



Contact: Michael Sain  
Tel. 615/ 445-4550  
Cell 615/306-2544  
Email: mikesain@mhiusa.net

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## Pan Oston Goes Green and Saves Big

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Pan-Oston is a manufacturer of point of sale specialty fixtures for the retail industry, restaurants, grocery, automotive and convenience stores.

### Challenges:

- \* Reduce Operating Expenses related to Material Handling Equipment
- \* Eliminate all Internal Combustion Forklift Trucks
- \* Utilize Fast Charging Technology to Avoid Battery Changing
- \* Reduce and Standardize Fleet to Reduce Training and Increase Productivity



Operators Love Electric Trucks



Trucks Charge while Drivers Take Break


### Solution

After conducting a thorough operations survey, Material Handling, Inc (MHI) concluded Pan Oston was a candidate to completely change their lift truck fleet from propane to electric. Compared to internal combustion engine lifts, the electric truck has fewer maintenance components, and uses a fraction of the fuel. **According to Pan Oston engineer Sam Chambers, making the switch to electric lift trucks has reduced operating costs by 48%!**

### Solution

Pan Oston is committed to responsible environmental operations. Indoor air quality is greatly improved and noise pollution is greatly reduced. **Using electric trucks eliminates emissions, engine oil and transmission fluid waste, and the need for petroleum based fuel.**

### Solution

Pan Oston operates two shifts per day, five to six days per week. Avoiding a battery changing room was a key to the financial payback. Fortunately MHI has been at the forefront of motive power technology for over twenty-five years.  the MHI division of battery and charger specialists, performed an onsite power study to determine the appropriate power package for the truck fleet. The results gave the team the information needed to quote a fast charger/battery package that **eliminates the need for battery changing. This improves driver productivity and reduces exposure to accidents due to changing batteries OR propane tanks.**

### Solution

The previous forklift fleet was made up of specialty lifts, different capacity trucks for the same applications, and various short term rental trucks due to frequent break downs. Based on the operations survey MHI determined a Clark model TMX electric rider truck, equipped with a four stage upright, would work in every application. From unloading sheets of steel, all through the manufacturing process, to high bay storage and into shipping trailers- one model truck does it all. **Standardizing on one model reduces operator training and improves the flexibility of the work force.**

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If you would like more information about this topic, or to schedule an interview with Michael Sain, please call 615-445-4550 or email to mikesain@mhiusa.net