

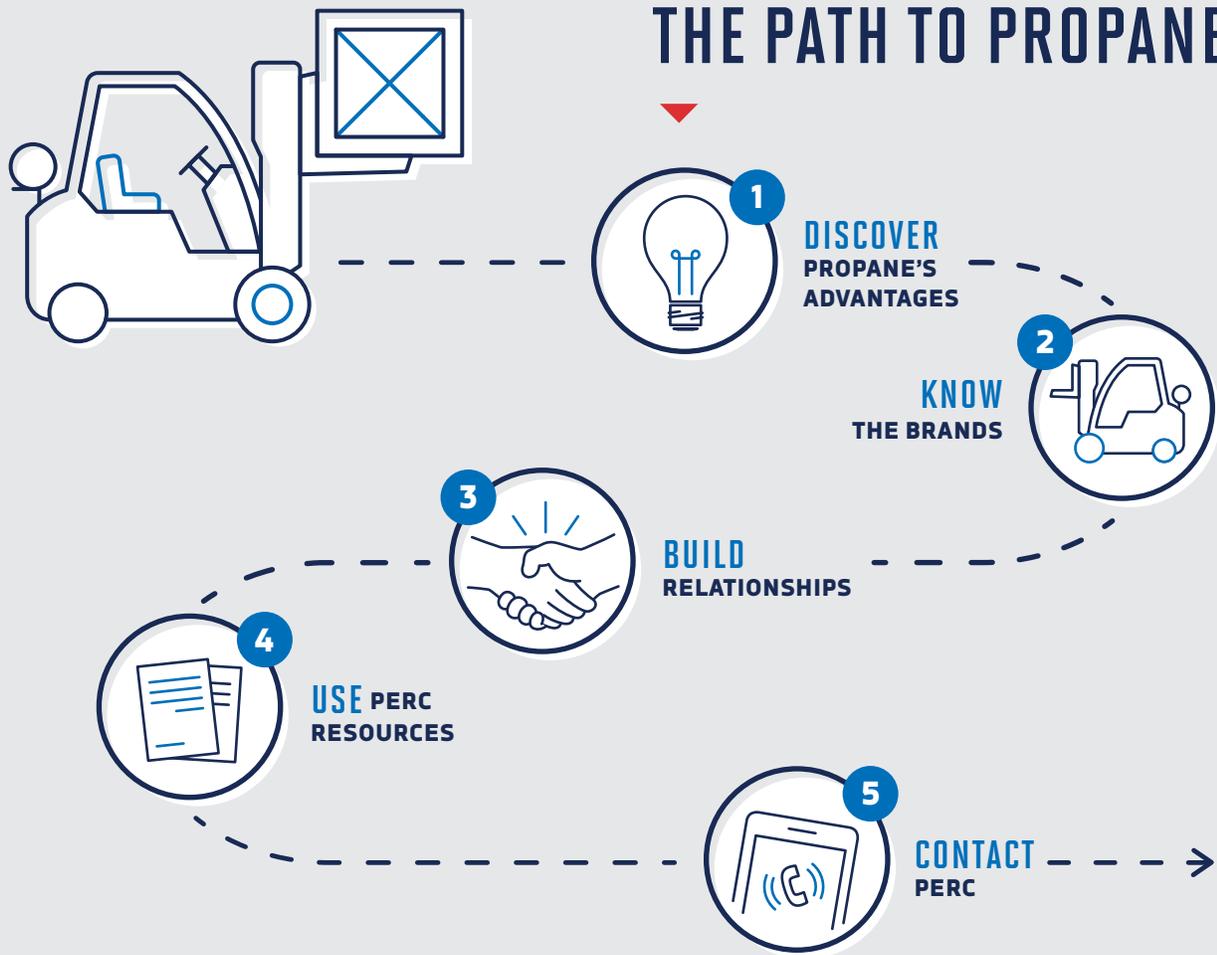
PROPANE FORKLIFTS WILL KEEP YOUR BUSINESS MOVING



Your customers don't just want a forklift. They need a workhorse that's easy to operate and safe to use, that'll give 100 percent effort until the job's done. You want equipment that is in demand and ready to move. Propane can tackle both jobs. Follow the Propane Education & Research Council's propane path of performance to start growing your business.



THE PATH TO PROPANE



LEARN MORE ABOUT THE BENEFITS OF PROPANE FORKLIFTS AT [PROPANE.COM/INDUSTRIAL](https://www.propane.com/industrial).

FOLLOW THE PATH AND GROW YOUR BUSINESS

▶ The path to increased sales is easy when you add more propane-powered forklifts to the mix.

1 DISCOVER PROPANE'S ADVANTAGES

Whether customers want easy refueling, or have aggressive sustainability goals, propane forklifts have them covered.

Full Power: Propane doesn't lose power during operation, unlike many electric models.

Faster Refueling: swap a cylinder very quickly, versus hours of recharging.

Fewer Emissions: propane forklifts produce 16 percent fewer greenhouse gas emissions than gasoline, and 76 percent fewer SOx emissions than electric.

Greater Productivity: with fast refueling, less maintenance, and indoor/outdoor use, they keep a business moving.

2 KNOW THE BRANDS

Propane forklifts are available in the capacities your customers need, from these and other trusted manufacturers:



3 BUILD RELATIONSHIPS

Make the propane suppliers in your area part of your sales team. They're experts on refueling contracts and processes.

Find propane suppliers in your area who service forklifts, using Google business listings, or at [Propane.com](https://www.propane.com).

Familiarize yourself with their refueling service plans.

Use them as an ally in your sales efforts.

Partner with them to host open houses and other events to grow your business.

4 USE PERC'S RESOURCES

When you need tools and resources to show your customers the advantage of propane forklifts compared with electric or diesel models, PERC can provide you with:

- Videos.
- Emissions Reports.
- Case Studies and Testimonials.

You'll find all this and more at [Propane.com/Industrial](https://www.propane.com/Industrial).

5 CONTACT PERC

We want to answer all of your questions about propane forklifts, refueling, and more. Contact Jeremy Wishart, PERC's director of off-road business development, at 202-452-8975, or email jeremy.wishart@propane.com.

See What Propane Can Do For Your Business

Propane forklifts are proven performers with distinct advantages over electric and diesel models. Do yourself and your customers a favor by adding more propane forklifts to your lineup. Learn more about the benefits of propane forklifts at [Propane.com/Industrial](https://www.propane.com/Industrial).

About The Propane Education & Research Council

The only energy council of its kind, PERC leads safety and training efforts among propane retailers and consumers and drives technology development to expand adoption of propane as a clean, domestic, and affordable energy source. For more information, visit [Propane.com](https://www.propane.com).