



PROFILE

Industry: Logistics
Name: Newcastle Systems
Location: Haverhill, MA
Founded: 2005
Website: www.newcastlesys.com

CHALLENGE

Make battery-powered mobile workstations practical and energy-efficient to support 24/7 warehouse operations, to improve warehouse staff productivity and accuracy.

SOLUTION

The Epson WorkForce® Pro WF-M5299 Monochrome inkjet printer reduces mobile carts' power consumption dramatically and makes battery-powered mobile workstations practical for round-the-clock warehouse shifts.

Innovative Mobile Workstations Equipped with Epson Printers

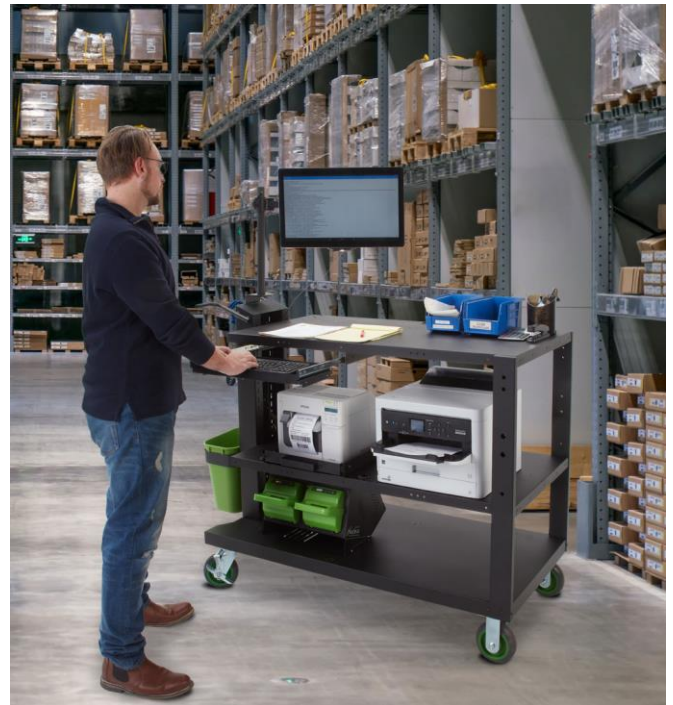
“Our mobile workstations are a game changer in the warehouse,” says Kevin Ledversis, director of sales Newcastle Systems. “A typical warehouse worker can waste hours of their workday walking back and forth to “fixed” or static workstations. Our mobile workstations greatly reduce that inefficient use of time which greatly improves worker utilization.”

The Newcastle mobile carts are designed to hold and power a computer, monitor, barcode scanner, label printer and office printer to print packing slips, bills of lading and other crucial paperwork allowing workers to immediately improve productivity wherever they do their jobs.

Newcastle Systems, located in Haverhill, Mass., was founded in 2005 and has grown an extensive customer base from wholesale and retail distribution centers including the largest online retailers to third party logistics companies.

According to Newcastle, one challenge for the mobile carts has always been the need to power laser printers that require heavy lead-based batteries built into the cart.

Ledversis says, “When we equip a workstation with a laser printer, it takes Newcastle’s heaviest battery system consisting of two or three 70-pound lead acid batteries to power the workstation and printer around seven to eight hours. That’s a problem for companies that run more than one shift, because the cart must recharge for eight more hours, requiring an extra cart for each work area.”



To create an alternative, lighter and more efficient option, the Newcastle team now offers swappable lithium battery powered carts to pair perfectly with the energy-efficient inkjet printing technology,2 drawing less power from the cart’s battery.

Epson’s PrecisionCore® Heat-Free Technology is designed to be energy efficient and reliable. 2

“Our mobile workstations are a game changer in the warehouse”

— KEVIN LEDVERDIS, DIRECTOR OF SALES
NEWCASTLE SYSTEMS



Epson Business Inkjet Printer

Case Study | Newcastle Systems

With the Epson WorkForce® Pro WF-M5299 monochrome inkjet printer, Newcastle has discovered a solution that has dramatically reduced the cart's power consumption, making battery-powered mobile workstations truly practical for 24/7 operations.

"With an Epson WF-M5299, a fully equipped cart can be powered with just one 11-pound lithium iron phosphate battery. The lithium batteries are fast charging and can be hot-swapped," said Christine Wheeler, marketing director, Newcastle Systems. "Clients keep one battery in the charger and one in the cart for ultimate efficiency."

"Epson is definitely a good alternative for us, and we recommend it whenever we can," said Christine Wheeler, marketing director, Newcastle Systems. "A number of our customers have tested it carefully, then rolled it out across their companies. They have been very pleased."

According to figures published by Newcastle Systems, the typical receiving process takes approximately 20.75 minutes. However, with the use of mobile carts, Newcastle sees some clients cutting that time in as much as half depending on how much walking is required of its employees.

"Having to walk back and forth to print labels or shipping documents on a manufacturing floor or transferring handwritten notes to a computer can lead to many errors," said Wheeler. "We have found that rolling the computer and printers directly to the pallet not only improves the time to get that shipment out the door, but also ensures the labeling and paperwork is accurate."

Newcastle Systems doesn't sell the computer hardware stocked on its mobile carts. They must place whatever technology their clients want to use, including laser printers, on the carts but they can make recommendations.

In a warehouse or manufacturing environment, most clients need only black and white printing, so the Newcastle sales team has been recommending the Epson Workforce Pro WF-M5299, which offers up to 40,000 ISO pages¹ of printing before changing the large ink pack.

"We are definitely an advocate of Epson," Wheeler says. "Epson printers work great, and because they take so little power,² our very cool, hot-swappable lithium power system works great as well."

"Epson's PrecisionCore® Heat-Free Technology is designed to be energy efficient and reliable."

***— KEVIN LEDVERIS, DIRECTOR OF SALES
NEWCASTLE SYSTEMS***

¹ Replacement ink pack yields are based on the ISO/IEC 24711 standard using the ISO/IEC 19752 pattern in default mode printing continuously. Ink pack yields vary considerably for reasons including images printed, print settings, temperature, humidity, and frequency of use. Yields may be lower when printing infrequently. Ink is used for printing and printer maintenance. For print quality, part of the ink from the included ink packs is used for printer startup and a variable amount of ink remains in the ink pack after the "replace ink pack" signal. For details, see www.epson.com/inkinfo

² Compared to similarly featured monochrome printers under \$500 and under 40 ppm based on industry available data, April 2018. Printer prices are average sales prices per industry available data, April 2018. Actual power savings will vary by product model and usage.