



# HOW MUCH COULD YOU SAVE WITH AUTOMATION?

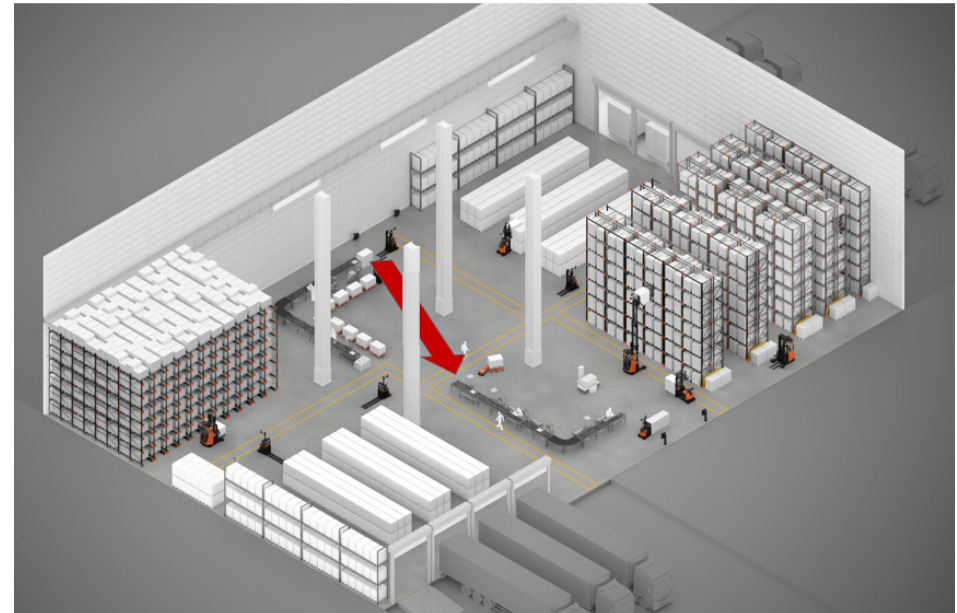
Examples of how and where automating your operation can save you money.

**TOYOTA**

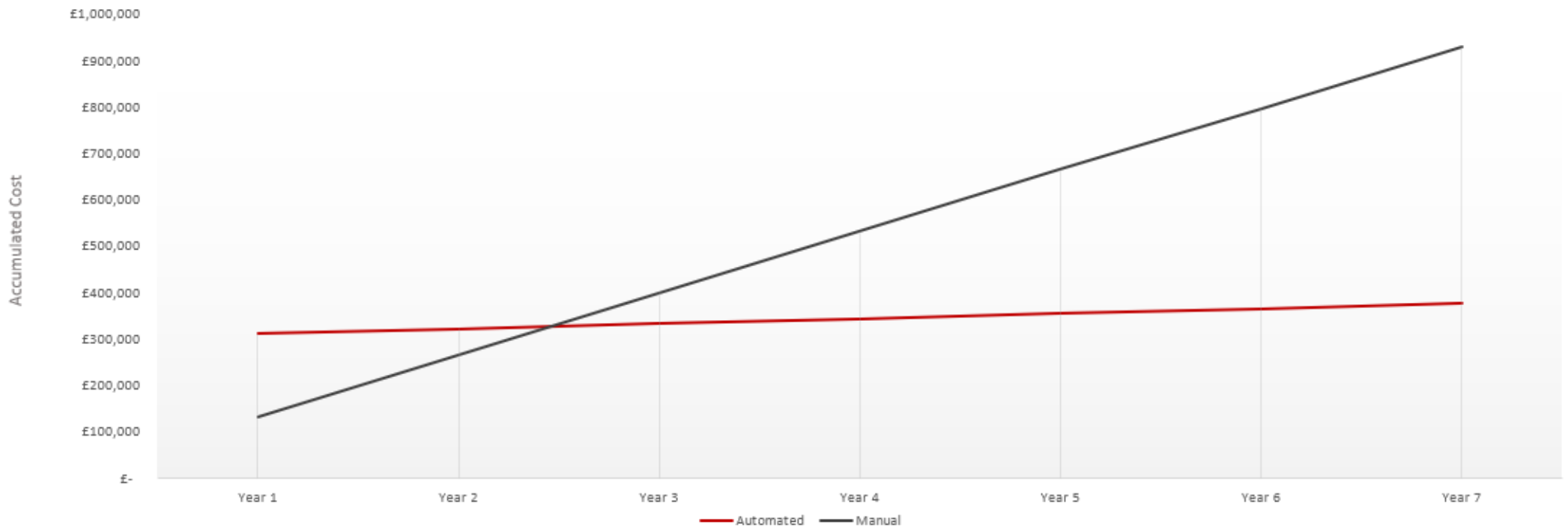
MATERIAL HANDLING

# AUTOMATED TRANSPORT LINE TO LINE TRANSPORT

- Customer X had a problem with staff shortages
- One forklift operator on each of the 3 shifts was required to transport goods from production line to production line
- This simple tramming operation was replaced with an automated system
- 2 Automated Counterbalances were required to carry out the operation.



