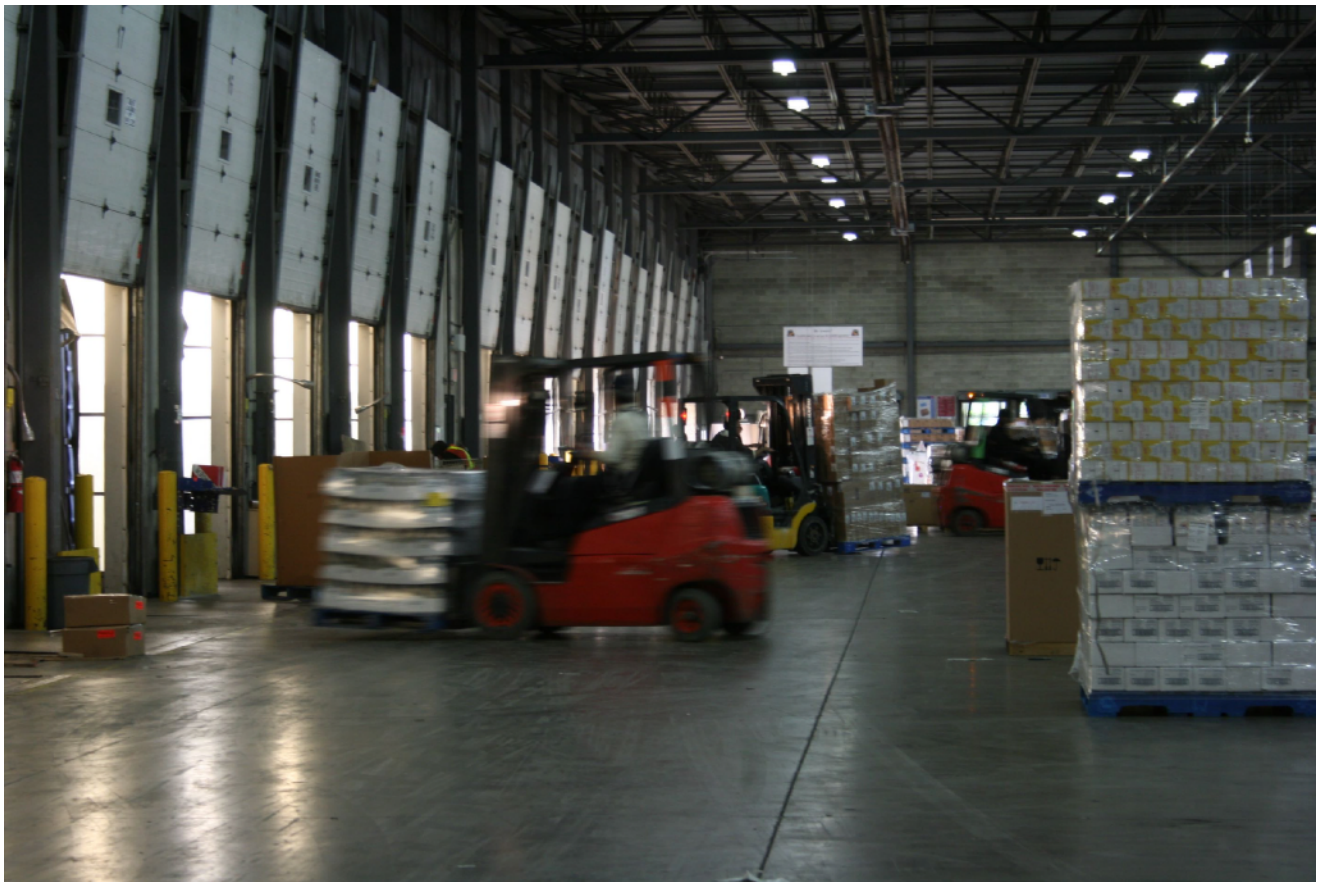


Implementing Automatic Lift Truck Downtime Reporting Technology

Material handling facilities that fail to measure and improve performance at the individual level will have a difficulties to achieve meaningful productivity and utilization gains.

REVIEW FOR MANAGEMENT

Objective

Overall productivity of material handling fleet is ultimately based on the accumulation of performance across operators and tasks The study shows that of the five year cost of typical lift truck ownership up to 80% devolves on the operator cost.

It is time to apply measurement in place to manage and control the 80% of largest component cost by assigning vehicle utilization awareness, accountability to individual operators and focus on setting performance targets to give everyone in your operation a clear sense of what they should be aiming for.

Too often companies make a biggest mistake by implementing unreliable key performance indicator (KPI) measurement solution without knowing how well they were doing before they implemented it. A preliminary step should be of finding specific measures and putting them in place in order to understand your current performance. Without the current baseline in place any subsequent measures of ROI will be meaningless.

