets per day by 25 trucks equals 75 more pallet movements per day. 75 pallets per day times 260 work days equal 19,500 more pallet movements per year. Battery handling can elevate the effectiveness of the entire forklift fleet.

4. Space Savings – Multi-Shifter's systems regularly return 30% to 60% of the space used in crane or manual system.

5. Extended Battery Life – During a Multi-Shifter battery change the battery is supported and under control. Batteries last longer because they are not dropped or damaged by jarring or rough handling. We have customers who say they get an extra 2 years of battery life using Multi-Shifter battery handling vehicles.

Prioritizing Benefits

Now that we have defined the major benefits, let's see which ones is a priority for your enterprise.

Safety is a given in any facility. We owe it to our employees to provide safe ways of getting jobs done. Plus, if you have had accidents while changing batteries, you know that you don't want to go through the expense, hassle, and possible legal action associated with accidents.

The biggest decision in prioritizing your benefits usually is between productivity and space savings. Is it more important to save space, or to move product as efficiently as possible through your warehouse. Everyone says they want both, but most of the time one of the two takes the lead position.

Manufacturing operations may want to use the space saved to put in a robotic station that could make more product to be sold. Some operations are so cramped for space that any relief

allows more pallet rack to be installed increasing storage capacity. Or, the space saved may allow the maintenance shop to expand, better serving the needs of your facility. The space saved may be just what is needed to reconfigure your warehouse to make it much more efficient.

Labor savings are important in operations that have an extremely high cost per employee. Saving labor allows more tasks to be done in the same amount of time. Labor savings can allow the combining of tasks and jobs; more can get done with fewer personnel.

Fleet Productivity is takes the lead in high through-put operations, where each pallet movement equates to more income. The extra time gained allows for thousands of addition pallet movements per year. More product gets moved, more trailers get loaded and unloaded.

Picking the Right System

So, we've defined the benefits and how they affect different types of operations. Let's define your system.

If space is your main concern, then multi-level systems may be the answer for you. Stacking systems store batteries from 2 to 4 levels high. Each level you go up increases the battery change time, but floor space for the system is minimized. A three level system will store the same amount of batteries in ½ the space of a single-level system.



Labor Savings and Fleet Productivity are both concerned with making the most of a limited amount of time. If you have limited personnel, who must perform multiple tasks, the quickest battery change is the key to battery handling success. If you want to maximize the pallet movements in your operation, then batteries must be changed quickly.



Our single-level system changes batteries faster than any other vehicle in the industry. Multi-Shifter's single level system revolutionized battery handling with the fastest changes, lowest cost of ownership, smallest footprint at floor level, and the greatest longevity. We have over 200 single-level systems over 20 years old working every day.

For those who need space savings and speed, we designed our High-Productivity Stacker. This unit changes batteries literally twice as fast as competitive models, while stacking batteries 2 to 4 levels high.



Our entire product line can be seen on our website:
<http://www.multi-shifter.com/catalog.asp>

Putting a System Together

Now that you have determined what type of system is best for your operation, we are ready to put a system together.

First we take an inventory of your trucks, batteries, and chargers. Then we measure each type of battery. Next, we answer 17 application questions. Finally, we take 6 to 8 critical measurements on each model of forklift in your fleet. A step-by-step guide to this process is on our website: http://www.multi-shifter.com/sales_system.asp

From this information, we provide CAD layout drawings and pricing.