

# Mobile Power 101: Get Smart with Carts



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- 1 Welcome – the Goals for You Today**
- 2 The Value You Offer**
- 3 Latest Product Line-Up**
- 4 Hot Markets for Powered Carts**
- 5 Tips/Tools to Introduce Carts into Conversations**
- 6 Your Questions**

# THE VALUE YOU OFFER



## INCREDIBLE ACCURACY

Costly labeling errors  
reduced by 90%



## INCREASED CAPACITY

50% faster dock-to-stock  
with reduced labor costs



## EFFICIENT FLOW

Order cycle times  
reduced 50% or more



## IMPROVED SAFETY

Ensure proper distancing  
and avoid cross traffic



## LESS FATIGUE

Cut walking  
(and wasted  
time) in half



## UNBEATABLE ROI

Day in/day out savings  
for 6-month ROI and  
lifelong value



"Impact? How about  
eliminated shifts of  
overtime, dock-to-  
stock cut in half,  
saving 400 hours per  
user? We hear that  
and more all the time.  
What's that worth to  
your customer?"



# 2021 Power Systems



## PowerSwap Nucleus CLASSIC



New Design!

- 12 lb. lithium iron phosphate battery pack
- Hot-swappable for uninterrupted AC power
- Ideal for multiple shifts or 24/7 operation

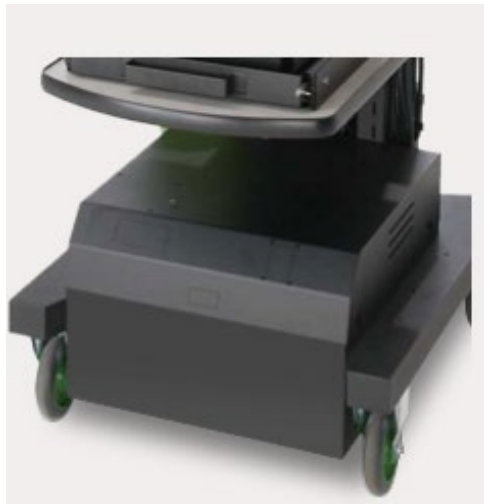


## PowerSwap Nucleus MINI



NEW

- 6 lb. lithium iron phosphate battery pack
- Plug & play power system
- 5 to 7 year battery life
- Safe & stable chemistry



## Fixed Seal Lead Acid (SLA)

- Our original, economical power system designed to handle 8-12 hours or more
- ~20 month battery life
- Plug in to charge after use
- **Laser Printer Friendly**



## Fixed Lithium

- 8+ year battery life
- 1/3 the weight of SLA batteries
- Safe and stable lithium iron phosphate technology
- **Laser Printer Friendly**

NEW

70 lbs.

vs.

21 lbs.



# 2021 Power Systems



## PowerSwap Nucleus CLASSIC



### Compatibility:

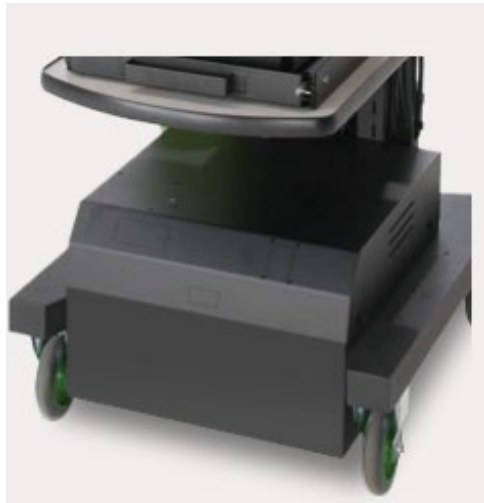
- Stand-alone
- NB Series
- PC Series
- APEX Series
- QC Series
- FH Series

## PowerSwap Nucleus MINI



### Compatibility:

- Stand-alone
- LT Series
- EC Series



## Fixed Seal Lead Acid (SLA)

### Compatibility:

- EC Series
- NB Series
- PC Series
- LT Series
- APEX Series
- QC Series
- FH Series
- PP Series

## Fixed Lithium

### Compatibility:

- NB Series
- PC Series
- PP Series

NEW

# 2021 Powered Industrial Cart Line-Up



## EC SERIES

Our most economical full-size carts for basic tasks and smaller component profiles.



