



## GramZero Grows with Big Joe

GramZero is a manufacturer of stevia-based, sugar-free food products located in Amsterdam, NY. Founded a little over a decade ago by President Joe Stone, GramZero has grown from a startup in the corner of a rented warehouse to a multi-million dollar enterprise. With that growth came the need for greater efficiency in their material handling processes, starting with the Big Joe LPT26 Li-ion powered pallet jack. "I'm very comfortable, as an owner, knowing that any employee can use the power pallet jack. It's kind of the go-to piece of equipment that can be used anywhere in the operation," Stone said. "Big Joe made us more powerful and stronger to be able to move things, especially in the tighter spaces on and off of trucks."

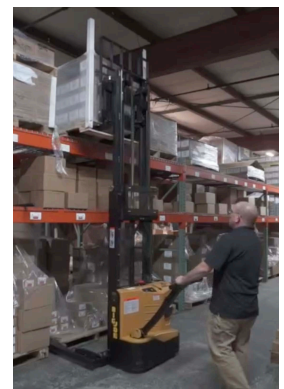
**"Everybody's successful and feels confident in running any of these pieces of equipment, and everybody can do it. There's our success, and there's our efficiency." Ken Montgomery**

"As we expanded, we added racking to our warehousing operation, which of course, meant we needed a new piece of equipment. The Big Joe S22 straddle stacker was the perfect solution for our tight spaces and getting material up on to racking," said Stone. "It does what we need it to do. I need it to pivot tightly in tight areas and also I need to feel safe with my employees doing it," added Ken Montgomery, Operations Manager.

"One of the things I really like about the Big Joe line is it's just simple. Pull the handle back, throttle this forward, and it goes. It's just very simple. There's not all kinds of bells and whistles. The operator really doesn't have to think too much. They can focus on the task and move it safely, not on the machine. The machine's just in your hands, that's it, just a simple clean move, and it's great." said Montgomery.

Record sales growth continues to drive expansion at GramZero, leading to purchasing a powered forklift. As a food company, the pollution associated with an internal combustion truck made it a no-go, and the operational limitations of an industrial battery-powered electric truck were considered definite drawbacks. The Spark lithium-powered forklift was a great solution because it didn't have any of the negative side effects, but had the positives of using it as you need it when you need it, Stone said. The Spark lets us opportunity charge, so it's always ready, and the cleanliness, of course is critical for us.

"You don't need to really maintain it. Just plug it in and charge it. It doesn't need to be topped off. We don't have to clean terminal connections. We don't have to have all the safety equipment, the eye wash stations, the gloves, the aprons, we don't need it, and that's what we were looking to avoid to keep our products clean, so all the way around, the lithium was definitely the way to go," Montgomery said.





# Ideas @ work



## The LPT26 Lithium Pallet Truck Features:

- Up to 3 hours of runtime per charge
- Ergonomic handle with reversing switch, horn and dual “butterfly” thumb controls that are intuitive and allow for safe, accurate operation
- Unique Easy-Exchange battery system that functions like common cordless hand tools
- Strong permanent magnet drive motor
- Key switch to limit access to approved personnel

## The S22 Straddle Stacker Features:

- 24 volt system
- High efficiency drive system
- Adjustable Straddles. S22-62R Fork over configuration available
- Infinitely variable speed operation for right turning in close quarters
- Ergonomic handle with safety reversing switch and horn
- Maintenance free integral batteries and 110 volt charger
- Battery discharge indicator
- Emergency power disconnect
- Key switch to limit access to approved personnel



## The LXE40 Spark Lithium Forklift Truck Features:

- Clean Power
- Low-cost operation
- 4 - 4.5 hours continuous runtime per charge
- Opportunity charge at a rate of 1% every 80 seconds with a 3 phase charger
- Larger, more comfortable operator's compartment than a traditional electric forklift
- Sideshift functionality for added productivity
- Solid pneumatic tires and weather resistant key components
- Reverse travel grab handle with horn