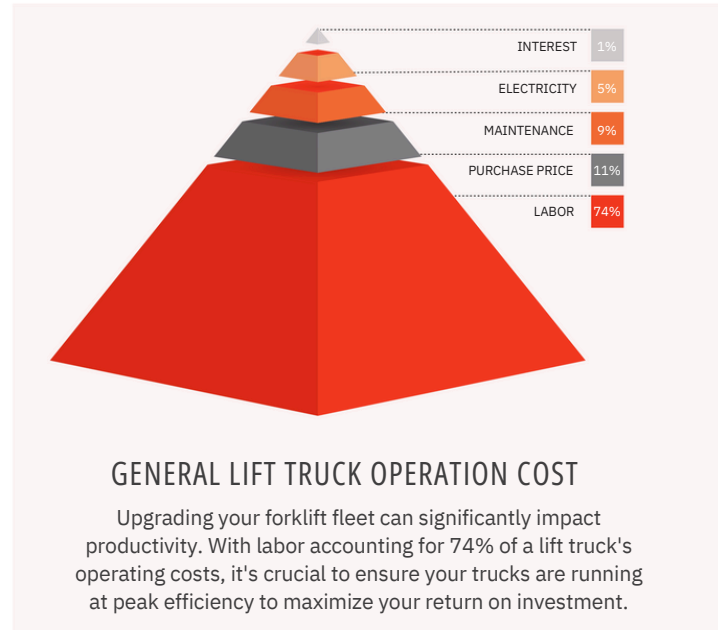


10 REASONS TO UPGRADE YOUR FORKLIFT

How often are lift trucks replaced? On average, lift trucks are replaced every 7 to 8 years. But how can you tell when it's time to replace your forklift? Knowing the optimal time to upgrade can bring numerous benefits and enhance the quality of your fleet.

10 Reasons to Upgrade Your Forklift *and how to do it effectively.*

1. Your Fleet Has Internal Combustion Forklifts.
2. Your Forklift Has Over 10,000 Hours.
3. Your Forklifts Are 7+ Years Old.
4. You Experience High Maintenance Costs.
5. Your Equipment Doesn't Meet Your Needs.
6. You Aren't Using Updated Technology.
7. Productivity Is Decreasing.
8. You Need Additional Space.
9. You Experience Battery Issues.
10. Your Downtime Is Increasing.



1. YOUR FLEET HAS INTERNAL COMBUSTION FORKLIFTS.

Operations are discovering that electricity offers a variety of benefits to power their lift trucks when compared to internal combustion options. Representing nearly 65% of the market and gaining in popularity, electric forklifts better support sustainability efforts by lowering carbon emissions.

While electric forklifts can cost more upfront than propane lift trucks, they offer a lower total cost of ownership by saving you money on fuel, maintenance and repairs over the life of the truck. With fewer moving parts, no spark plugs, and no required oil changes or tune-ups, electric trucks require less maintenance and repair than propane forklifts, cutting costs and keeping your fleet on the floor for superior productivity.

Electric forklifts offer a more pleasant operating experience than propane-powered trucks, enhance operator comfort and reduce fatigue with fewer vibrations, providing a quieter ride, less heat, and zero emissions resulting in a cleaner, healthier working environment.

2. YOUR FORKLIFT HAS MORE THAN 10,000 HOURS.

Proactive maintenance is essential for extending the life of your forklifts. However, even with diligent service, your fleet will inevitably experience downtime as it ages. Significant repairs typically become necessary around the 10,000-hour mark, leading to increased maintenance costs and downtime.

3. YOUR FORKLIFTS ARE 7+ YEARS OLD.

Similar to operating hours, the age of a forklift significantly impacts maintenance costs. Major components like motors, drive units, and electronics will eventually need replacement, leading to increased downtime and higher maintenance expenses. According to a recent study by Peerless Research Group published in Modern Materials Handling (see graph on page 4), lift trucks are now being replaced approximately every seven to eight years. It's important to track the hours, age, and maintenance costs of your forklift to determine the optimal time for an upgrade. When your forklift reaches around seven years old, it's advisable to start considering a replacement.

