

MULTI-SHIFTER *inc*

P.O. Box 38310
Charlotte, NC 28278

PHONE 704-588-9611
FAX 704-588-4730

SYSTEM SPECIFICATION WORKSHEET

Customer Name: _____ Date: _____

City, State: _____

Contacts Name: _____ Phone #: _____

Dealer: _____ Salesperson: _____

Phone #: _____ Fax #: _____

Quote ? : _____ Layout ? : _____ Probability of order: _____ %

Expected Close: _____ 30 Days _____ 60 Days _____ 90 Days _____ Other _____ Budgetary

Equipment & Battery Descriptions

	Truck Make & Models	Qty. Trucks	Total Batts.	Qty Stored	Roller Height	Battery Weight	Battery Length	Battery Width	Battery Height
A									
B									
C									
D									
E									
F									
G									
H									
I									
J									
K									
L									
M									
N									
O									
P									
Q									

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The System Specification Worksheet is the checklist of questions that Multi-Shifter, Inc. requires answered in order to develop an accurate and well designed system and quotation. It is necessary that the information on this worksheet is completed by the "on site" salesperson before a quotation is requested.

- 1) Can trucks that are not currently configured for side removal be modified? Yes No
- 2) Are poly-inserts required for any trucks? Yes No Qty of trucks required for: _____
- 3) If trucks to be modified are sit down counterbalance, remove the battery, inspect the compartment, and view the motor access opening. Consider whether the Poly-Slide inserts will be over the motor opening. Note the access dimensions on the Multi-Shifter terminology page.
- 4) What is the overall length of the longest truck in the system including forks or attachments? _____
- 5) Are there any side loaders, 4-directional, or 3-wheel trucks in the fleet? Yes No
- 6) What are the number of shifts worked per day? 1 2 3
- 7) What type of battery wash equipment is required? Autowasher Power Wash Cabinet Manual Wash Stand
- 8) Is a Waste Water Filtration System required? Yes No
- 9) What type of system is desired? Single Level - AC or DC AC Double Stack AC Triple Stack
- 10) What type of battery stands are required? Poly-Glide Roller
- 11) What is the maximum depth of the chargers to be used with the system? _____
Please provide quantities and dimensions of chargers to assure placement.
- 12) Can all chargers be stacked on top of one another? Yes No
- 13) Do covered batteries require space on the sides for cable clearance when being charged? Yes No
- 14) Do covered batteries require that their covers be open during the charging operation? Yes No
If yes, then what is the height of the tallest batteries with the covers raised? _____
- 15) Are the lift trucks used in a freezer or refrigerated facility? Yes No
- 16) Is factory installation desired? Yes No If yes: Full or Supervisory
- 17) What is the space allotted for the battery charging area? _____
(Please provide sketch if there is a specific or tight area.)

NOTES: _____

System Justification Worksheet Information

The information that we are requesting here will help us provide you with an accurate portrayal of the various benefits that the customer will derive the use of our battery handling system. Please provide us with information

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that is accurate and as complete as possible.

Average price of lift trucks?	\$ _____
Average price of batteries?	\$ _____
Average price of chargers?	\$ _____
Average cost of labor / hour?	\$ _____
Average change time using current method?	_____ Minutes
Average pallet movement time from origin to destination?	_____ Minutes
Value placed on floor space / square foot?	\$ _____
Area required for current battery charging / changing system: _____ Length X _____ Width = _____ Square Feet	

