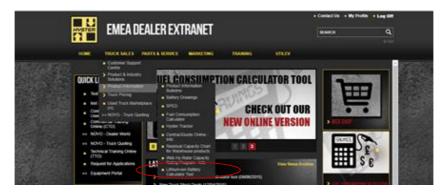
Lithium-ion Battery Calculator Tool Tutorial



Welcome to the Lithium-ion Battery Calculator Tool tutorial.

The tool has been designed to check the suitability of Li-ion in a given application, enable the best Li-ion battery and charger configuration and estimate the costs compared to Lead Acid.

The tool can be found in the EMEA Dealer Extranet as shown below (Truck Sales>> Product Information>>Lithium-ion Battery Calculator Tool)



Step 1 – Survey form

In order to use the tool, you need to know the application data from your customer. This data can be collected using the Lithium-ion Application Sheet, a survey form that can be downloaded from the Download section of the Lithium-ion Sales Tool, which can be found in Truck Sales >>Sales Tools.



This one-page form consists of different sections. An example is shown below. The first section includes the customer details.

The second section includes the list of trucks in the fleet. For each truck, you need to know:

- Model name
- Brand
- Quantity
- Energy consumption this should be possibly measured using a battery logging device
- Idle time the time when the truck should be in use but effectively the energy from the battery is not used, including paper work, loading and unloading, not scheduled breaks etc.

HYSTER EUROPE

Centennial House, Building 4.5, Frimley Business Park, Frimley, Surrey GU16 7SG, United Kingdom T. +44 (0)1276 538500 F. +44 (0)1276 538559 W. www.hyster.eu

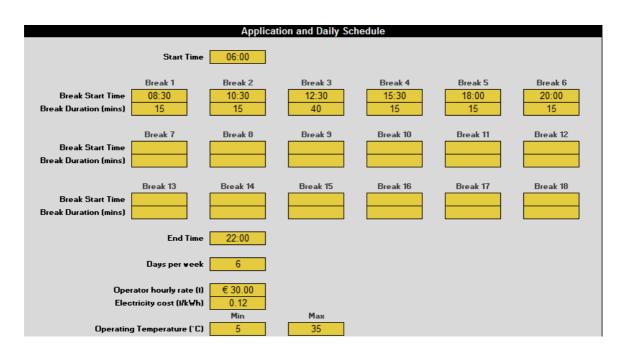
- Battery voltage and capacity for the current battery
- Working hours per year
- Possible conversion to Li-ion.



		L	ithium-ion /	Application	Sheet	Date	xxx
			Cu	stomer Details			
Company name	xxxx			Contact Name	XXXX]
Site Address	xxxx			Contact Details	xxxx		mobile
Forklift Truck Dealer	xxxx]	хххх		email address
				Truck Fleet			
Model Name	Brand	Qt	Energy Consumption (KWh/h)	Idle time (%) incl. paper work etc	Current battery Voltage and Capacity (V/Ah)	Working hours per year	Possible conversion to Lithium-ion?
J1.6 XNT MWB	Hyster	5	3.5	20%	48/575	3200	Yes
LO2.0	Hyster	5	0.9	30%	24/465	2900	Yes

The third section includes the Application and Daily Schedule.

- Start time, end time and the breaks in between that can be used to opportunity-charge the Li-ion battery
- Days per week
- Operator pay rate per hour to estimate the battery handling costs
- Electricity cost to estimate the energy costs
- Operating temperature.



The forth section is for the Lead Acid battery and includes:

- Time taken to top up the water and the water cost to estimate the maintenance costs
- Type of charger used for the lead-acid battery 50 Hz or High Frequency
- Time required to go and come back to and from the charging room
- Time required to exchange the battery
- Is there any employee that takes care of the battery exchange?
- Is it an existing or new facility? If it is a new facility, the cost for a charging room plus the additional equipment should be considered for Lead Acid.

Current Battery Maintenance and Changeover					
Water top up time per battery (mins) Water cost per litre (I)	20 0.40				
Charger type	HF				
wel plus return time to charging station (mins)	10				
Battery changeover time (mins)	10				
Battery attendant employed?	No	Yes/No			
Is there an existing charging room?	Yes	YesiNo			

The last section includes:

- Available electrical supply capacity at the site to check the feasibility with Liion fast chargers (1 hr chargers) as these might require high power from the mains
- Number of chargers required
- Expire date for current contract if any
- Preferred date for new trucks.

		Other
Available electrical supply capacity at the site (KVA)	500	to check feasibility with fast charging options
Number of chargers required	10	
Expire date for current contract	Jun-18	
Preferred date for new trucks	Jul-18	

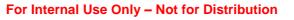
Step 2 – Calculator tool (Inputs)

Once you have all these inputs, you can start the simulation using the calculator tool. Macros must be enabled at the top of the page.