The customer requested outright purchase of the equipment, giving an ROI of **2 years & 6 months**, with a total accumulated saving in year 5 of **£310,112**.



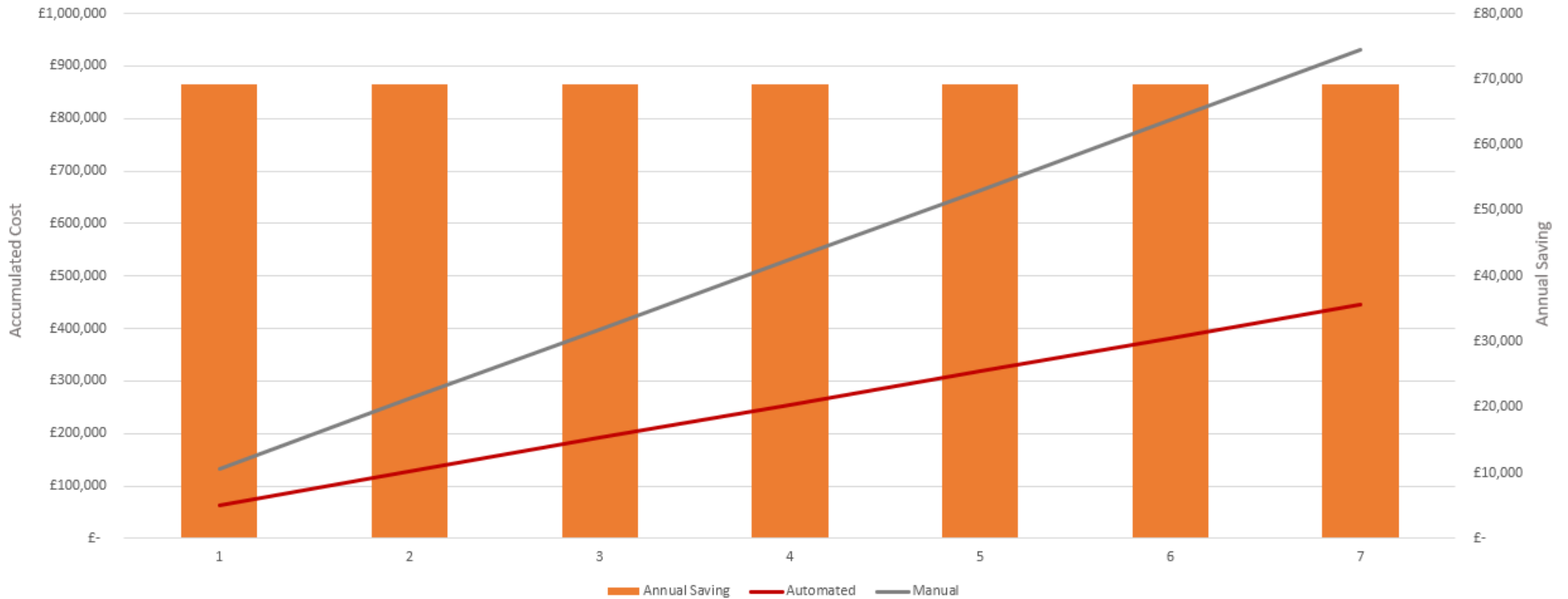
ROI Estimate

2 Years & 6 Months

Estimated savings after 5 years

£310,112

There was an option for full rental, which would have resulted in an estimated yearly saving of **£69,190**.



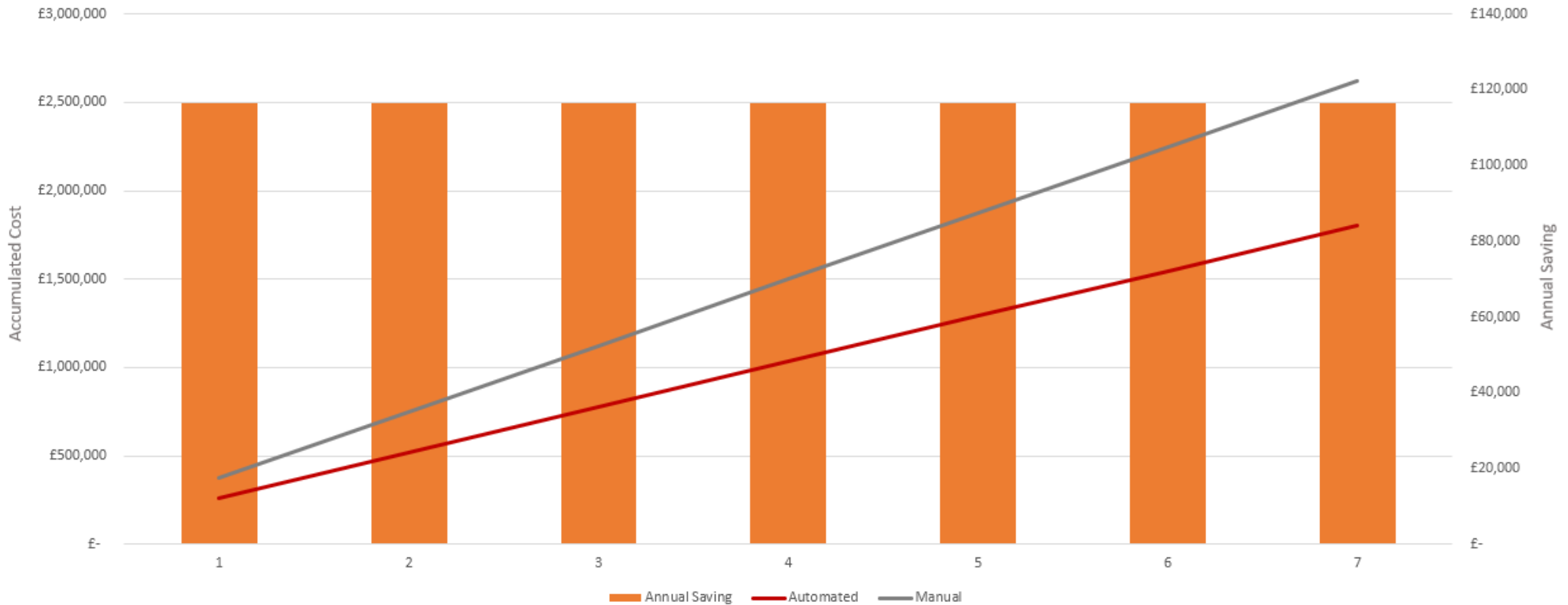
Estimated Accumulated Annual Savings		Year 4	£276,761
Year 1	£69,190	Year 5	£345,952
Year 2	£138,381	Year 6	£415,142
Year 3	£207,571	Year 7	£484,332