Competitive Information

Are we quoting against competition? If so, who? _____

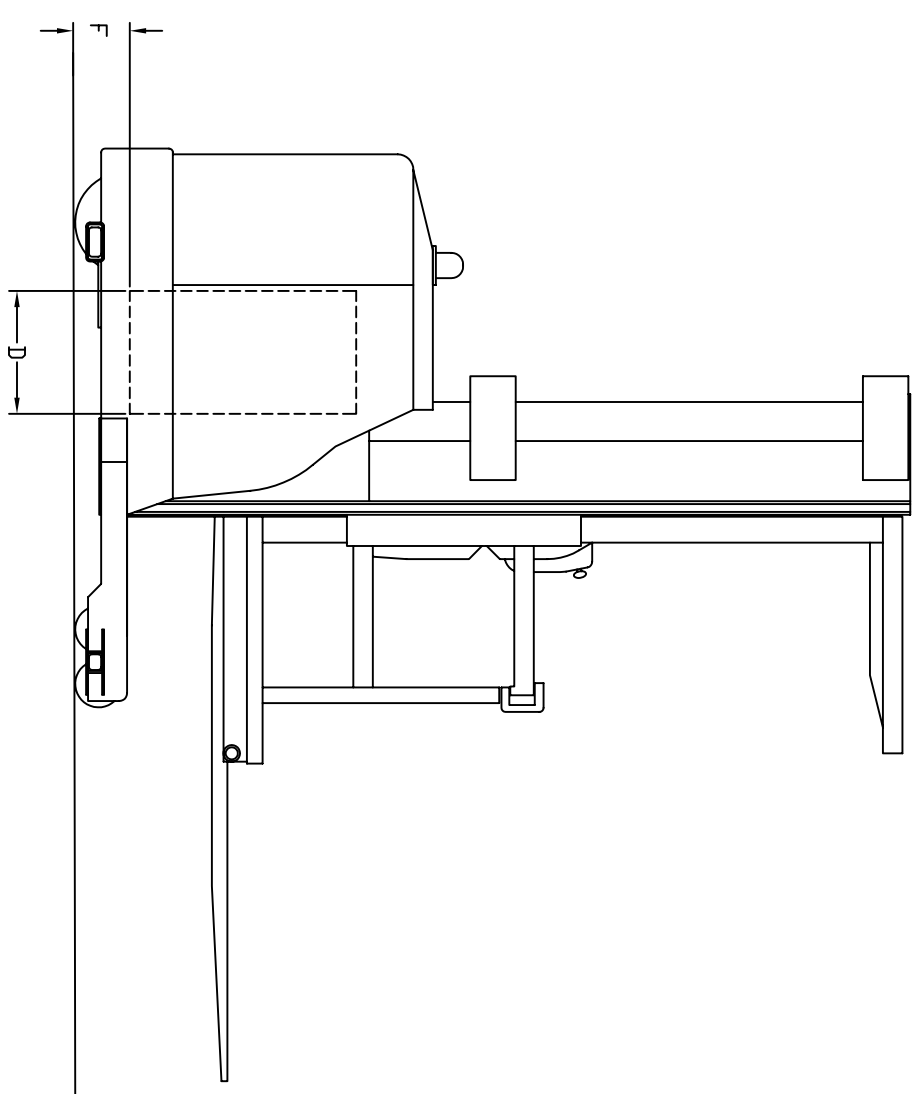
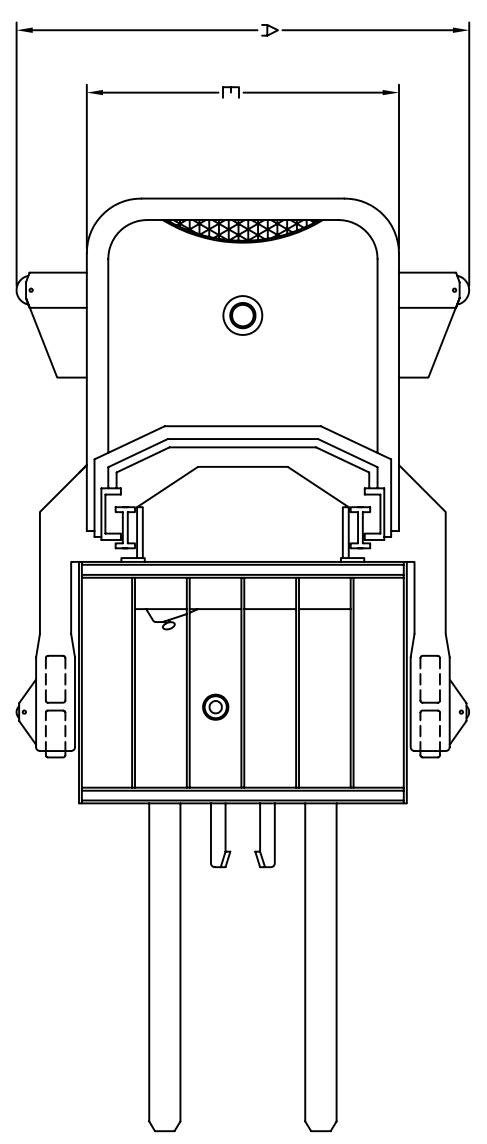
What kind of battery handling vehicle is quoted? _____