4. YOU HAVE HIGH MAINTENANCE COSTS.

Age is not the only factor to consider when deciding whether to upgrade your forklift. Maintenance costs, including parts and labor, tend to increase as the truck gets older. It's advisable to consider retiring a forklift when the average monthly maintenance cost approaches or exceeds the monthly payment for a new lift truck or when it surpasses 10% of the price of a new truck.

The chart below highlights key trigger points that operations should monitor throughout the lifespan of a forklift. If a truck meets one of these trigger points, start closely monitoring it and assessing other factors. The more trigger points you encounter, the more thorough your analysis should be.

TRIGGER POINTS TO EVALUATE IF THE LIFT TRUCK SHOULD BE UPGRADED

TRUCK TYPE	AVERAGE AGE	HOURS	TOTAL MAINTENANCE COSTS
Internal Combustion Electric	4-6 years	10,000-11,000	
Stand-up Counterbalanced	7-10 years	10,000-14,000	\$28,000-\$30,000
Narrow Aisle Reach Truck	7-9 years	10,000-14,000	\$28,000-\$30,000
Orderpickers	7-10 years	10,000	\$20,000-\$25,000
Turret Trucks	7-10 years	10,000-12,000	\$36,000-\$45,000

5. THE EQUIPMENT DOESN'T MEET YOUR NEEDS.

After several years, the needs for a specific type of forklift in your operation may have changed. If a piece of equipment is underutilized, it likely doesn't meet your current needs. To identify underutilization, analyze both maintenance costs and utilization rates.

Source: Linde-Connect Intelligent Forklift Fleet Management

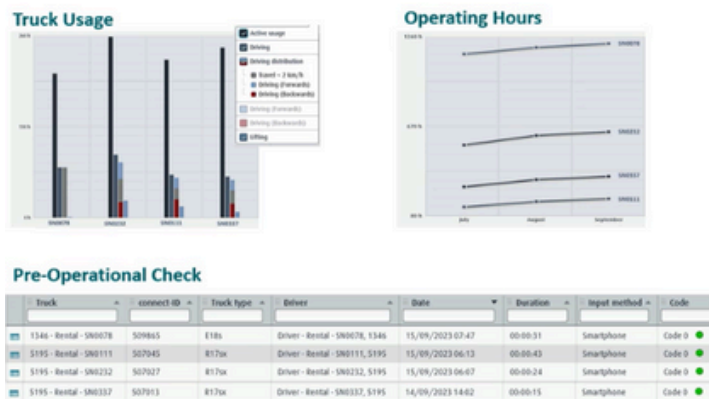
Fleet management programs can collect and report data to guide your forklift upgrade decisions. It's also crucial to determine if your fleet is the correct size. High-hour trucks may indicate a need to expand your fleet, while low hourly usage may suggest you have too many trucks.

OPTIMIZE PERFORMANCE

Detailed Truck and Operator Usage Analysis

Delivers precise insights for optimizing fleet operations. From production to the warehouse, Seamlessly networks your forklifts and provides real-time updates on your entire fleet's status.

- Operating Hours
- Battery State of Charge
- Truck Usage
- Driver Activity
- Occupancy Journal
- Fleet Utilization



6. YOU AREN'T USING UPDATED TECHNOLOGY.

Additionally, new equipment offers improved performance, greater reliability, energy efficiency, and advanced features to meet the needs of today's demanding applications. Consulting with a trusted advisor can help you maximize the benefits of technological advances such as telematics.

Updated technology, like fleet management software, can track usage, maintenance history, incidents, uptime, and productivity, providing valuable data to optimize your fleet and reduce unnecessary costs. Regular consultations with solutions providers can help you identify necessary upgrades for your forklift fleet, ensuring you benefit from the latest technology, including advanced telematics systems and new energy storage solutions that enhance productivity.

7. PRODUCTIVITY IS DROPPING OFF.

If you are struggling to meet productivity expectations for your lift trucks, it may be due to an improper fleet size or excessive downtime. Older trucks with several thousand hours of use, especially those over 10,000 hours, can experience significant issues requiring extensive repairs. A drop in productivity due to downtime indicates that it might be time to upgrade your lift trucks.

