



THE BUSINESS CASE FOR
PROPANE FORKLIFTS



KEEPING
COSTS DOWN
WHILE LIFTING
PRODUCTIVITY

SAVE EVEN MORE WITH INCENTIVES

Don't forget to take advantage of state or federal tax credits for propane forklift users. Visit Propane.com to see if tax credits are currently available.

GET STARTED WITH A SUPPLIER

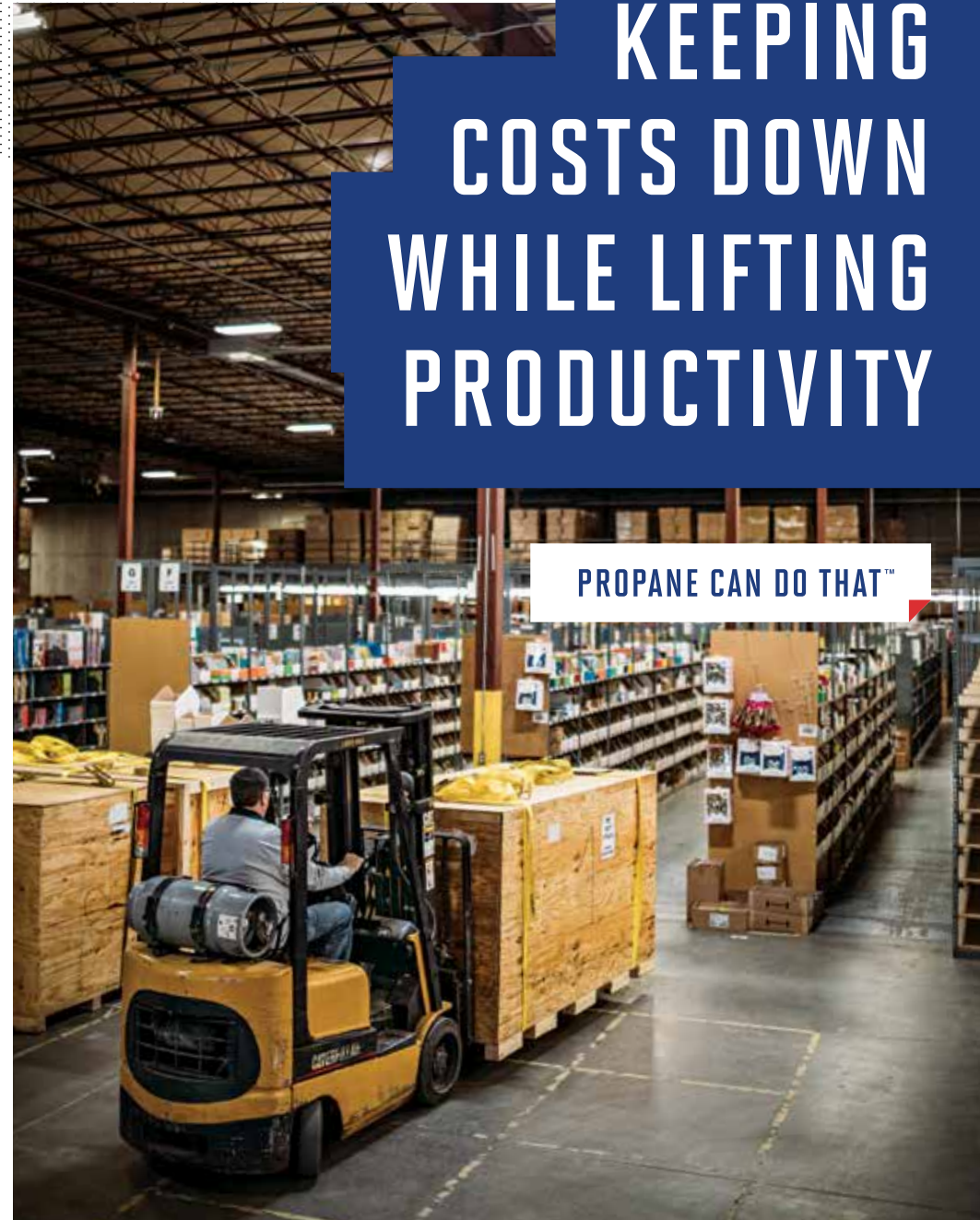
A local propane supplier can answer your questions about incorporating propane forklifts into your business. Find one in your area by clicking the Where to Buy button on Propane.com.