Is the vehicle being quoted AC or DC? _____

What type of battery stands are quoted? Roller? Poly-Glide? _____

What type of battery wash system is quoted? Automatic? Manual? _____

Is a waste water filtration system quoted?	Yes	No
Is factory installation included in quotation?	Yes	No
Are Poly Slide inserts for trucks included in price?	Yes	No



SYSTEM SPECIFICATION - MULTI-SHIFTER TERMINOLOGY

A = _____ WIDEST POINT OF TRUCK

B = _____ D.A.W. OF TRACTOR

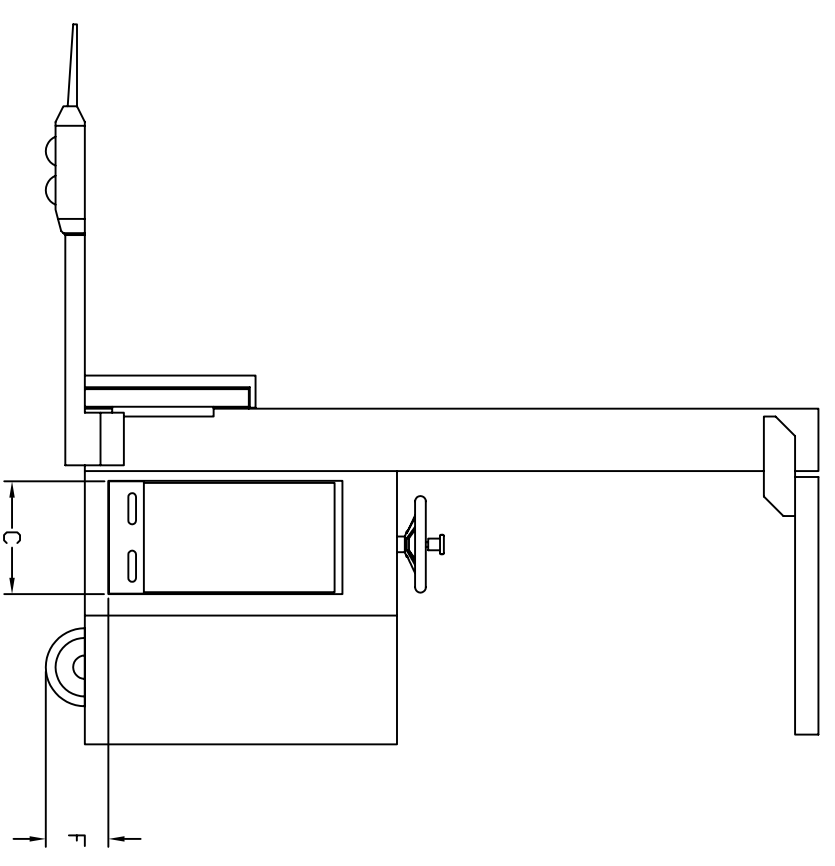
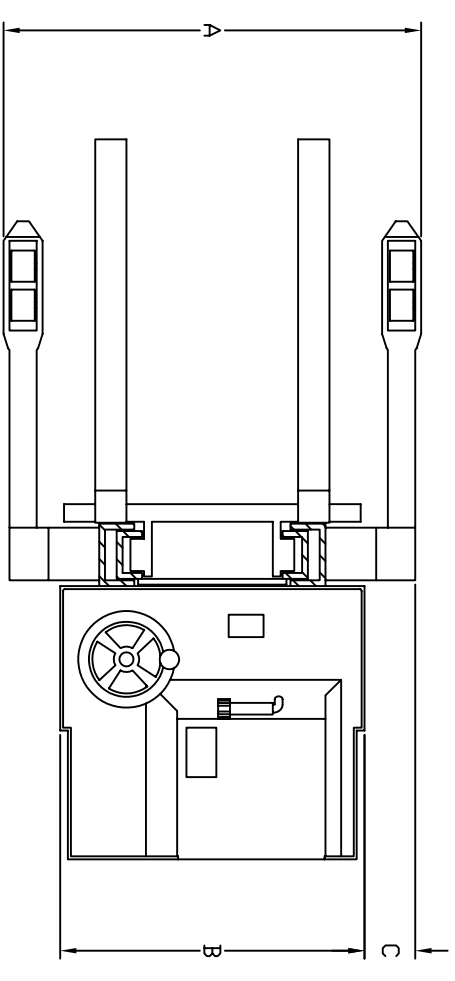
C = _____ WIDEST POINT TO BATTERY COMPARTMENT SPAN (A-B/2=C)