**MOST  
POPULAR**



## NB SERIES

Our most popular and versatile carts, offering exceptional value and unmatched flexibility.



## PC SERIES

Our largest carts with a 400 pound load capacity and plenty of shelf space for inventory and tools.



## Most Popular Accessories

### 2<sup>nd</sup> Shelf

- EC Series – B423
- NB Series – B124 / B124S (SLIM)
- PC Series – B127 (30") / B143 (48")

### Keyboard Tray

- EC Series – B407
- NB Series - B107 / B108 (SLIM)
- PC Series – B107

LCD Monitor Mount - B266

Scanner Holder – B132

Slide Out Printer Shelf – B131

# 2021 Powered Industrial Cart Line-Up



## EC SERIES

Power Compatibility:

- Nucleus MINI
- SLA

[newcastlesys.com/ecseries](http://newcastlesys.com/ecseries)



## NB SERIES

Power Compatibility:

- Nucleus CLASSIC
- SLA (Laser printer friendly)
- Fixed Lithium (Laser printer friendly)

24" wide standard

18" wide SLIM

[newcastlesys.com/nbseries](http://newcastlesys.com/nbseries)



## PC SERIES

Power Compatibility:

- Nucleus CLASSIC
- SLA (Laser printer friendly)
- Fixed Lithium (Laser printer friendly)

30" shelf

48" shelf

[newcastlesys.com/pcseries](http://newcastlesys.com/pcseries)

# 2021 Powered Industrial Cart Line-Up



## LT SERIES

Our ultra-compact carts for modest component setups like a tablet and small printer.



## APEX SERIES

Our on-the-fly height-adjustable carts for instant adjustability to suit every user.



## QC SERIES

Offers vast storage capabilities for manufacturing and quality testing processes.



## FH SERIES

Offers anti-microbial shelves, large rugged casters for field health testing.





# 2021 Powered Industrial Cart Line-Up



NEW

## LT SERIES

Power Compatibility:

- Nucleus MINI
- SLA

[newcastlesys.com/lt-series](http://newcastlesys.com/lt-series)



## APEX SERIES

Power Compatibility:

- Nucleus CLASSIC
- SLA

[newcastlesys.com/apex-series](http://newcastlesys.com/apex-series)



NEW

## QC SERIES

Power Compatibility:

- Nucleus CLASSIC
- SLA

[newcastlesys.com/qcseries](http://newcastlesys.com/qcseries)



NEW

## FH SERIES

Power Compatibility:

- Nucleus CLASSIC
- SLA

Laser printer friendly

[newcastlesys.com/fhseries](http://newcastlesys.com/fhseries)

<https://www.newcastlesys.com/product-chart>

[www.newcastlesys.com](http://www.newcastlesys.com)

Recommended Model Configurations
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<https://www.newcastlesys.com/power-and-run-time>

PowerSwap
Lithium (24/7)

- SLA Battery
  - > LT503
  - > LT504
  - > EC350

PowerSwap
Lithium (24/7)

SLA Battery  
➤ LT504



## 3PL

(Ecommerce Orders +81% )

NB or PC SLA / Fixed Lithium (Packing Slips)

## Manufacturing

Winners (Generators, HVAC, Food, Pharma, Auto)

NB Lithium +

## Retail

Ecommerce (Apparel, Paint, Mattresses, Furniture, Wine)

NB PowerSwap Lithium (Hot Swap)