FOR MORE INFORMATION

To learn more about why propane is the right fuel for forklifts, visit Propane.com/Forklifts.

THE PROPANE EDUCATION & RESEARCH COUNCIL was authorized by the U.S. Congress with the passage of Public Law 104-284, the Propane Education and Research Act (PERA), signed into law on October 11, 1996. The mission of the Propane Education & Research Council is to promote the safe, efficient use of odorized propane gas as a preferred energy source.

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PROPANE IS GOOD FOR BUSINESS

FOR DECADES, business owners have counted on propane forklifts to get the job done the first time — all while keeping costs in check. That's because, compared with electric, propane forklifts ensure your employees have all the advantages they need to work effectively.



ONE FUEL SOURCE, MANY JOBS

Propane forklifts get more done in more places, unlike other energy options. Electric forklifts can't carry the weight of large jobs, and diesel isn't fit for small tasks. But propane forklifts are available in all weight classes to match the job at hand. And because they can operate effectively indoors and out, your staff stays more productive.



CLEANER OPERATION

If operating with lower emissions is a priority for your workplace, propane is the best choice. Many operators consider electric to be a clean energy source, but it's important to consider site-to-source emissions in your decision. Compared with electric, propane forklifts reduce SOx emissions by 76 percent. Propane is also much cleaner than diesel, which produces toxic exhaust that makes it unsafe to operate indoors.



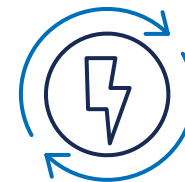
BETTER SAVINGS

The capital costs of propane forklifts are almost 30 percent lower than those for electric, when factoring in required refueling and recharging needs, allowing you to save more for other line items like new employees, or business development. Propane cylinders also last three times longer than electric batteries, and their lifespan isn't affected by the amount of fuel left in the tank. With electric, a battery with too high or low of a charge can have a much shorter lifespan.



EXPERT TRAINING

With the right training, refueling propane forklifts is practically no different than filling up your vehicle at the gas station. When you become a propane forklift customer, your propane supplier will train employees to handle the fuel safely and make the most of the equipment. In fact, your supplier can supply your business with helpful safety and training materials from the Propane Education & Research Council. No other fuel source comes with the same level of instruction and ongoing service.



POWER THAT DOESN'T QUIT

With the fading power of electric forklifts, you could be paying employees to become increasingly less productive through the day. Propane forklifts provide 100 percent power throughout operation to make the most of the work day, and one cylinder covers an entire eight-hour shift. Businesses that operate 24/7 can count on propane forklifts over multiple shifts, with no need to schedule downtime for recharging, as with electric equipment. In the long term, propane cylinders are a smarter choice than electric batteries. Cylinders can last up to 30 years with requalified use, but batteries only perform a few hours per charge and are only practical for infrequent use.





PROPANE FORKLIFT SUCCESS STORIES

RENZE DISPLAY
OMAHA, NEBRASKA

90,000 square foot facility

3 propane forklifts

9 propane tanks in rotation

“THERE’S A LOT MORE POWER, A LOT MORE LIFT CAPACITY. IT JUST WORKS WELL FOR OUR SIZE OF OPERATION.”

DOUG BUCHANAN,
RENZE DISPLAY PRESIDENT

GRAPHIC PRODUCTS
BEAVERTON, OREGON

77,500 square foot facility

1 propane forklift

“IT’S MUCH EASIER TO AVOID SPILLS WHEN YOU’RE SWAPPING STANDARDIZED PROPANE TANKS, RATHER THAN PUMPING OR POURING A LIQUID FUEL.”

