

### Cost comparison study – parameters used:

- Average fuel costs: typical commercial diesel/fuel prices converted into pence per Kwh for an accurate comparison
- Fuel conversion factors: Carbon Trust published conversion figures
- FLT purchase and rental prices: average, typical rental/purchase prices – supplied by OEM expert
- Assumed operating life of all trucks: 10-12 years
- Right-down period used for all trucks: 5 years
- Residual values (where applicable): supplied by OEM expert
- All inclusive service costs (outright purchase option): supplied by OEM expert
- Typical rental costs, including service and maintenance but excluding tyres: supplied by OEM expert
- Annual LEOR tax: £90 pa

For more information on the actual costs used for each forklift truck model and purchase/rental scheme please **contact our experts on 0800 121 4568 quoting SAVE24.**

We would be happy to explore cost saving opportunities with you.

Put some **CALOR** in your life



Save up to 24%\* on your forklift trucks... By switching from Diesel to LPG.

Put some **CALOR** in your life

Replacing old diesel trucks with new LPG forklifts could achieve between £5,000 to £16,000 per truck, over a 5 year period.

\*Figures calculated using typical cost & performance parameters for 1.58 2.5 tonne trucks, running on 8 & 16 hour shifts. Figures supplied by leading forklift truck OEMs.

# When replacing old diesel trucks switch to LPG and save money every time



Every business endeavours to reduce cost wherever possible. With this fact in mind, Calor has conducted a cost comparison between mainstream counterbalance diesel and LPG forklift trucks, to see if we can save your business money.

The results of this analysis are highlighted on the cover of this leaflet. And the charts and tables opposite demonstrate that...

...substantial savings can be made by adopting the policy of replacing diesel trucks with equivalent LPG ones each time a diesel truck comes up for renewal.

In conducting this study, we applied a common set of parameters to 1.5 and 2.5 tonne trucks selected from 4 mainstream manufacturers.

To cover all common working scenarios, we also compared comparable LPG and diesel trucks operating on 8 and 16 hour shifts – acquired using both rental options and outright purchase. All our figures and operating parameters were supplied by experts from the forklift truck manufacturing community in conjunction with average fuel prices and published VDI figures. Truck prices were based on models with the following, must-have feature-set:

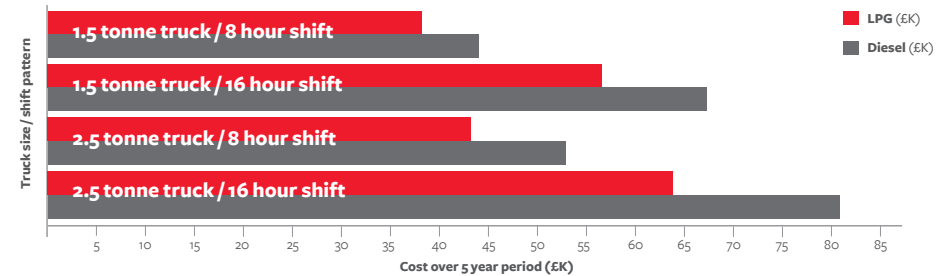
- Free-lift mast
- Lights and back-up alarm
- Overhead protection
- Engine cut-off
- Side-shift

To gain an impression of the level of savings your business can potentially make, simply look for an operating scenario that matches your own business in the charts and tables below. e.g. 1.5 or 2.5 tonne truck, typical shift pattern and rental or outright purchase scheme. If the savings impress you, why not call one of our experts to understand more about LPG and making the switch.

**Call 0800 121 4568 quoting SAVE24.**

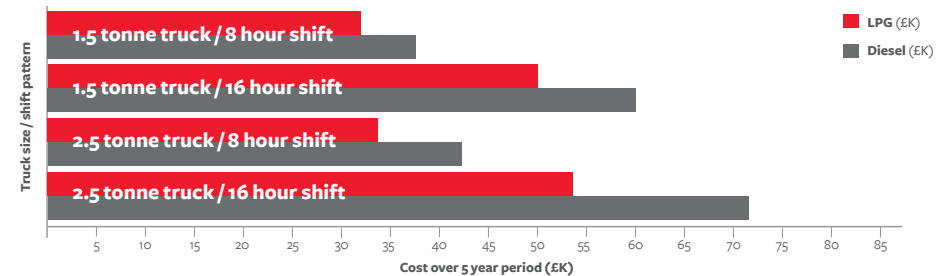
We have summarized the list of cost parameters that we have used in this exercise in the table on the back of this leaflet and would be happy to share more detail with you upon request. So get in touch to learn more about the clean burning benefits of LPG and how to save money.

## RENTAL: 5 Year Operating Costs - LPG vs Diesel



FLT Tonnage	Shift (hours)	Savings (% per annum)	Savings over 5 year period (£K)
1.5	8	14	6
1.5	16	17	11.2
2.5	8	18	9.6
2.5	16	22	17.9

## OUTRIGHT SALE: 5 Year Operating Costs - LPG vs Diesel



FLT Tonnage	Shift (hours)	Savings (% per annum)	Savings over 5 year period (£K)
1.5	8	14	5.4
1.5	16	17	10.6
2.5	8	20	8.6
2.5	16	24	16.9