



PROMAT®

2015

McCormick Place South | Chicago

March 23-26, 2015

promatshow.com

Convert to Electric

***How Leading Companies are
Improving Operations by
Replacing LP forklifts with Electric***

Sponsored by:

EnerSys®
Power/Full Solutions

Presented by:

Mark Tomaszewski, MBA

Regional Manager, Emerging Technologies

EnerSys

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Increased Migration to Electric Lift Trucks



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Preferred Choice

Electric has been the preferred motive power choice for industrial lift truck consumers for over 30 years.

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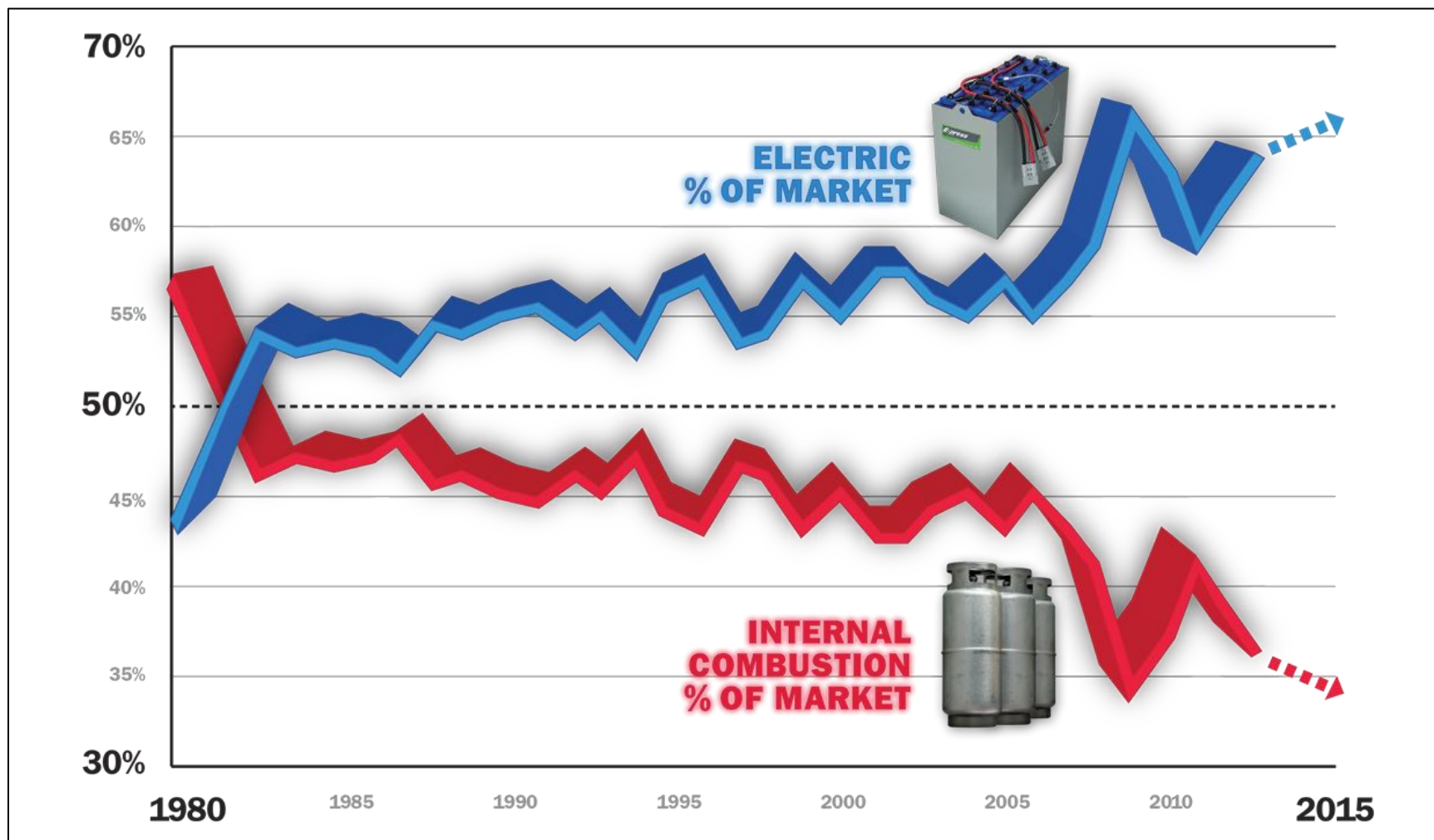


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Instant Savings



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Switching Forklift Fleet to Electric Saves \$1 Million for Auto Supplier Flex-N-Gate

“By **eliminating** the downtime associated with **tank changes**, EnerSys® helped us **eliminate waste** in the manufacturing process...”

