



KEEPING TEAM SLEDD ON THE MOVE – WITH NEXSYS® BATTERIES FROM ENERSYS®

The NexSys® range of motive power batteries offer fast charging and virtually maintenance-free capabilities that deliver significant operational benefits and lifetime cost savings compared to traditional flooded and gel battery alternatives. Here's how one preeminent retail organization improved its business and bottom line by using NexSys® batteries.

TEAM SLEDD – A HIGH PERFORMER IN CONVENIENCE RETAIL

INCORPORATED IN 1937 IN WHEELING, WEST VIRGINIA, TEAM SLEDD HAS EVOLVED WITH THE EMERGENCE AND GROWTH OF THE CONVENIENCE STORE CHANNEL

to establish itself as the preeminent supplier of convenience retail products and services in the six state Mid-Atlantic Region. Serving all of Pennsylvania, Ohio, Virginia, Maryland, Kentucky and West Virginia, Team Sledd has enjoyed steady sales and facilities expansion through a focus on strategic services, products and capabilities needed to support profitable convenience retail sales growth for its customer base.

With its latest expansion in 2013, Team Sledd now boasts a state-of-the-art warehouse along with enhanced product and growth capabilities in the fast food sector of convenience retailing. Based on its vision and knowledge of the convenience retailer's future challenges, Team Sledd is effectively marrying branded fast food and traditional convenience retailing into a cost effective comprehensive wholesale distribution platform – one that is successfully supporting and leading the profitable growth of its growing customer base of independent and chain convenience retail customers.

Delivering weekly or twice weekly to its regional customers with a fleet of 32 tractor trailers and seven 26' straight trucks, Team Sledd manages on time deliveries customized to each retail store and its operational needs. The warehouse personnel at Team Sledd understand each store's unique receiving needs and fulfills them consistently week in and week out.

The warehouse team's responsibility for not only supporting customer operational success, but for contributing to Team Sledd's continued growth, is based on managing a modern warehouse that includes:

- 200,000 total square feet with 42,100 devoted to cold storage
- 11,000 SKUs in stock including customer proprietary items
- 300 dedicated employees delivering 25 million items ordered per year accurately and efficiently



SWITCHING TO THE NEXSYS® BATTERY AND CHARGER SYSTEM FOR OPTIMUM PERFORMANCE

To best facilitate the day-to-day operations of the warehouse, including tracking inventory levels and stock locations, fulfilling orders and loading/unloading trucks, Team Sledd utilizes a fleet of walkie-rider pallet trucks that are used continuously for seven to eight hours per each of two daily shifts. Over the past four years, to keep their forklift trucks running at optimum levels, Team Sledd has been converting its fleet to the NexSys® battery and charger system.

Chris George, Director of Operations for Team Sledd, is impressed with the high productivity gains resulting from the company's switch to NexSys® batteries. As he shared, "Our pain points all along have been the risks and downtimes associated with traditional batteries. As a virtually maintenance-free battery, installing NexSys® batteries in our warehouse fleet has resulted in high productivity gains. Our uptime is critical. No service issues or safety concerns. We just plug it in and charge."



EXCEPTIONAL PERFORMANCE AND FLEXIBILITY

Team Sledd has four plus years of hands on experience with how the NexSys® battery and charger system provides exceptional performance.

By combining advanced battery design technology with robust materials and construction, and by being virtually maintenance-free and highly resistant to shock and vibration, NexSys® batteries have literally changed the way the Team Sledd warehouse operation performs.

BENEFITS THAT CONVENTIONAL BATTERIES CAN'T MATCH

Engineered with Thin Plate Pure Lead (TPPL) technology, NexSys® batteries are constructed with 99% pure lead to provide unmatched performance across a wide range of temperatures. NexSys® batteries offer optimized cycling performance and rapid recharging that conventional lead acid batteries – gel or flooded – simply cannot.

