

Cost Analysis

The Tip of the Iceberg

Below is a comparison of the 5 year total cost of ownership (TCO) for Electric Pneumatic and I.C. Cushion 5000 lb. forklifts. As you will see, acquisition cost is only "the tip of the iceberg". Although having a higher up front cost, Electric Forklifts have a much lower TCO.



Competitive Analysis

3 Comparisons to Consider

Here are 3 comparisons showing the capabilities of the 2EP5000. Not only does this truck outperform other electric pneumatic lift trucks, but also excels in factors of energy efficiency and sustained performance levels.



1

5000 # Electric Pneumatics Loaded Performance Comparison

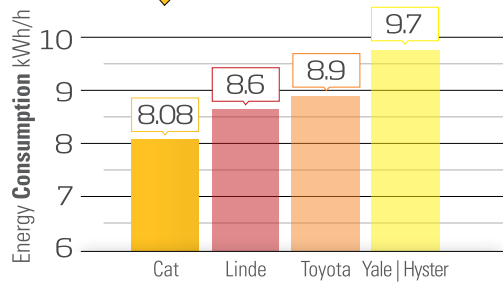
Travel Speed | Lift Speed | Lower Speed

	Travel Speed	Lift Speed	Lower Speed
Cat 2EP5000	11.8 mph	94.5 fpm	114.2 fpm
Yale Hyster	11.2	75	112
Toyota	8.7	67	98

Data was obtained using an unbiased 3rd party reporting service.

2 Energy Efficiency | VDI 60

Below is a graph showing the kWh consumed when completing 60 VDI cycles in 1 hour. Keep in mind, less is more here!

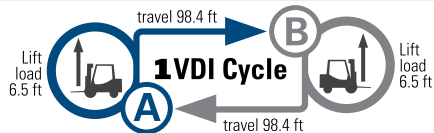


What does reducing fuel costs by up to 16% a year mean to you?

16% more energy efficient vs. Yale

So, what's a VDI?

A VDI Cycle is an internationally accepted standard used to measure the fuel consumption (among other things) of IC and electric forklifts. Below the illustration shows an example of 1 complete VDI cycle.



The forklift lifts a load 6.5 feet at **A**, travels 98.4 feet to point **B**, lifts the load to 6.5 feet at **B**, and travels 98.4 feet back to point **A**.

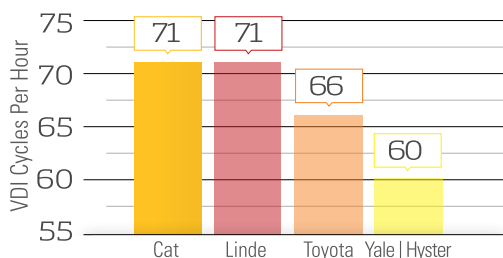
Real World Application

As a comparison tool the VDI Cycle works. But keep in mind that real world conditions will likely amplify the results shown.

Examples include how the operator drives, as well as application specifics. Each variable will contribute to an overall affect in the lift trucks performance.

3 Performance | VDI Max

Below is a graph showing the amount of VDI Cycles that can be performed per hour.



What does moving 18% more product a year mean in \$ to you?

18% more cycles vs. Yale

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www.tri-liftnj.com/electric_forklifts



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