

HF Charging Technology

Jersey Eagle Sales Company is able to Improve Efficiencies in a Multi-Shift Operation without Expanding the Size of the Fleet

Partnering with EnerSys Motive Power Division, Will reviewed the new technologies available and performed an analysis to identify the best choice for Jersey Eagle's specific application. He introduced the EnerSys Enforcer HF IQ charger to give them the ability to utilize the same number of trucks in his growing multi-shift operation and still utilize only (1) one battery per truck.

Jersey Eagle agreed that the recommendations were correct for their operation and installed (8) new Enforcer HF IQ chargers Q1 2009.

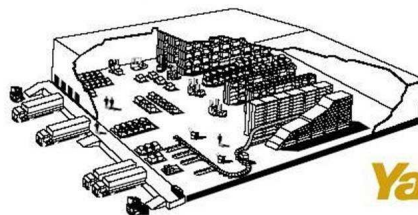
The EnForcer HF IQ charger is versatile because one charger can charge batteries of various voltages and capacities. EnForcer HF IQ chargers are always ready for opportunity charging which reduces and sometimes eliminates the need to change batteries during a shift or workday. Advanced HF IGBT Technology EnForcer HF IQ chargers utilize advanced High Frequency Insulated Gated Bipolar Transistor (HF IGBT) charging technology. Because the EnForcer HF IQ can deliver charge rate based on the constant diagnosis of the battery, much less heat is generated. This means longer battery life and less maintenance requirements. Savings: EnForcer HF IQ chargers deliver the high power factor and high efficiency to save power and money. The battery chargers save money by delivering a minimum of 95% power factor. The battery charger has a high efficiency rating of 91% or greater as compared to many conventional chargers which only achieve between 60-80%.



Barclay Brand Ferdon will work with you to evaluate your unique savings by converting to an HF Charging System. So if you are considering ways to reduce your carbon footprint. Improve efficiencies & reduce costs, **call us today.**

Barclay Brand Ferdon

South Plainfield, NJ 07080 • www.bbfyale.com



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908-561-2100 • 800-248-YALE • Fax 908-561-0302



Space Savings, Energy Efficiency & Longer Battery Life translates to \$\$ Savings for Jersey Eagle Sales Company.

Today's trend towards rising utility bills, energy-conscious initiatives and efficiency improvements makes alternative Battery Charging a "must explore" option for fast paced, multi-shift operations. This was the case for Jersey Eagle Sales Company, a leading distributor for Anheuser Busch (Budweiser) in Northern NJ.

Will Ruscher, Barclay Brand Ferdon Major Account Manager, was working with Jersey Eagle Sales to replace their fleet due to the expiring leases on their current electric forklifts. Prior to putting together a replacement proposal, Will performed a fleet analysis on the past 3-years of service history to get an understanding on how Jersey Eagle was utilizing their current fleet. Based on the analysis, a couple of things were transparent. Jersey Eagle was trending upwards in their annual fleet utilization. The second thing recognized is that they were utilizing the trucks in a multi-shift operation. To try and get a better understanding of how they are actually utilizing the equipment on a daily basis, BBF along with their battery partner, EnerSys, installed a Power Proofer on one of Jersey Eagle's higher utilized trucks. "We let the Power Proofer sit on the unit for 10 days before we picked up the unit to confirm the actual way they are running the truck" said Will Ruscher. Once he reviewed the data from the Power Proofer, he confirmed what he had already thought; Jersey Eagle was trying to get 1.5 to 2 shifts on one battery and one charger. Will explained to Jersey Eagle that "with a traditional battery and charger, they were not able to utilize the "Rule of 8" Run the battery for 8 hours, Charge the battery for 8 hours, and Cool the battery for 8 hours" so an alternative was needed."