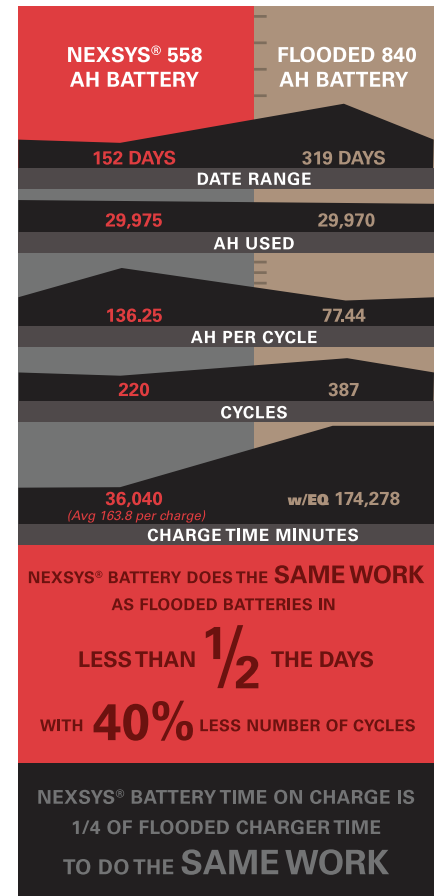
NexSys® batteries also provide the flexibility to use them whenever you want and recharge them whenever you can – during breaks, or at the end of the shift. NexSys® batteries can even be put back into service before they are fully charged.

That's why NexSys® batteries are the ideal choice for traction applications including floor care/cleaning machines, personnel carriers, burden/utility vehicles, Automated Guided Vehicles (AGVs), pallet, sit-down, stand-up reach and order picker fork trucks.

FASTER RECHARGING, LESS MAINTENANCE, LOWER TCO

Whatever types of Class III trucks are in your fleet, the NexSys® battery and charger system from EnerSys® can make your material handling operation more productive and efficient, reducing your Total Cost of Ownership (TCO) by more than 50% compared to conventional batteries*! **Based on conventional AGM battery life cycle expectancy of 500 cycles versus a NexSys® battery life cycle expectancy of 1,200 cycles.*

With recharging in less than 1.5 hours, compared to eight hours for conventional batteries, the system reduces downtime. No need for watering reduces maintenance costs and eliminates exposure to acid. And rugged construction featuring Absorbed Glass Mat (AGM) separators provides extreme shock and vibration resistance for longer battery life. NexSys® batteries are classified as non-spillable electric storage batteries. NexSys® batteries can also help manufacturing and distribution centers stay green. The Environmental Protection Agency (EPA) reports that lead batteries have a 99% recycling rate, making them the most recycled consumer product in the United States.



Take your Class III truck performance to the next level with the NexSys® battery and charger system from EnerSys®. Let us help you find the right power solution to manage your fleet.

**FOR MORE INFORMATION ON
NEXSYS® BATTERY FLEET SOLUTIONS,
CALL US AT 1-800-538-3627 OR VISIT US
AT WWW.ENERSYS.COM**



ABOUT ENERSYS®

EnerSys®, the global leader in stored energy solutions for industrial applications, manufactures and distributes reserve power and motive power batteries, battery chargers, power equipment, battery accessories and outdoor equipment enclosure solutions to customers worldwide. Motive power batteries and chargers are utilized in electric forklift trucks and other commercial electric powered vehicles. Reserve power batteries are used in the telecommunication and utility industries, uninterruptible power supplies, and numerous applications requiring stored energy solutions including medical, aerospace and defense systems. Outdoor equipment enclosure products are utilized in the telecommunication, cable, utility, transportation industries and by government and defense customers. The company also provides aftermarket and customer support services to its customers from over 100 countries through its sales and manufacturing locations around the world.

ABOUT TEAM SLEDD

Team Sledd, a top 25 United States convenience wholesaler and distributor, serves convenience stores, cigarette and tobacco stores and other wholesale customers in six states from its facility in Wheeling, West Virginia. Incorporated in 1937, Team Sledd today operates 24 hours a day, five days a week and serves its customers in Pennsylvania, West Virginia, Ohio, Maryland, Virginia and Kentucky via a fleet of 40 vehicles. Team Sledd has grown from a company with less than 30 employees with \$3 million in sales to more than 260 employees with \$560 million in revenue over the past 30 years.

NexSys® Battery Benefits

- Virtually maintenance-free – no watering or changing
- High energy throughput – up to 180% of battery capacity rates per 24 hours with an opportunity charging regime
- Long maintenance-free life cycle – up to 1,200 cycles at 60% DOD
- Short recharge times – as little as 1.5 hours at 60% DOD (with NexSys battery charger)
- Opportunity charging capabilities – ideal for multi-shift operations
- Extreme shock and vibration resistance
- Long shelf life (up to two years at 68°F/20°C)



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Walkie-rider pallet truck case study