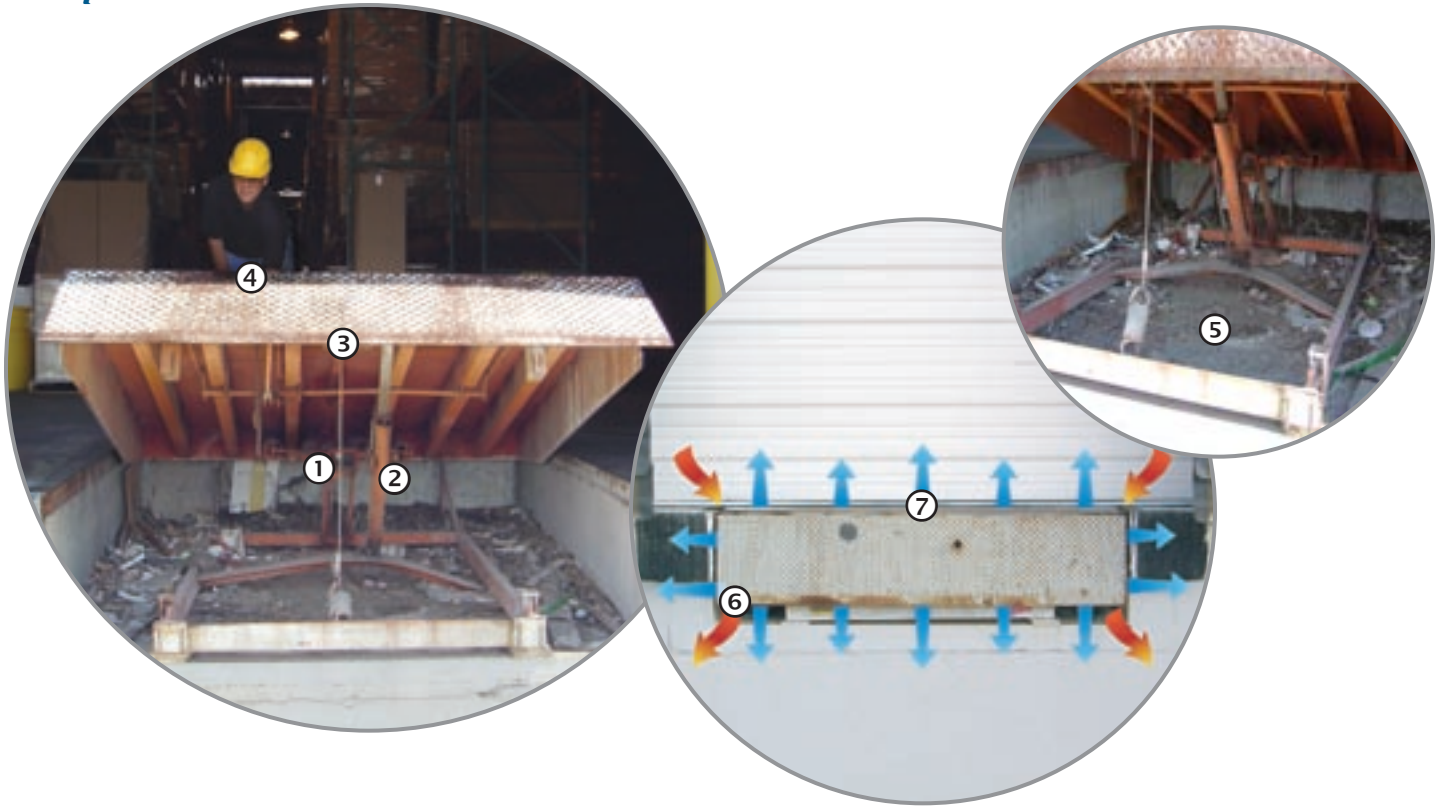


The Problem With Mechanicals

Pit-mounted, mechanical dock levelers have traditionally been the most common and most affordable leveler for bridging the gap between the loading dock and the trailer. *The Problem is... mechanical levelers don't always address conventional loading dock problems.*



Mechanical Dock Levelers... difficult to operate, frequent maintenance, and high cost of ownership

① Spring Adjustments

Springs require regular adjustment and are difficult to access. The nature of its design makes the leveler difficult to walk down, which is complicated by age and lack of adjustment.

② Hold-down

High parts count and constant tension causes working parts to wear and need replacement. Hold-down replacement can cost over \$500.

③ Lip Extension System

High parts count, requires regular lubrication, and replacement parts are common under normal use.

④ Pull Chain Activation

Dockworker must bend over and pull a release chain every time the dock leveler is operated or re-positioned. Release becomes difficult if springs and hold-down are not maintained.

⑤ Cleanliness

Collection of debris in the pit is unsanitary and impedes maintenance and service. Some leveler sub-frames are obstacles to pit cleaning. Pits offer access to rodents. Spray wash down can deteriorate activation and structural components.

⑥ Theft/Security

Employee theft is a \$15 billion problem for the retail industry alone. Gaps between the leveler deck and the pit walls when the leveler is stored allow some products to be pushed into the pit for retrieval from outside the building.

⑦ Energy Loss

Energy loss is caused by air traveling out through the gaps between the leveler deck and the pit walls while the leveler is stored. Weatherseal on mechanical dock levelers is easily damaged or missing.

The Real Cost of Mechanicals

Pit work required! The cost of a recessed concrete pit, plus the leveler cost and maintenance repair costs over the life of the leveler actually contradict its affordable reputation.

New Pit Construction

Minimum Requirements:

- Rebar & Pit Steel
- Pit Forming (Includes material & labor)
- Concrete Pour (Approx. 3 yards of concrete, 2,500 psi mix)
- Form, Breakout & Finish Work

Typical Cost Range: **\$1,000 - \$1,700***

(depending upon quantity and location)

*Note: Does not include costs associated with Architectural/Design work, delays due to multiple pours or delayed pours, or incorrect pit construction (out of square or too shallow).



Retro Pit Construction

Minimum Requirements:

- Permitting (as necessary)
- Saw Cutting (wall face and warehouse floor)
- Demolition (existing concrete and fill)
- Disposal (existing concrete and fill)
- Dust Cover (debris control as necessary)
- Plus, all items of new construction pit work

Typical Cost Range: **\$2,500 - \$3,200***

(depending upon quantity and location)

Cure time prior to dock leveler installation: 3 days (time may vary)

*Note: Does not include costs associated with re-routing of existing utility lines, Resurfacing/sealing of warehouse floor (as necessary), Loss of dock access during construction, or Re-routing of material handling to alternate docks.



The Simple Solution



Modified Cost of Ownership for Mechanical Leveler	Estimated Cost
Purchase Price: (Varies by quantity, leveler size, capacity and options) (Includes material, freight, and installation)	\$1,600 - \$3,200
Estimated Pit Construction Cost: (Varies by new construction vs. retrofit) (Includes material, steel, and labor)	\$1,000 - \$3,200
Estimated 5-Year Maintenance Cost: (Lubrication of approx. 20 points every 90 days) (Adjusting main springs and lip extension as necessary) (Clean out pit and remove debris) (Based on quarterly maintenance at \$50 per visit)	\$1,000
Estimated 5-Year Service Cost: (Based on 2 service calls - 2 hours per call at \$85 per hour) (Includes cost of hold-down assembly and misc. small parts)	\$950
Total Cost Analysis:	\$4,550 - \$8,350



SPX DOCK PRODUCTS