

# Adopting A Green Strategy?

## Kensar offers many solutions:

The green movement has become more than just a buzzword for environmentally-conscious consumers. The rapid rise in fossil fuel costs, overflowing landfills, and the now obvious effects of global warming have made “going green” a priority for business, as well.

The purpose of this article is to give you an overview of the benefits and newer technologies available for electric lift trucks.



As your company begins to implement a green strategy, you’ll want to consider all the options in order to make this move maximally effective and good for business. We encourage you to contact your Kensar representative who can give you more detailed information.

## 3 myths about electric lift trucks:

- Electric lift trucks don’t have power.
- Electric lift trucks are more expensive to purchase/operate.
- Electrics take too much time to recharge.

Actually, electric lift trucks were around before there were any internal combustion engine models. And, they’ve come a long way since the early days with more powerful motors, batteries and more efficient designs. Today’s electrics give you plenty of pick-up and power for applications where electric forklifts are specified. You can find electrics that easily handle up to 14,000 lbs. of lift capacity.

Another myth about electric forklifts is that they are expensive. Not true. On the surface, the purchase price of an electric model may be slightly more and in addition, you must buy the battery and charger. However, the operational savings and longer life means electric is a very economical option.

## Engineering for Reduced Maintenance:

Another important cost saving is in lower maintenance costs. Why do electric lift trucks require less maintenance overall? In general they are built with fewer working parts so much less can go wrong.

There has been a move toward reliable AC power which provides up to a 40% increase in travel speeds when compared to earlier DC-powered models. In many electric lift trucks you’ll now find:

- **Higher performance capability** - Faster acceleration, travel speed and lift speed.
- **Higher productivity** - AC maintains performance as voltage drops from the battery, while DC performance is directly related to voltage.
- **Longer battery run-time** - Improved efficiency with fewer stops required to recharge.

FUEL COST COMPARISON: ELECTRIC VS. INTERNAL COMBUSTION LIFT TRUCKS		
	5,000 LB ELEC.	5,000 LB LPG
Fuel Used Per Work Shift:	41KWH	6 gal. LPG
Cost Of LPG Fuel:	\$.010 KWH	\$3.80/gal.*
Cost Per Work Shift:	\$4.10	\$30.40
Operating Shifts Per Year:	260	260
Annual Fuel Cost:	\$1,066	\$7,904
POTENTIAL FUEL COST SAVINGS OF \$6,838 PER YEAR		

\*Example of fuel cost as of date of publication.

MAINTENANCE COST COMPARISON: ELECTRIC VS. INTERNAL COMBUSTION LIFT TRUCKS		
	5,000 LB ELEC.	5,000 LB LPG
Annual Labor:	34 hours	45 hours
Annual Cost of Parts:	\$844	\$1,672
Labor Cost \$78/hr. (estimate):	\$2,652	\$3,510
Total Annual Maintenance:	\$3,496	\$5,182
POTENTIAL MAINTENANCE COST SAVINGS OF \$1,686 PER YEAR		

## Rapid-Charge Battery Technology:

The landscape has changed dramatically in battery technology. We are no longer tied to batteries that must charge for 8 hours, then cool for 8 hours. New “rapid-charge” or “fast-charge” technology allows operators to return an 80% discharged battery to a full state of charge in about 2 hours.