Productivity issues could also stem from older batteries or mismatched batteries and chargers. Replacing batteries in older, less efficient trucks may not be cost-effective, as newer trucks can utilize advanced energy storage solutions. Conducting a power audit will help identify the optimal solution for your operations.

8. YOU NEED MORE SPACE.

For the past few years, warehouse managers have consistently highlighted the pressing need for additional space. One effective solution to address this concern involves optimizing aisle width. By transitioning from 12-foot aisles to narrower 5-foot 6-inch aisles with Raymond Swing-Reach® trucks, you can reclaim a significant portion of floor space—up to 32%. This adjustment allows for a remarkable increase of 46% in pallet storage capacity within the same footprint previously occupied by counterbalanced trucks.

9. YOU HAVE BATTERY ISSUES.

Battery issues often signal a need to reassess your energy solutions. Fortunately, energy storage technology has evolved significantly, offering operations more cost-effective alternatives such as lead-acid, lithium-ion, and hydrogen fuel cells.

Lead-acid batteries represent a reliable and versatile technology with a low initial cost. They excel in various applications, offering flexibility, durability, and effectiveness. Utilizing opportunity and fast-charging applications can ensure continuous power supply to your trucks during breaks and shift changes. By maintaining the battery's state-of-charge between 60% and 90%, rather than depleting it from 100% to 20%, you can significantly enhance throughput throughout the workweek.

Lithium power, known for its longevity and rapid charging capabilities, eliminates the need for spare battery purchases and storage, resulting in substantial cost savings. This robust technology is particularly beneficial in demanding environments like cold storage, where efficiency and productivity are paramount. With increased power capacity and minimal maintenance requirements, lithium power offers a compelling solution for enhancing operational efficiency.

In addition to these options, hydrogen fuel cells provide an alternative energy source worth considering.

10. YOUR DOWNTIME IS INCREASING.

Downtime experienced by operators can significantly impact your business's productivity, leading to increased operational expenses. Studies show that a substantial portion, 74%, of lift truck operating costs is attributed to the operator, as downtime means they're not actively working. Upgrading to newer equipment for your fleet can mitigate this issue, allowing operators to maintain consistent workflow and ensuring greater uptime for your operations.

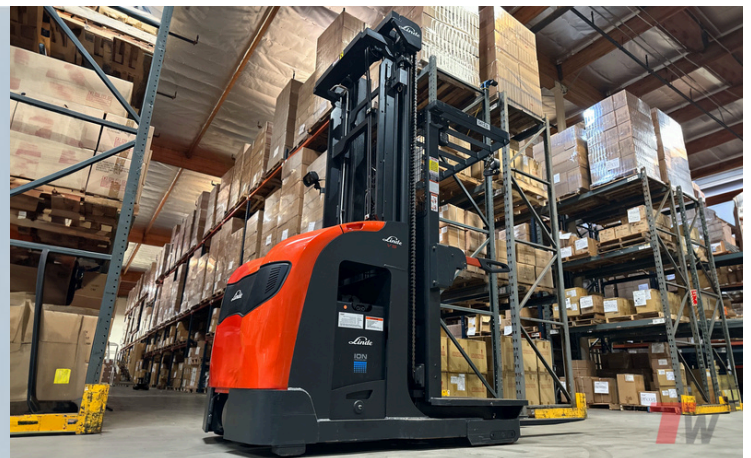
PLUG IN FOR LUNCH

FEED YOURSELF AND FEED YOUR EQT



Charging a Li-ion battery for forklifts is incredibly convenient. With lithium, you can opportunity charge at any time – simply plug in during lunch or overnight. Plug in for lunch and feed yourself while feeding your equipment.

Immediate Charging Times | Economic Use of Every Break



SUMMARY

Determining the optimal time to replace your forklift involves considering various factors. These indicators emphasize the significance of upgrading your aging fleets and collaborating with a reputable forklift manufacturer capable of delivering high-quality trucks. Stay vigilant for warning signs and assess metrics such as equipment usage, operational hours, age, and maintenance expenses. By doing so, you can gain insights into when to replace your forklift, thereby enhancing your overall operational efficiency.