## Lithium has surpassed SLA



### CAPACITY

Increase by  
30-50+%



### SPEED

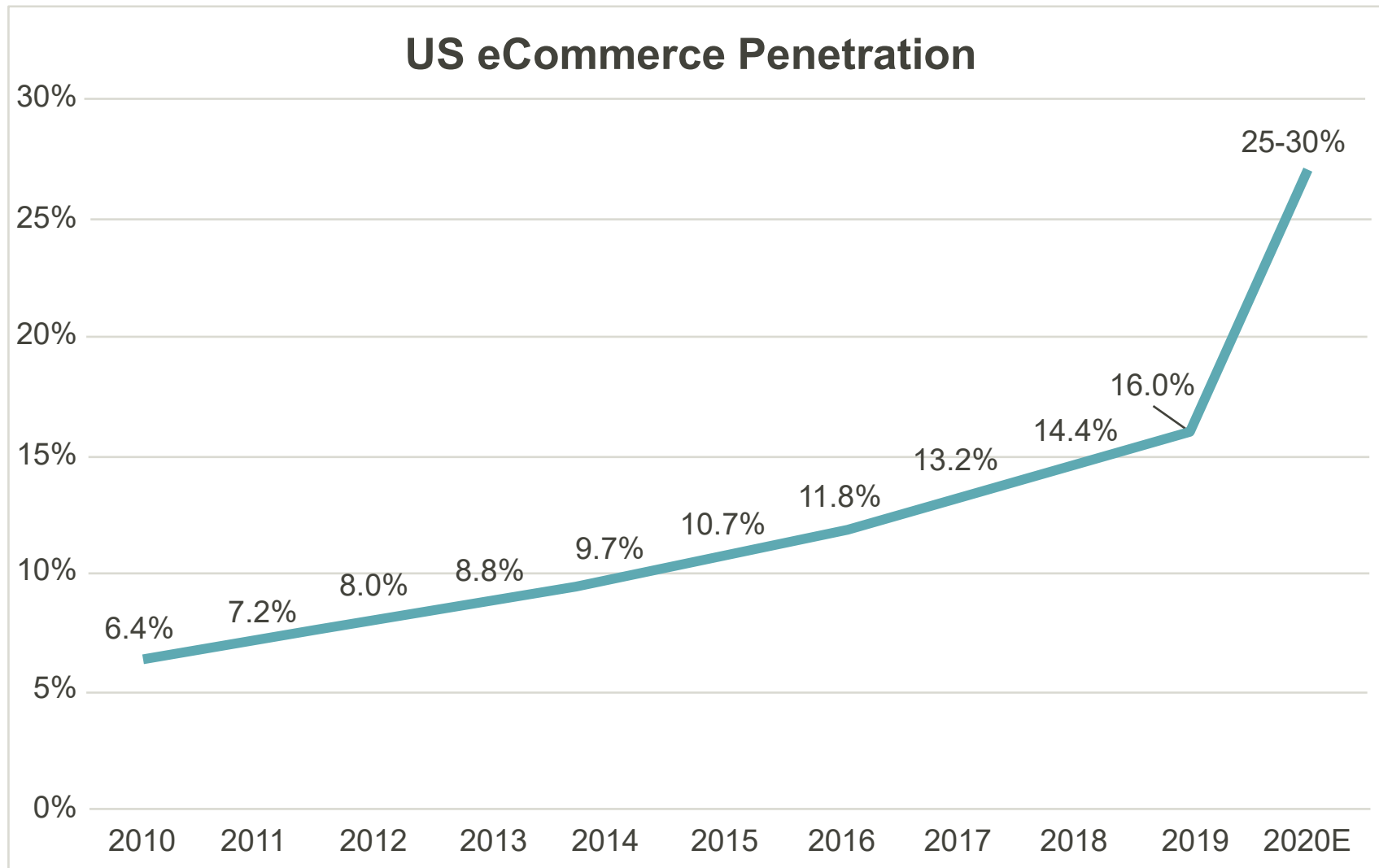
Improve order  
cycle times



### ACCURACY

Reduce mislabeled  
products

# We Want Our Things *Fast*

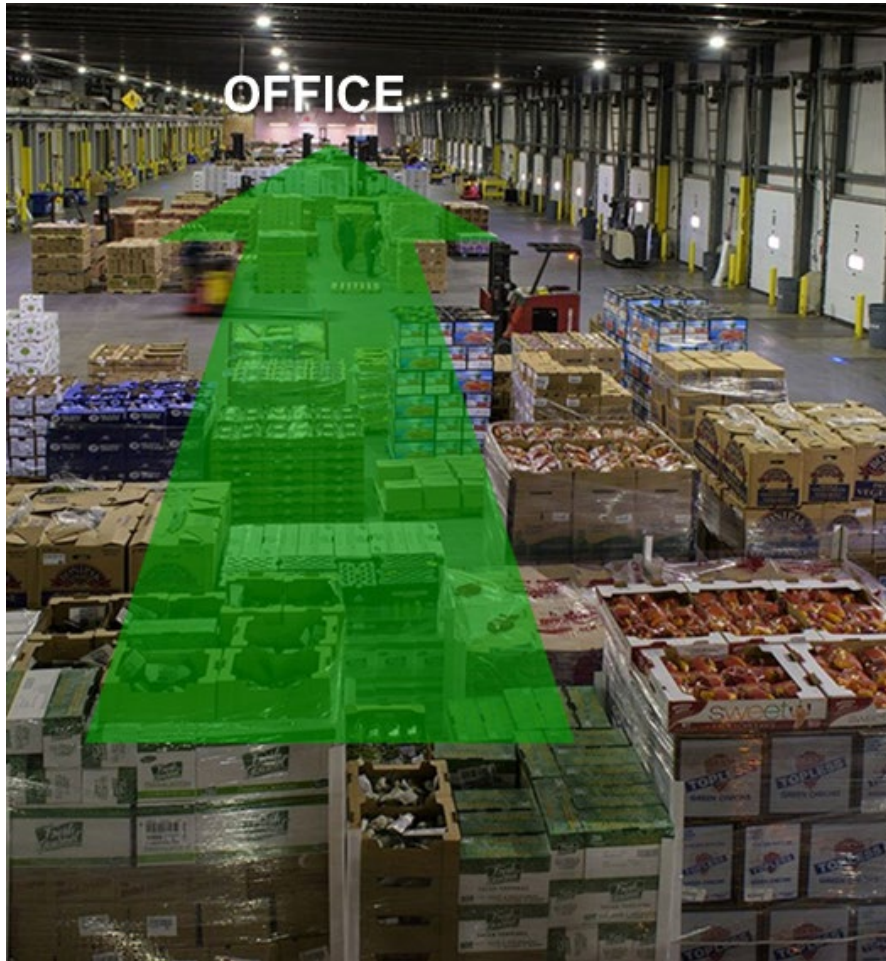




# Congestion









# Simple Solution to a Complex Problem



**2X**  
PRODUCTIVITY



- 3PL, manufacturing, retail, wholesale distribution (B2B)
- Large printer/media accounts
- Mobility accounts
- Are you struggling to keep up?
- Does the dock look congested?
- Are orders leaving your building fast enough?
- Do products get improperly labeled?
- Do you get many returns?
- Are you walking to enter data and print labels?
- If so, can you quantify that?



# Raise Eyebrows



**Our one ask:** Please download the MotionMeter App:



	Choose from select hardware
Enter # of minutes (per hour) spent walking to a static printer or computer desk (include misc. interruptions e.g. chatting with co-worker):	12
Enter average labor rate per hour:	\$20
Enter # of work hours per work week:	40
How many mobile stations do you want to implement?	10
Barcode Printer:	Zebra ZT410
Scanner:	Zebra DS3608-SR
Mobile Powered Cart:	EC102NUM-2
Complete System Cost (each)	\$4,503
Complete System Cost (all):	\$45,030
<b>Potential Savings</b>	
<b>\$\$ Saved per year (when walking is eliminated):</b>	<b>\$83,200</b>
Hours saved per year:	4160
# of months to payback initial cart purchase:	6.5

IT  
OPS

OPS  
CFO

# RSMs – Here to Support YOU



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# YOUR QUESTIONS Contact Your RSM at

<https://www.newcastlesys.com/find-your-sales-contact>