# AUTOMATED TRANSPORT INBOUND TO RACK P&D

- Customer Y had a problem with operator costs
- 3 Reach Truck operators were required to transport goods from inbound marshalling to rack P&D for putaway over 3 shifts.
- This operation was replaced with an automated system
- 5 Automated Reach Trucks were required to carry out the operation.

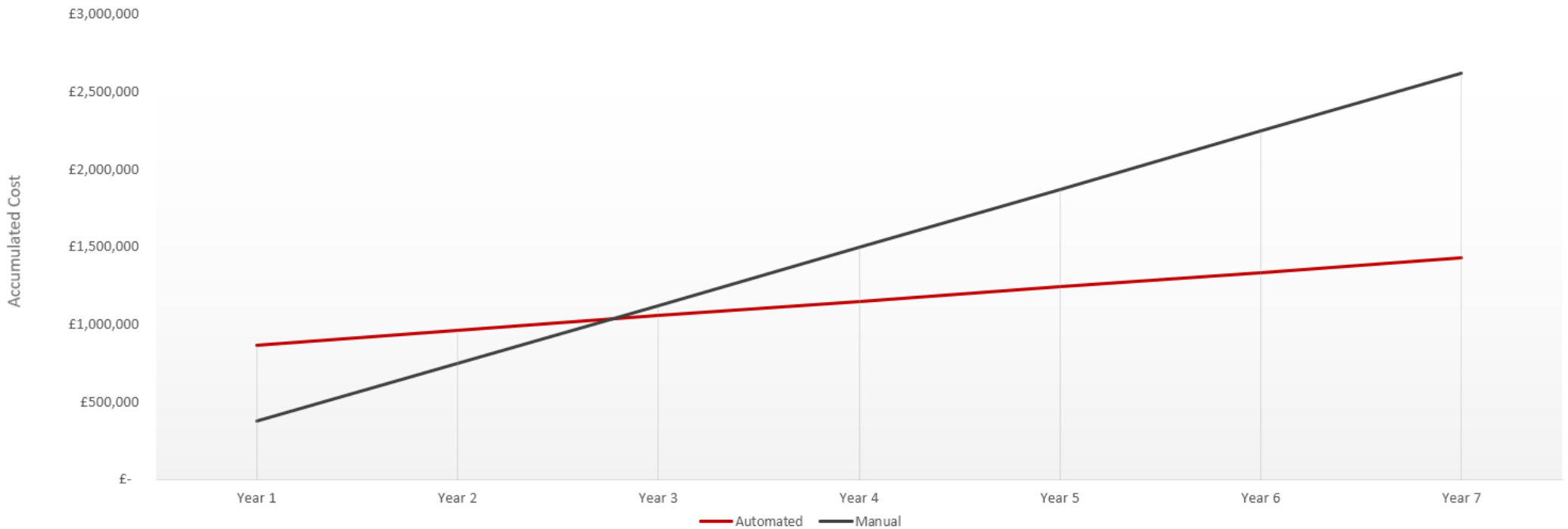


The customer requested full rental, which resulted in an accumulated annual saving of **£116,604** per year.



Estimated Accumulated Annual Savings		Year 4	£466,415
Year 1	£116,604	Year 5	£583,019
Year 2	£233,207	Year 6	£699,622
Year 3	£349,811	Year 7	£816,226

For outright purchase, the customer could have expected an ROI of **2 years & 8 months**, with a total accumulated saving in year 5 of **£630,139**



ROI Estimate

2 Years & 8 Months

Estimated savings after 5 years

£630,139