D = _____ BATTERY WIDTH

E = _____ BATTERY LENGTH

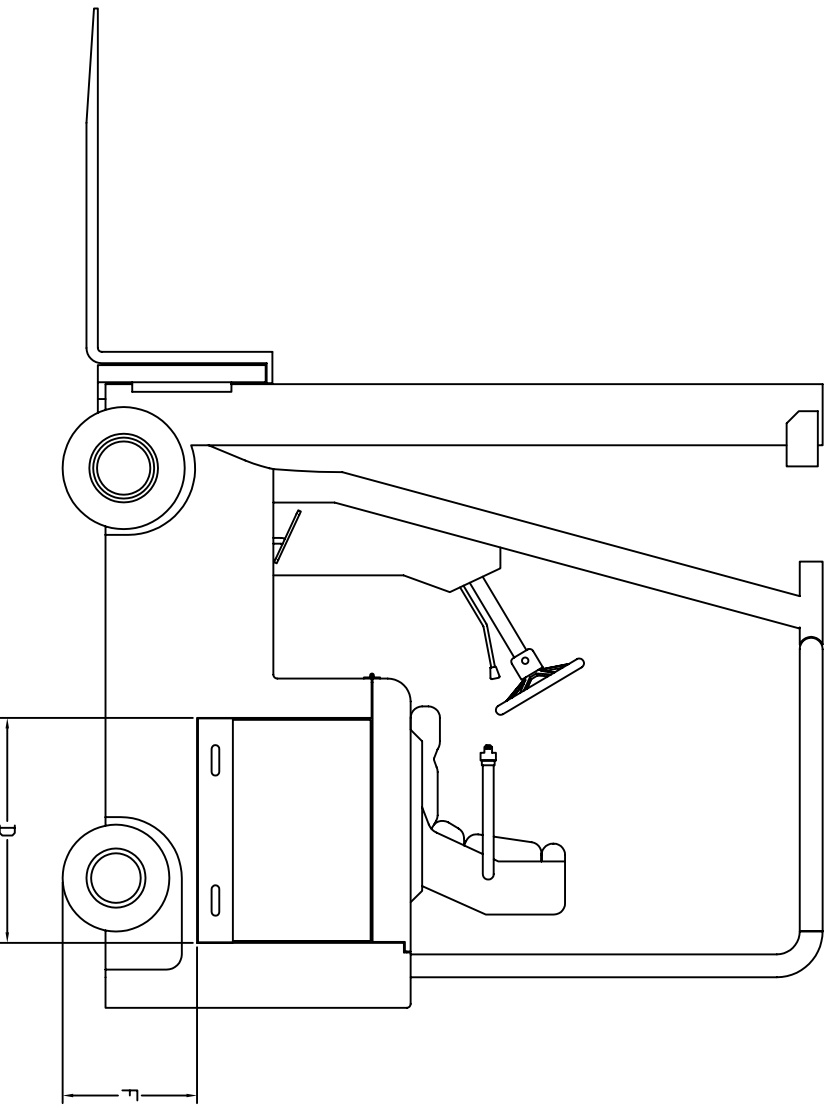
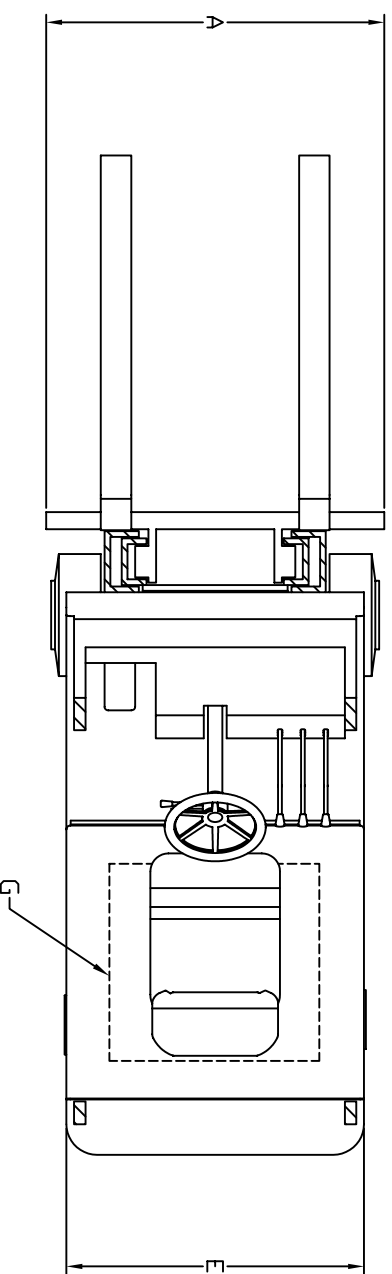
F = _____ FLOOR TO TOP OF ROLLERS / COMPARTMENT BOTTOM

