



Mobile Powered Workstations, Accessories & Power Packages

Greetings,

I do hope your business is doing well in this challenging economic environment.

As many of you reevaluate your business practices and procedures in light of the current market conditions there is a sharper focus on improving efficiencies and raising productivity levels. Many of our customers are concerned by the market but realize that they must continue to make improvements in their operations both for today and tomorrow. Everyday we hear how they want to eliminate the unnecessary walking between the dock and a fixed printer/computer desk.

Newcastle Systems has now developed an ROI Calculator to help you quantify these inefficiencies and to demonstrate how our wireless stations can help. **We invite you to see how much you can save in your facility. Check out page 2 for more information!**

Sincerely,

John O'Kelly  
President

## A Mobile Powered Printer/PC Cart



**IMMEDIATE**

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**Labor**

**Savings**

Newcastle Systems can show you how a mobile powered cart will equal immediate labor savings in your warehouse, DC, retail floor and more.

By eliminating just 8 minutes out of an hour of walking time to a static computer, printer or other powered equipment, you can save an estimated **\$7,000 per year**. Implement 10 mobile stations and your savings increases to \$70,000 per year.

Turn the page and we'll show you how...

 **NEWCASTLE**  
SYSTEMS

# Calculate YOUR Savings

Enter # of minutes (per hour) spent walking to a static printer or computer desk (include misc. interruptions e.g. chatting with co-worker):	<b>8 minutes</b>
Enter average labor rate per hour:	<b>\$25</b>
Enter # of work hours per week:	<b>40 hours</b>
Enter # of mobile stations you want to implement throughout the facility:	<b>10 units</b>
Cost of Mobile Powered Cart (average cost ~\$2000)	<b>\$2000</b>

## Access Real-Time Information ANYWHERE

"A mobile powered cart lets us bring the full power of our ERP directly to the dock door, shipping dock or any other area within our facility."

**George Guzman,**  
Director of Distribution Technology

# Potential Yearly Savings

\$\$ saved per year (when walking is eliminated):	<b>\$69,333.33</b>
Hours saved per year:	<b>2,773.33</b>
# of months to payback cart purchase:	<b>3.46</b>

Calculate your own savings with our new on-line ROI Calculator at [www.newcastlesys.com/roi](http://www.newcastlesys.com/roi)



PC Series Mobile Powered Cart with Optional Second Shelf

# Productivity Gains

When you integrate a mobile powered cart with your computer, printer, or other powered equipment, the increased productivity is immediately apparent.

In addition to eliminating footsteps, some examples include:

- Reduction of costly interruptions (e.g. chatting with co-workers) since workstation stays with the operator at all times
- Improved accuracy of picked and shipped items; since workstation stays with the operator this can alleviate improper labeling, inaccurate inventory counts & more.
- Continual access to "real-time" information

## Avoid Mis-Labeling

"Mis-labeling can occur when a worker has to go to a fixed printer to print labels, and then walk the labels back to the product they intend to label. The likelihood for one or more mis-labeling events to occur is very high. This can be significantly reduced (if not eliminated) with a mobile powered workstation."

**Bob Bunsey, President,**  
Spede Technologies

# Improved Efficiencies at Hol-Mac

## Company

Hol-Mac Corporation, headquartered in Bay Springs, MS serves OEMs (such as John Deere and Caterpillar) as a major supplier of steel fabrications, cylinders, refuse and recycling equipment.

## Challenge

According to John Larrabee, Hol-Mac's IT Manager, "we had a wireless network installed throughout our four facilities, but we had our thin clients and other powered equipment positioned on static computer stands. To improve efficiencies, we needed something mobile & powered that enabled our technicians to bring the thin client or test equipment "to the job" throughout all four facilities. We also needed something that could withstand a harsh environment in our machine center. The standard rubber casters would not hold up in this environment so we had to go with special steel wheels."

## Solution

Hol-Mac worked with System ID Warehouse, a leading business to business reseller and manufacturer of Auto Identification & Data Collection Products to find the ideal durable solution to make their equipment mobile. **Newcastle Systems' NB Series Mobile Powered Workstation** equipped with steel rear locking swivel casters "fit the bill perfectly."

"We've eliminated a lot of footsteps", says Larrabee. "We're now able to bring our thin clients and other equipment directly to the job, ANY-WHERE within our four facilities. The units are great! We own about 20 systems!"

## Result

Hol-Mac has increased efficiency and productivity in several areas that include:

**Machine Center:** The machinists bring the carts equipped with thin clients directly to the job they are machining. They are able to access their database of detailed job drawings to determine material cut length, etc. While machining the job, they can be checking inventory in the database for the next job.

**Quality Assurance:** The carts, along with thin clients and test devices are brought directly to the large pieces of welded steel for comprehensive quality testing. (These steel pieces are typically the size of a large automobile and can not be brought to the test devices.)

**Shipping & Receiving:** Shipping accuracy has improved since the order picking printer and label printer are always within arms length, eliminating a lot of unnecessary footsteps to a static workstation.

**To learn more about Hol-Mac Corporation, visit [www.hol-mac.com](http://www.hol-mac.com).**



## NB Series Mobile Powered Workstation

**Powered:** Seamless rechargeable power and the ability to run up to 4 devices at once for 8-12 hrs.

**Mobile:** 5" locking swivel casters make it easy to deploy to area of need

**Modular:** With a complement of accessories it can be configured to suit any application

**Adjustable:** Using a slotted upright system the shelves and accessories can be quickly adjusted to the most comfortable position



NB Series with optional 2nd shelf, LCD post, keyboard tray, & scanner holder

# **NEW** Portable Power Packages

Newcastle Systems now offers a full line of competitively-priced stand-alone power packages that provide consistent, reliable run time up to 8+ hours for most applications requiring portable power.

## **This includes, but not limited:**

- Non-powered equipment carts
- Areas in your facility without power & much more

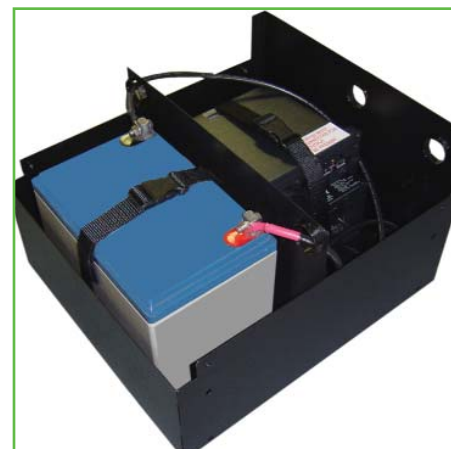
The full line of power packages consist of an inverter, smart charger, battery, standard battery status meter, wire harness and a sealed but fully ventilated 16" x 16" x 12" cabinet. An optional inverter/charger status meter is also available.

It's time to cut those extension cords and take advantage of portable power! These units are configured to handle your power requirements and to run for the time period you need.

## **Learn more at**

**[www.newcastlesys.com/Power-Packages.asp](http://www.newcastlesys.com/Power-Packages.asp)**

**or call us directly at 781.935.3450**



Power package  
(with cover off)



Enclosed power package  
and battery status meter



Newcastle Systems, Inc.  
10P Roessler Road  
Woburn, MA 01801

Tel: 781.935.3450  
[www.newcastlesys.com](http://www.newcastlesys.com)

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