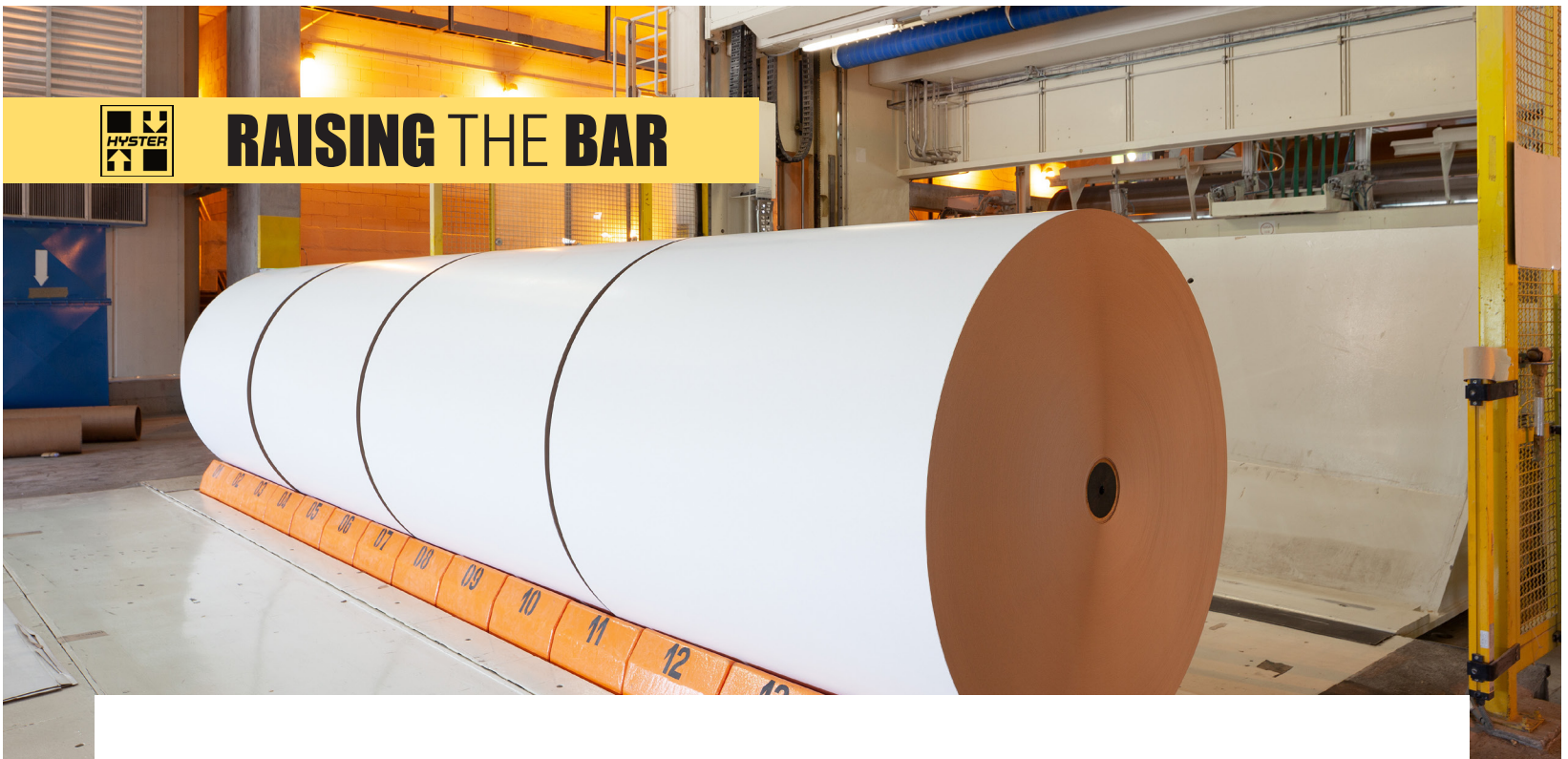




RAISING THE BAR



LITHIUM-ION HELPS PAPER AND PACKAGING OPERATIONS CUT COSTS AND EMISSIONS WHILE BOOSTING PRODUCTIVITY

CHALLENGE: Reduce costs and emissions in paper and packaging production environments

SOLUTION: Hyster® lift trucks powered by lithium-ion batteries

RESULTS: Optimal efficiency, sustainability, and cost savings for handling loads in specialised paper production facility

// CHALLENGE

Two large providers of paper and packaging solutions in the US faced similar challenges within their material handling operations. In order to limit costs, reduce emissions, improve their work environment and boost labour utilisation, the paper and packaging companies partnered with Hyster.

Paper and packaging production and distribution facilities can be harsh environments characterised by dust, dirt, and demanding work for forklift operators. One of the customers relied on internal combustion engine (ICE) lift trucks powered by diesel or LPG. These power sources produce fumes, emissions, and heat, particularly if the truck is in use for long periods of time or even all day.

The other customer relied on lead-acid batteries as the motive power source for their forklifts. While this power source does not produce tailpipe emissions, the heavy batteries presented other challenges for the fast-paced paper facility. To overcome long charging times, they would change out a depleted battery for a fresh one, rather than put the lift truck out of use for the entire charging period. This type of battery change puts an additional burden on the operator; it can be complex and time-consuming, cutting into their productive time. The useful life of lead-acid batteries did not always last the full length of the lift truck lease term either, resulting in productivity losses or even replacement costs as the battery's power and ability to hold a charge diminished.