Goals

The idea is to implement right KPI and not to wait and analyze data after one shift, or one day, or one week or month, but to have instant visibility throughout the measurement process that will let you examine changes in performance and put you in a better position to manage each vehicle performance proactively.

As of example the individual operator excessive idling might not seem that important in the grand scheme of things but if your lift truck usage is operating below expected utilization standard will have a huge impact by run up costs that are out of control.

The immediate access to the vehicle usage in real time and having the same data visible to the operator is the most important management tool to maximize asset utilization and operator productivity.

* *Current VMS and OEM's vendors do not have technology to capture individual performance data. The Industry trend is to use of hour meter to record engine hours, lift time and some relay on static measures such as orders / pallets picked, distance travel, etc., providing historical reports associated with departmental performance.*

Solution

For years finding an accurate and affordable solution to capture true visibility of the material handling movements made by industrial truck operator actually spend operating a vehicle has been an industry challenge.

The fact is that lift truck material handling operation is the only activity that does not measure *performance at the individual level. The immediate access to the vehicle usage pattern in real time and having the **same data visible to the operator** is the most important management tool to maximize asset utilization and operator productivity.

The object of material handling is to move materials.

Identifying operator activity within the active measuring sessions and constant update of raw data (standing and driving loaded and unloaded, lifting time, reach and retract times with number of loads picked up) within the utilization factor will trigger automatic idling measurement, vehicle utilization matrix, true KPI measure that will enable you to improve your vehicles utilization substantially.

Automatic Vehicle Idling Times Measurement

There is no material handling vehicle that operates with 100% of uptime. In such ideal case there would be no idling times, as soon the ignition switch or key is turned vehicle would be productive all the time.

Using the *automatic vehicle idling times occurrences* as key performance indicator (KPI) becomes quantifiable, eliminates inconsistency and provide control for future improvements in performance.

The vehicle idling events will spot potential problems and opportunities. Data collected will tell you what's going on with each vehicle that determines your material handling performance. If the trends are moving in the wrong direction, you know you have a problem to solve. Similarly, if the trends move consistently in your favour you will have a greater scope for growth.

With the operational status shown to the operator and recorded for further management analysis in itself is a means of increased percentage of vehicle hours utilized and operator productivity without any further analysis.

Maximizing ROI From SkidWeigh Plus Technology

All material handling operations are different, even within the same industry companies do the same things in different ways. There are a good chances that you do not have the baseline of your vehicles productive times.

With the constant measurement of *automatic vehicle idling times occurrences on every lift truck in real time you will achieve a constant increase in percentages of vehicle hours utilized.*

The question now is how to find out the current utilization status of your material handling equipment that can be achieved in an economical and reliable manner in day to day operation.

These results can be achieved with low risk and at moderate levels of investment that usually provides return on investment in less than six weeks.

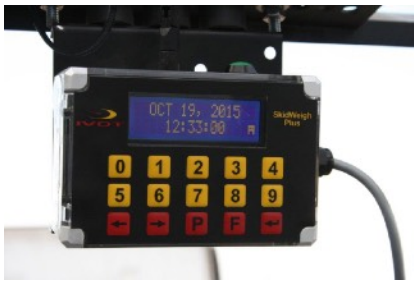
In fact, productivity improvements in the range of 20% to 35% are possible and commonly achieved.

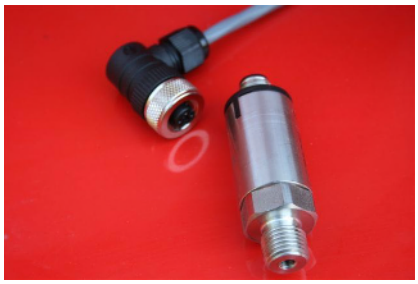
- **UTX SkidWeigh**

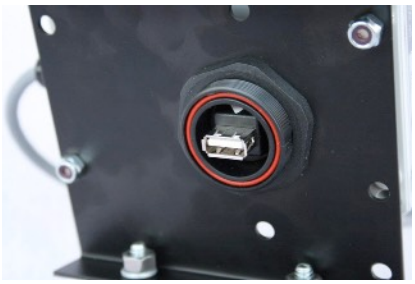
  (Customized recording system to determine base line for lift truck idling times. No weighing function)
- System application for any type of material handling vehicle regardless of the vehicle make, type model, lifting capacity or operating voltage
- There is no need for the system set up or calibration
- No operator input required
- Installation can be done by the end user maintenance staff or local material handling provider
- Default utilization factor set to 75%

UTX SkidWeigh Plus Series

- Digital indicator with wiring harness, mounting brackets
- Pressure Transducer with cable
- USB port (Bulgin Assembly)
- Software







IMPROVING YOUR CURRENT ASSET UTILIZATION

Please contact sales@skidweigh.com for current pricing