

## Frequently Asked Questions

### What is “Convert to Electric”?

Convert to Electric<sup>SM</sup> (C2E<sup>SM</sup>) is the material handling industry’s first and only program dedicated to helping internal combustion (IC) lift truck fleets convert to electric powered trucks. C2E is offered exclusively by EnerSys<sup>®</sup>, the global leader in stored energy solutions for industrial applications.

As part of the C2E program, C2E specialists will use a software tool specifically developed for this campaign. ZBC<sup>SM</sup> Designer<sup>TM</sup> is an advanced modeling program that analyzes a customer’s operations, determines their energy usage and designs a custom battery and charger solution that maximizes savings for their current and future needs.

### Why would a company want to convert their lift truck fleet to electric?

Companies that convert their lift truck fleet to electric:

- Significantly reduce fuel and operating costs.
- Reduce greenhouse gas emissions.
- Maintain or even increase lift truck performance.

### How do companies reduce operating costs?

Companies that convert from IC to electric lift trucks reduce operating costs in three ways:

1. **Fuel<sup>1</sup>:** Since only 40 cents of electricity performs the same work as \$2.50 of propane, customers save \$6,300 on fuel per truck, per year.
2. **Maintenance<sup>2</sup>:** With fewer parts to repair, electric lift trucks cost up to 40% less to maintain.
3. **Operations<sup>3</sup>:** With no tanks to change and no need to change batteries, companies can reduce labor costs by \$75,000 per year.

### What is the payback period?

You’ll begin saving on fuel costs immediately. The C2E program offers attractive finance options for battery and charger leasing, allowing you to begin saving money on fuel in the first month of operation.

### How do electric lift trucks reduce greenhouse gas emissions?

Using electricity to power lift trucks results in the lowest well-to-wheel greenhouse gas (GHG) emissions of any lift truck fuel (Source: US Department of Energy).

### How do companies maintain or increase lift truck performance?

Electric lift trucks perform as well as internal combustion trucks in critical performance metrics like right angle stack, lift and travel speeds and turning radius.

Because electric trucks also work in a variety of conditions, climb ramps and cross uneven pavement, they are an excellent choice to replace indoor and outdoor internal combustion trucks.

### Is C2E<sup>SM</sup> only for fleets that use internal combustion trucks?

C2E focuses on the IC to electric conversion, but it is for any fleet, whether it runs on liquid propane, diesel, gasoline or even fuel cells. Electric lift trucks deliver the lowest cost, most environmentally friendly motive fleet.

### Does converting to electric mean that I convert the truck to electric with a kit?

No. “Convert” refers to making a change from an IC truck to an electric truck. When your current trucks have met the end of a lease or their useful life, you buy or lease a truck that was engineered from the ground up to use electricity.

## How long before the end of my current lease should I study options for converting to electric lift trucks?

We recommend consulting with one of our C2E<sup>SM</sup> specialists as early as 12 months prior to the end of a lease. That allows adequate time for power and efficiency studies, truck configuring and ordering and the installation of electrical service.

## What if I own my lift trucks?

For fleets that own their lift trucks, EnerSys<sup>®</sup> C2E specialists perform a detailed energy analysis to determine how much you can save on fuel and maintenance with electric trucks. In many cases, the immediate fuel savings and avoidance of maintenance costs are enough to cause a fleet to trade in their current trucks.

## Do I work with EnerSys or my lift truck dealer?

To get the process started or to explore your options, you may contact EnerSys directly. We are happy to include your current lift truck dealer from the beginning.

## Do I need to buy more than one battery per truck?

No. The C2E program features Zero Battery Change<sup>SM</sup> (ZBC<sup>SM</sup>) solutions from EnerSys. ZBC solutions eliminate the need to change batteries and allow trucks to run all day on one battery. Drivers simply charge during regularly scheduled breaks. No battery room is required.

## Is ZBC<sup>SM</sup> new?

EnerSys has been supplying ZBC solutions for over a decade. The technology is well proven, even for high demand, multi-shift applications.

### Sources:

1. EnerSys C2E Rules of Thumb Corporate Update.
2. Electric Power Research Institute (EPRI)
3. EnerSys estimate: (20 truck fleet; 2 shifts/day; 312 days/year; 2 tank changes / fills a day; each tank change / fill = 15 minutes (consider travel to the exchange / fill station); 30 minutes a day; 10 labor hours per day changing tanks @ \$25 hour – 250 /day; x 300 days = \$75,000).

## How does electrical service get installed?

The electrical service required by a fleet is determined by the work that needs to be accomplished. Using our energy modeling software, we can pinpoint the exact amount of energy your fleet will need, and even include growth projections. Then we work with your facilities team and/or contractors to design the most cost effective installation.

## How do I know if my business qualifies for a C2E<sup>SM</sup> program?

Just ask. C2E specialists are ready to provide a free on-site consultation.

You can go to [www.convert2electric.com](http://www.convert2electric.com) to learn more or call 855-421-4200 to schedule an appointment.

## Where can I get more information?

You can find facts, materials and other information on the website at [www.convert2electric.com](http://www.convert2electric.com), and read a customer testimonial here: [www.convert2electric.com/expertise/success-stories/](http://www.convert2electric.com/expertise/success-stories/)