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// SOLUTION

Both paper companies needed a motive power solution for their lift truck fleets that would not only reduce emissions to support sustainability targets and improve employee comfort and well-being, but deliver efficiency gains and cost savings.

Working with each business to pinpoint their specific needs, the Hyster team recommended fleets powered by lithium-ion batteries and developed a comprehensive strategy to help each customer navigate the transition.

A smooth transition from legacy motive power sources to newer battery electric technology requires choosing the right battery, support, and financing for the particular customer.

EQUIPMENT SUMMARY

ICE to lithium-ion

- 130 lithium-ion ready lift trucks including some equipped with paper roll clamps
- All trucks equipped with Hyster Tracker™ telematics

Lead-acid to lithium-ion

- 684 lithium-ion ready lift trucks with paper roll clamps and other attachments depending on application needs
- All trucks equipped with Hyster Tracker™ telematics





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Matching the charger and battery to the operation

The chemical compound of lithium-ion batteries varies by manufacturer. Compounds have varying temperature range tolerances and expected lifespans, so the right decision requires matching the choice to the needs of the specific application. Battery warranties are also important, and each manufacturer's is slightly different, so operations need to be sure to evaluate the warranty and how it measures use, whether in battery hours or cycles.

Securing strong support

Strong partners, including the lift truck dealer, are also critical to the effective implementation and ongoing support of a new electric power source. Working with a trusted Hyster dealer enables customers to choose the right lift truck, power source, and battery charger to suit the operational requirements. It is about more than supplying a lithium-ion compatible lift truck - it is about having a supportive and collaborative partner to help address questions and troubleshooting throughout the implementation process.

Finding a financing solution

Finally, to align the new motive power source with not only the operational but also the financial needs of the business, the customer must choose the right financing approach.

As a very mature electric power option, lead-acid batteries offer a lower cost of acquisition than lithium-ion. However, lithium-ion batteries typically have a two-to-three time longer expected life, generally 2,000 to 3,000 charges compared to 1,000 to 1,500 for lead-acid batteries. However, other costs savings may be possible based on how many batteries need to be purchased to sustain an operation across its typical shift pattern. As lithium-ion batteries can be opportunity charged

during shifts, such as on break times, it may be possible to complete a shift with just one battery. By contrast, you may need to change your spent lead acid battery for a fully charged one part way through operation to keep a truck up and running for the duration of the shift. The cost difference between purchasing one battery per truck vs. two batteries per truck across a whole fleet can soon add up.



**POWER OPTIONS FOR
DIFFERENT APPLICATIONS**



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// RESULTS

By making the switch to lithium-ion powered forklifts, the paper manufacturers eliminated internal combustion emissions or lead-acid battery charging fumes and realised productivity gains.

FINANCIAL IMPACT

ICE to lithium-ion

Customer saved approximately 1.4 million Euros from switching just one facility's fleet

Lead-acid to lithium-ion

By extending the battery financing, the transition to lithium-ion was cost effective for the customer

OVERALL SAVINGS

Source of savings and productivity gains:

- Lower energy bills due to the charging efficiency and regenerative braking capability of lithium-ion
- Reclaimed battery storage and charging space
- Eliminated battery maintenance costs

Lead-acid	Special watering system, safety equipment, and properly trained workers required
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Lithium-ion	No cleaning, watering, cool down, or equalisation requirements
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- Reduced operator and equipment downtime

Lead-acid	Eight hours to charge, eight hours to cool, and 20 minutes or more for battery change-out and maintenance, every four to eight hours
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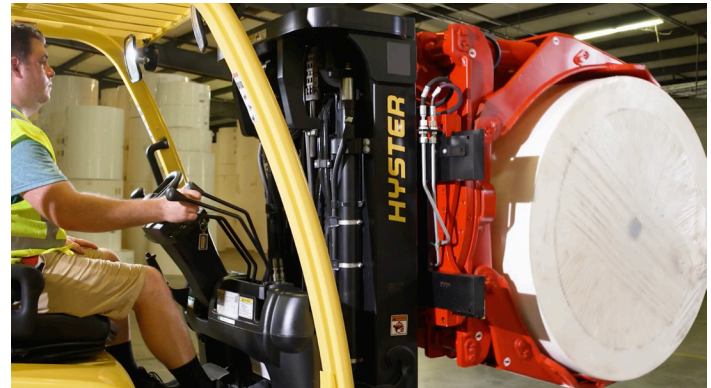
Lithium-ion	Fully charges three times as quickly, in as little as one to two hours, with no time required to cool, plus opportunity charging with no memory degradation
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LITHIUM-ION HELPS PAPER AND PACKAGING OPERATIONS

The customer who switched from ICE trucks reduced their energy expenses, and because electric-powered lift trucks have fewer wearable parts than their ICE counterparts, the customer also stands to save on maintenance and parts over the life of the truck, for a lower total cost of ownership.

The customer who switched from lead-acid now benefits from fast charging times and zero battery maintenance, which enables operators to spend more time handling loads. They also reap productivity-related cost advantages over the life of the truck through faster charging times, reclaiming space for more productive use, and eliminating battery maintenance requirements and hazardous materials protocols.



To compare options and learn more about the most efficient source for your operation, contact your local Hyster® dealer or visit the [Hyster website](#).



HYSTER EUROPE


Centennial House, Frimley Business Park, Frimley, Surrey, GU16 7SG, England.

Visit us online at www.hyster.com or call us at +44 (0) 1276 538500.

HYSTER-YALE UK LIMITED trading as Hyster Europe.

Registered Address: Centennial House, Building 4.5, Frimley Business Park, Frimley, Surrey GU16 7SG, United Kingdom.

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