ROBOTIC LIFT TRUCKS

WWW.HYSTER.COM
A STABLE WORKFORCE IS CRUCIAL TO CONTROL COSTS

In a typical U.S. warehouse:
- labor can consume as much as 50-70% of a company’s budget
- the average annual turnover rate is 36%
- the cost to find and train new hires can cost as much as two times an employee’s salary

With numbers like these, you need to stabilize your workforce to remain competitive in the future.

What if you could decrease your overall cost of operations while stabilizing your work force?

Adopting new technology may empower your company to take control of your warehouse workforce and stay ahead of the competition. While logistics tasks will always be directed by people, robotic lift trucks can perform repetitive, low-value-added materials handling tasks reliably. Operators doing repetitive work can become dissatisfied with the job which can lead to absenteeism and high turnover, but robotic lift trucks love routine assignments. When you add a Hyster® robotic lift truck to your operation, you can reassign current employees to more engaging positions, a critical tactic to improving retention.

In addition to lowering labor costs, automation can reduce damage to goods and increase productivity. What’s more, with the Hyster robotic solution, you could achieve a return on your investment in 12-18 months in a 3-shift application or 18-24 months in a 2-shift application.

The Hyster robotic solution can help optimize work flow, provide flexibility and achieve significant cost savings. By pairing reliable Hyster® lift trucks with robotic technology, employees and machines can work together in unison.

AVAILABLE MODELS:

- S1.0-1.5C Counterbalanced Stacker
- B80Z End Rider
- L07.0T Tugger
WHAT IS COBOTICS?

Called “cobotics,” the collaboration between people and robotic lift trucks allows both to work and interact in a reliable manner. Hyster® robotic lift trucks are equipped with intelligent features allowing them to operate in the same environment alongside people and other vehicles without any additional infrastructure. The units navigate using existing structural features such as walls, racking or columns: a solution that is economical, easy and quick to install and can easily accommodate future changes to routes or activities.
A PLACE FOR EVERYTHING AND EVERYTHING IN ITS PLACE

The average inventory accuracy rate is currently 98.75%.\(^1\) While that nearly-perfect number may seem ideal, consider the effect of 1.25% inaccuracy on your operation. In an operation with $100M in annual revenues, that’s a $1.25M impact. Today’s operations face an increasingly demanding culture, with growing SKU counts and the desire for faster delivery. An inaccuracy rate of 1.25% can be costly and unsustainable for many companies, and scrambling to keep up with these demands can increase the chances of error.

How will you reduce the probability of error in your daily operations?

Everybody makes mistakes — it’s not a matter of “if” but “when.” As operational capabilities and functions are increased to meet ever-changing industry demands, simple and routine tasks are prime opportunities for increased error, such as misplacing inventory or failing to update the warehouse management system.

Inventory accuracy can be improved through the use of robotic lift trucks that will place loads where they are programmed to be placed. And because robotic lift trucks are capable of interfacing with warehouse management systems, they can be tracked in real time through a management portal. You can have confidence knowing that Hyster\(^5\) robotic trucks reliably place and pickup loads, reducing costly time spent hunting for misplaced inventory.

THE FUTURE IS HERE. ARE YOU READY?

The adoption rate of robotics and automation technology in materials handling operations is approximately 35%, and this number is expected to reach 80% to 90% by 2019. Companies holding off on deploying maturing technologies may find themselves struggling to keep pace with competitors as these technologies become industry standards.¹

Are you positioned to compete in the immediate future of materials handling?

Adopting cutting-edge technology understandably raises lots of questions and concerns. But there’s no need to fear when you choose Hyster robotic solutions. Our robotic lift trucks are equipped with features that allow them to operate in the same environment alongside employees and other vehicles without any additional infrastructure. The system maps existing physical structures and is re-programmable to accommodate multiple routes and changes in the environment... and in your demands. The units navigate by using existing structural features such as walls, racking or columns: a solution that is economical, easy and quick to install. Unlike some competitor systems, no laser reflectors, guide wire or magnets are needed.

As always, if you have questions or need service for your Hyster® robotic truck, you have a dealer network that is second-to-none in the industry to lean on. When you add any Hyster® solution to your operation, you get strong service support, dealers with knowledge to help improve your materials flow and a leading warranty in the industry.

¹ The 2015 MHI Annual Industry Report Supply chain innovation—Making the impossible possible
For nearly 90 years, Hyster has been conquering the world's most demanding applications. In the 1920s Hyster started as a manufacturer of lifting machines used in the rigorous logging industry of the United States’ Pacific Northwest. A few years later the first forklift trucks were invented and the Hyster brand quickly gained its reputation for rugged quality. Hyster® lift trucks are designed to lower your cost of operations. Every truck we make — gasoline, LPG, diesel and electric — is purpose-built to excel in its application. Every truck is also backed by an unmatched network of specialists.

**Dealer Network** — Our Dealer Network can offer the expertise of fleet managers, parts suppliers, capital procurement specialists and trainers. Carefully chosen dealers fully understand customer applications, assist in selecting the right lift truck and provide fast, reliable support.

**Hyster Fleet Services** — Even if you operate other brands, we can manage your maintenance and replacement plan. We can offer complete fleet analysis, fleet history summary and a cost-effective proposal for replacement and scheduled maintenance.

**Parts** — With genuine Hyster® replacement parts and UNISOURCE™ parts for all makes of lift trucks, we are your one-stop source for lift truck parts. In fact, we offer more than 7 million part number crosses for most brands of materials handling and other in-plant mobile equipment.

**Rental Products** — When leasing or buying isn’t a practical option, we have access to more than 14,000 units for short- and long-term rental. We’ll help you maintain output in a cost-effective manner.

**Hyster Capital** — We can arrange solutions for special financing requirements, taking the difficulties out of buying the equipment you need. Whether you purchase or lease a new or used lift truck, Hyster Capital offers superior service and competitive rates.

**Special Products Engineering Department (SPED)** — Different materials require different handling. That’s why we can work with you to customize your lift trucks. From strobe lights to specially made forks, SPED has the tools to help you get the job done right.

**Operator Training** — Proper education in operating lift trucks minimizes the risk of injuries due to accidents while increasing productivity. Hyster offers OSHA-compliant materials that support the training of qualified operators.

**Service** — Your local Hyster® dealer offers a flexible, customized and comprehensive maintenance plan based on each lift truck’s operation environment. Hyster service programs offer scheduled inspections and maintenance, along with quick, responsive service dispatched to your location.

Visit us online at [www.hyster.com](http://www.hyster.com) or call us at 1-800-HYSTER-1.