

SMART SOLUTIONS

TAKING A LOOK AT TCO & ROI

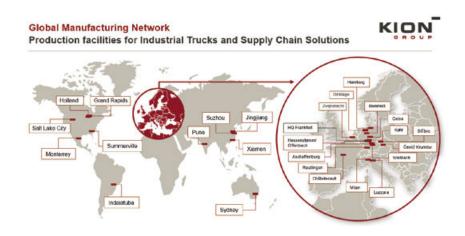


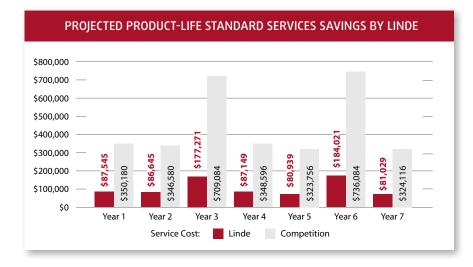
WHY CHOOSE LINDE?

TAKING A LOOK AT TCO AND ROI

Linde Material Handling is known for providing material handling solutions that put the driver at the center of each forklift truck design, empowering each operator with the ability to work better, work smarter, and work more efficiently. Fluid processes and steady workflows keep timelines on schedule and put operations in a position to save money.

To that end, as important as efficiency and productivity are to a warehouse operation, it is equally important to **consider the total cost of ownership (TOC) and return on investment (ROI) for your bottom line**. Read further to uncover why choosing Linde MH for your operation will save you time and money.





Cost of Ownership (TCO)

When considering a significant investment for your enterprise, you automatically look at the bottom line of costs absorbed by the company. Common questions that ensue are as follows: What are my up-front costs? What will my recurring expenses be? To answer these questions and to include an accurate picture of cost over time, one must look beyond the initial price tag and instead look at the potential costs or savings year over year.

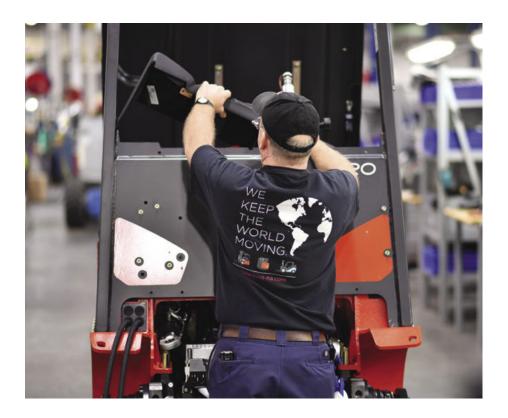
Competitor trucks may cost less upfront, but is that purchase a good value and investment for your operation over time? And will those trucks be operational in the future? By choosing Linde MH as your powered industrial truck (PIT) provider, you can trust that your initial investment will yield a vast projected **savings of** \$2,353,797 OVER SEVEN YEARS.

Using PITs in any warehouse operation requires maintenance and upkeep to continue with the demands of production. Running these trucks day after day requires care by the operator and a machine that can handle many different applications and capacities without fail. **Keeping these trucks on the warehouse floor is essential to running your business effectively, and we know your operation doesn't have time to slow down.**

Availability includes having trucks with extended maintenance schedules so that your fleet is always ready to work when you are. Downtime costs time and money. For your operation to meet throughput goals, you need a truck to help your business make money, not lose it.

WHY CHOOSE LINDE?

TAKING A LOOK AT TCO AND ROI



Service Intervals

— UP TO —

75%

LONGER



Return on Investment (ROI)

Linde MH is a trustworthy brand offering a line of trucks you can depend on in your warehouse operation, offering you material handling solutions for today and tomorrow, cost-effectively enhancing your productivity. Linde MH knows the importance of providing value and saving companies money in the long run.

Decreased additional costs

Linde MH products are here for the long haul, with substantial truck designs and longer service intervals that extend your fleet's working life without costing your company more money in the long run. Linde MH's truck service plans save your operation substantial money year over year, compared with our competitors. With the Linde MH brand, you receive up-front pricing without extra costs added to the life of the truck, giving your enterprise considerable savings in operational costs and offering an exceptional opportunity to enhance your material handling flow.

Longer service intervals

Linde MH products have service intervals that are 75% longer than our competitors. Linde MH trucks can run up to 1,000 hours before needing scheduled maintenance versus 250 hours for our competitors. In comparing the same size fleet to our competitors and reducing maintenance intervals, operations will see considerable savings in total costs year after year, which means more money saved (up to 75%) per site over seven years.

Localization

You reap the benefits of KION North America building trucks domestically at our facility in Summerville, SC. In addition, with the inclusion of **local mast production as part of the localization project**, Amazon will see lower truck pricing and decreased chassis costs year over year.

SMART SOLUTIONS

TAKING A LOOK AT TCO AND ROI



Headquartered in Summerville, SC, KION North America Corporation is a member of the KION Group, one of the world's two leading manufacturers of industrial trucks and the largest manufacturer of electric forklifts. KION(s) brand companies, Linde and Baoli, serve the specific industrial truck requirements of the U.S., Canadian, and Mexican markets with a comprehensive and complementary product portfolio. KION North America produces material handling equipment known for its innovative technologies, reduced energy consumption, and low operating costs. KION North America also works closely with its sister company, Dematic, the global leader in automated material handling who provides a comprehensive range of intelligent supply chain and automation solutions. The KION North America story begins and ends with this commitment to excellence.

KION North America's family of products, services, and solutions helps businesses work smarter, faster, and more efficiently. Today's supply chain constraints and deadlines are more demanding than ever. The KION North America team creates performance-based, purpose-built solutions that help our customers succeed today and tomorrow.

For more information on Linde Material Handling equipment, please contact:

KION North America Corporation

2450 West 5th North Street, Summerville, SC 29483 Phone: (843) 875.8000 Truck Sales Fax: (843) 875.8471 Email: trucksales.na@kiongroup.com www.kion-na.com