CHRISTINE TORRES,
PUBLIC RELATIONS SPECIALIST

AS A COMPANY that fabricates custom exhibits and very large graphics, propane forklifts are vital for Renze Display’s fast-moving business. After discovering electric forklifts couldn’t carry the load of their tight deadlines and heavy jobs, Renze committed to propane forklifts. Now they enjoy continuous power throughout operation, even when carrying large loads across the facility and in and out of trucks.

With propane forklifts, Renze is also able to significantly improve efficiency by cutting downtime spent on refueling. Once a propane cylinder is empty, employees simply grab a full one, attach it to the forklift, and get back to work — no need to take the equipment out of action.

AFTER ASSESSING the company’s warehousing needs, Graphic Products found that a propane forklift made the most sense to meet both safety and productivity goals. Propane enables the company’s primary forklift to run at full power throughout operation.

Additionally, because propane forklifts operate so cleanly, they can be used both inside the company’s well-ventilated warehouse and outdoors on loading docks, a particularly important piece for the company’s productivity in the Pacific Northwest, which can have as much as 36 inches of rainfall annually. In comparison, the company’s electric forklift is kept only as a reserve because it slows down during use, especially under heavier loads, and isn’t rated for outdoor work.





POWER FOR ANY SIZE JOB

HELPING HARVEST FOOD BANK READING, PENNSYLVANIA

- 1 propane forklift
- 4 propane cylinders stored on-site

**“I DEFINITELY PREFER
A PROPANE FORKLIFT,
ESPECIALLY SINCE AT
OUR FACILITY WE ONLY
HAVE ONE FORKLIFT.
IT’S RELIABLE. DAY IN
AND DAY OUT, IT GETS
THE JOB DONE.”**

**ADAM WINCHESTER,
OPERATIONS MANAGER**

THIS READING, PENNSYLVANIA-BASED NONPROFIT distributes more than seven million pounds of food annually to more than 300 charitable food partners across Pennsylvania’s Berks and Schuylkill counties. At least half of the donations the food bank receives are fresh or frozen perishable goods, which require quick turnaround to be safely consumed by 110,000 people.

With a 45,000 square foot warehouse in addition to an outdoor waste collection area, the food bank needed a forklift fuel that required virtually no refueling time and could meet the non-stop supply-and-demand needs occurring both inside and outdoors. An electric forklift wouldn’t suffice, because they require long periods of downtime to recharge. Helping Harvest appreciates their propane forklift for its minimal downtime and 100 percent lifting and movement capacity for the duration of the cylinder.

Whichever class is right for your workspace, propane delivers the power and versatility you need. And because propane can handle virtually every workload size, you can plan for only one fuel type for every project.

Propane forklifts are available from 15 leading manufacturers, primarily in four weight classes. Your propane supplier can help narrow down the right equipment and brand for your needs.

- **Class 2:** Narrow-aisle forklifts, such as order reacher trucks and order pickers made for operations that need to maximize storage space.
- **Class 4:** Internal combustion engine trucks with solid tires. Used inside on smooth, dry floors for transporting palletized loads to and from the loading dock and the storage area.
- **Class 5:** Internal combustion engine trucks with pneumatic tires. Mostly commonly seen in warehouses for both inside and outside use for virtually any type of application.
- **Class 6:** Electric and internal combustion tractors for a variety of applications, indoors and outdoors.
- **Class 7:** Primarily internal combustion, rough terrain forklifts. They’re fitted with large flotation tires for outdoor use on challenging surfaces.

Propane is proven fuel in these weight classes, which is why it continues to be popular with warehouse professionals. In fact, 90 percent of internal combustion engine forklifts ordered in North America in 2017 were propane models.

See a list of propane forklift OEMs on [Propane.com](https://www.propane.com).