

# Product spotlight

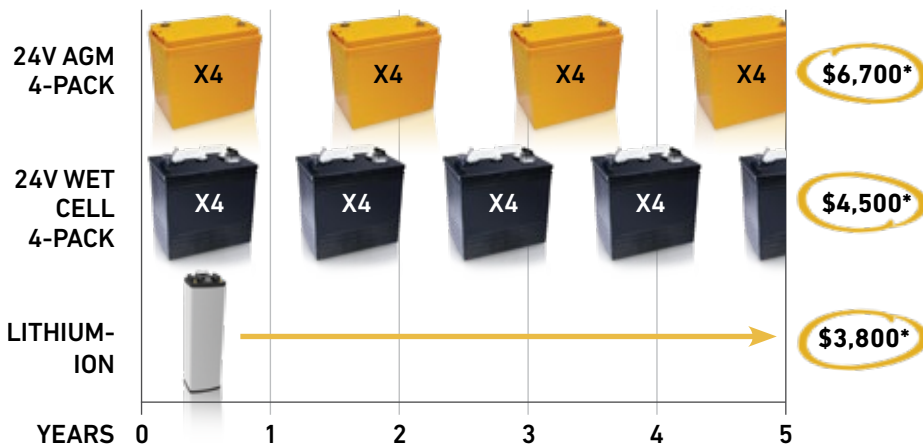
## Lithium-ion advanced performance power system



As industries have developed and changed, Yale has adapted technology to provide innovative solutions customers need to be as productive and cost efficient as possible. Continuing in that tradition, a lithium-ion battery offers many benefits.

### A win-win solution

Implementing lithium-ion batteries in your fleet will help lower your overall cost of ownership. Over the course of 5 years, only one "no maintenance" battery would need to be installed in each truck instead of four or five batteries requiring steady maintenance. Less maintenance and service means more uptime. It's a win-win solution.



### Why choose LITHIUM-ION?



Zero maintenance



Charges 2x faster than lead-acid batteries



Can be opportunity charged



FDA compliant



60 month / 10,000 hour warranty



# ROI calculation worksheet

BATTERY COSTS		Lithium-ion	Example	Customer
	1. Enter the current price you pay for one lead-acid battery	\$3,800*	\$1,000	_____
	2. Enter the current lead-acid battery expected lifetime in months	60	14	_____
	3. Total batteries in 5 years (60 divided by Line 2)	1	4.3	_____
	4. 5-Year Battery Cost (1000 x Line 3 + Line 1)	\$3,800	\$4,300	_____
	5. Enter number of pallet trucks in your fleet	10	10	_____
	6. Total 5-Year Battery Cost (Line 4 x Line 5)	\$38,000	\$43,000	_____

MAINTENANCE COSTS		Lithium-ion	Example	Customer
	7. Enter cost of battery support (spill kits, watering stations, etc.)	\$0	\$1,000	_____
	8. Enter number of maintenance hours per week per battery	0	0.1	_____
	9. Enter labor rate in dollars/hour	N/A	\$50	_____
	10. Cost of maintenance for 1 year (Line 5 x Line 8 x Line 9 x 52)	\$0	\$2,600	_____
	11. Total 5-year maintenance cost (Line 7 + [Line 10 x 5])	\$0	\$14,000	_____


RESULTS		Lithium-ion	Example	Customer
	12. Total Costs (Line 6 + Line 11)	\$38,000	\$57,000	_____
	13. Cost per Year (Line 12 divided by 12)	\$7,600	\$11,400	_____

**Total savings over a 5-year period (Line 12 – \$38,000) =**



\*Based on prices effective 02/2022

Trucks may be shown with optional equipment. Truck performance may be affected by the condition of the vehicle, how it is equipped and the application. Specifications are subject to change without notice. Consult your Yale® Dealer if any of the information shown is critical to your application.

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