

## FAQs:

# THE COSTS AND COST SAVINGS OF ROBOTIC LIFT TRUCKS



Hyster® robotic lift trucks can give your operation the consistency and productivity gains of automation, but did you know they can also help *lower* operating costs? Read on for answers to common questions about the cost savings associated with robotics.

### 1. Do the efficiency gains of robotic lift trucks come at a steep price?

Over the long term, robotic lift trucks can actually help lower operating costs by up to 70%. They also offer a lower cost of entry than some may expect, as operations can start with just a single unit – no minimum fleet size required.

### 2. How long might it take to see a return on investment in a robotic lift truck?

Oftentimes, a customer can achieve a return on their investment in 12-18 months in a 3-shift application or 18-24 months in a 2-shift application. The exact timeline depends on several variables, including:

- Quantity of manual units replaced
- Quantity of robotic units purchased
- Total operating hours
- Burdened labor rate

### 3. How do robotic lift trucks achieve cost savings?

Several factors contribute to how robotic lift trucks can help reduce operating costs. Automating repetitive, low-value tasks enables operations to allocate workers to more productive, revenue-generating activities, while helping reduce the downtime and expense associated with operator errors. This approach not only helps improve employee satisfaction and engagement, but it can also help boost retention and reduce the time, expense and lost productivity associated with frequent hiring and training.

### 4. Do robotic lift trucks replace employees?

Robotic lift trucks are not a direct replacement for human operators. Not all manually operated lift trucks are available as robotic models and under most circumstances, 1.3 robots are required to do the same work of one operator. Robotic lift trucks provide real value by taking on the most repetitive, turnover-prone tasks and allowing workers to focus on more meaningful, value-added roles.

### 5. Can robotics help support employee engagement and retention?

Academic research shows that organizations augmented by automation are 33% more likely to be “human friendly” workplaces, in which employees are 31% more productive. And according to a Gallup study, organizations with better employee engagement achieve substantially better retention. This is especially important as the Society for Human Resource Management pegs the average cost per hire at over \$4,000, a number that can be even greater amid severe labor shortages and high turnover.

## ROI IN ACTION

### Application

#### Operating hours:

2 shifts per day, 5 days per week

#### Labor:

3 full-time operators paid \$19/hour, plus 2 hours overtime each week

#### Task:

Move palletized loads from the end of a production line to outbound staging or storage

### Solution

4 Hyster robotic counterbalanced stacker trucks

### ROI

#### Full payback:

2 years

#### Ongoing savings:

\$246,000 per year in hourly labor costs