G = _____ L x _____ W OF MOTOR ACCESS OPENING



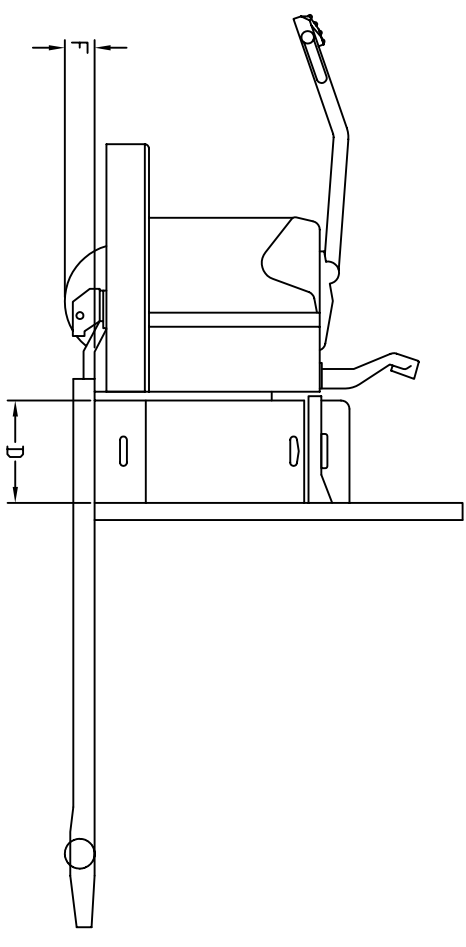
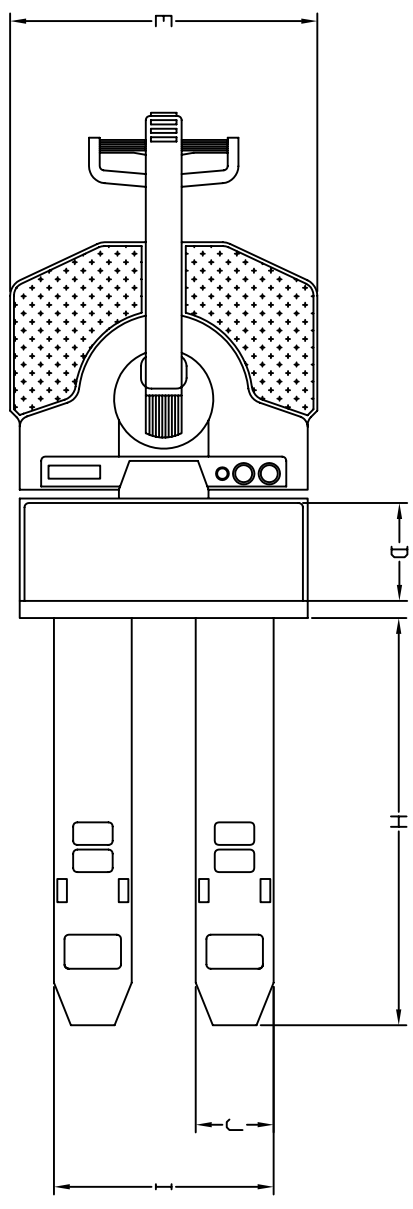
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- F = _____ FLOOR TO TOP OF ROLLERS / COMPARTMENT BOTTOM
- G = _____ W OF MOTOR ACCESS OPENING
- H = _____ L x _____ FOLK LENGTH
- I = _____ FOLK OUTSIDE SPREAD
- J = _____ FOLK WIDTH