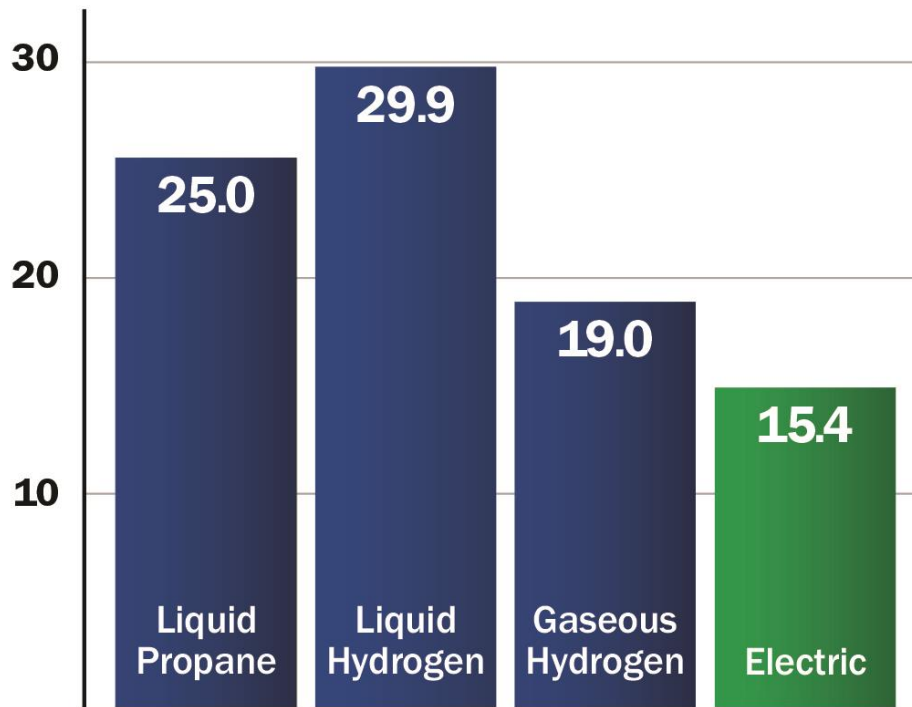
— Joel Cody, director of purchasing,
Flex-N-Gate



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Environmental Benefit



Electric lift trucks produce the lowest well-to-wheels emissions of any fuel source.

US DOE GREET Calculator

Table A: Tons of Greenhouse Gas Emissions Per Year, Per Lift Truck

Source: http://greet.es.anl.gov/fleet_footprint_calculator. GREET Fleet Footprint Calculator 2012.

Average U.S. Energy Mix (14). 4000 operating hours/year.

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PERC – Electric Lift Trucks



“Electric lift trucks present the primary need to propane relative to electricity for propane in this market.”
“The increase in the cost of propane relative to electricity has increased the expected operating costs of propane forklifts relative to their electric time competitors.”

*Propane Education & Research Council
ICF Mkt Outlook 2013*

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PERC – Electric Lift Trucks



“Unless the forklift industry is able to develop a new generation of propane forklifts with lower operating costs. . .

ICF projects that propane sales to the forklift market will decline for the foreseeable future.”

*Propane Education & Research Council
ICF Mkt Outlook 2013*

Technology & Performance



“Electric trucks were once regarded as providing lower performance than an IC truck, but they are now at the same level.

...we will see more and more customers going for CB electrics than IC trucks.”

*Matthias Fischer –
Toyota TMHE President & CEO*

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Capacity – 20,000 lbs!



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Performance – 5,000 lbs

	Electric Lift	LP Lift
Travel Speed	12.3 mph	11.1 mph
Lift Speed	134 fpm	112 fpm
Gradeability	39%	30%
Length (LTF)	82.8"	90.2"

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The New Battery Room



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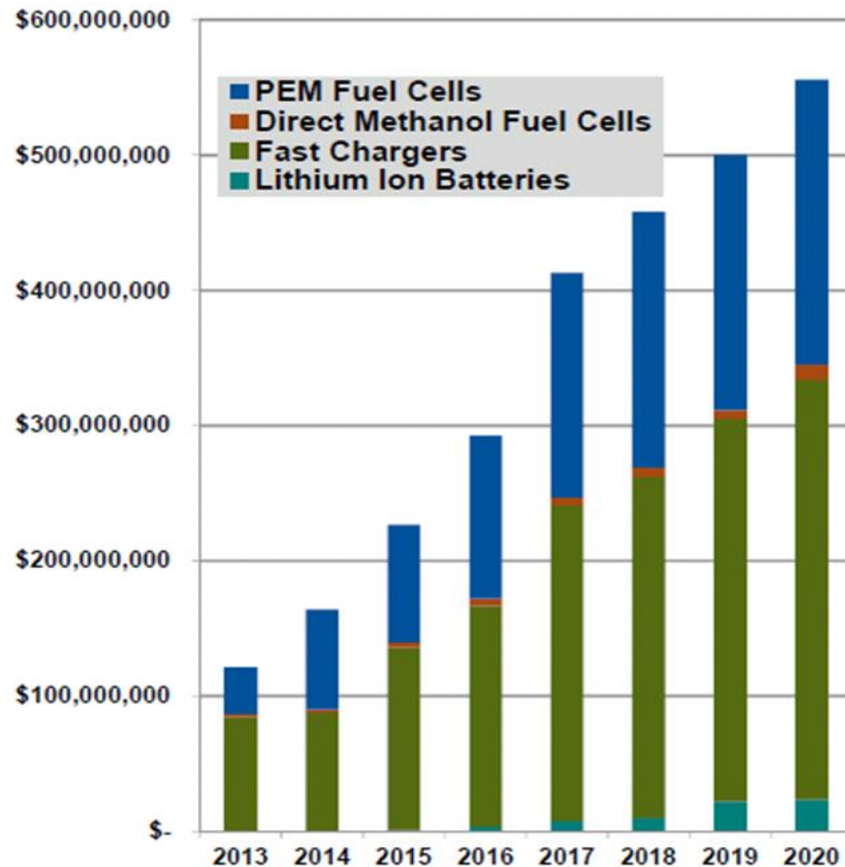


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Revenue from New Electric Technologies in Forklifts by Technology, North America: 2013-2020



(Source: Navigant Research)

Fast Charging to grow by 300% from 2013 to 2020

NAVIGANT
RESEARCH

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In conclusion:

Adopt
replace

Start

by



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For More Information:

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