Security Warning Macros have been disabled.
Enable Content

In the tool you have to select one truck at a time using the drop down menu.

LITHIUM-ION	BATTERY CALCULATOR TOOL
	English
	Truck
Truck Category	unterbalance
Truck Model J1.6	-2.0XNT_MWB V



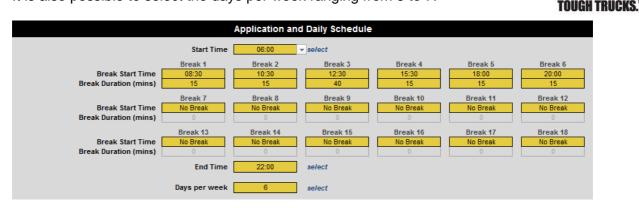


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The drop down menu with a 24 hour clock is used for the time, the breaks and the break duration.

It is also possible to select the days per week ranging from 5 to 7.



If you input the working hours per year, the tool will suggest an idle time based on this input as the tool compares the working hours per year with the shift schedule. If you don't have this input, the tool will suggest a value for the idle time based on the type of truck selected, e.g. the tow tractor will have a higher idle time due to the manual loading/unloading required. Your costumer might also suggest a different idle time, that needs to be cross-checked with the value based on the working hours per year and/or the value suggested based on the truck type.

For the energy consumption, you should use the real value if possible as shown in this example. If not provided, you can use the VDI energy consumption suggested, based on the truck selected, but it should be considered that this value is usually higher than in real applications.

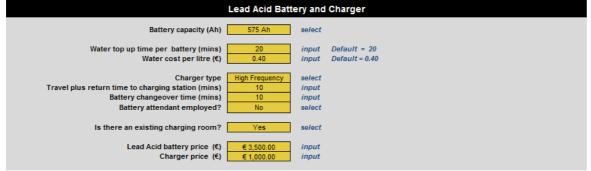
You can lower this value or increase the idle time to offset it.

There is also a simple formula reported here in grey that will help you estimate the battery consumption based on the duration of the current battery.

Operator hourly rate and electricity cost are simply copied from the survey form.



Same comment for the inputs in the next section, the one dedicated to Lead Acid. The tool will suggest some default values if you don't know the actual ones. The battery and charger prices are left blank and you should fill in these fields with the net prices, considering the discount and the margin. Please note that the prices shown in this example are approximate.





The last section is about Li-ion.

The drop down menu shows the list of battery capacities and charger available for **STRONG PARTNERS**. TOUGH TRUCKS."

You should start always with the smallest battery capacity and charger and upgrade them if the tool gives you a warning message that tells you that this battery and charger configuration is not suitable for the application.

If you select the fastest charger, your customer should be aware that a connector upgrade may be necessary as well as a suitable electrical infrastructure in case many trucks are charged at the same time.

For the 2017 range available with Li-ion, the prices of batteries and chargers are available on the Warehouse Price List/Counterbalance SPED Price List. For the 2018 range, please contact the SPED team.

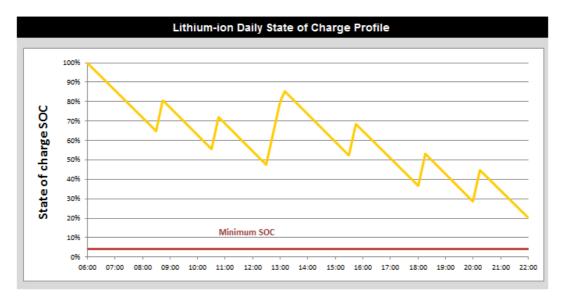
Please note that the prices in this example are approximate.

	Lithium-ion Batte	ery and Charger	
Battery capacity (Ah) Charger (A) Lithium-ion battery price (€) Charger price (€)	450 Ah 150 A	select select input input	Maximum DOD has been exceeded, Please check energy consumption,ch oose a larger Lithium battery or charger or change shift pattern
	Lithium-ion Batte	ery and Charger	
Battery capacity (Ah) Charger (A)	450 Ah 250 A	select select	
Lithium-ion battery price (€) Charger price (€)	€ 20,000.00 € 3,000.00	input input	
	SUBMIT		

Step 3 – Calculator tool (Outputs)

After checking that all the values have been selected or inserted, pressing the Submit button will generate the outputs in the lower part of the page.

The graph shows the state of charge of the Li-ion battery during the discharging and charging phases. The battery and charger configuration is suitable if the yellow line is well above the red line, which indicates the minimum state of charge.



The estimated costs per truck are also listed.

The investment costs include the purchase costs and the cost of the charging room and equipment if required for Lead Acid in a new facility. Usually the investment cost is higher for Lithium-ion.



TOUGH TRUCKS

The annual cost per year includes:

- The energy cost, usually lower for Li-ion due to the higher efficiency of the battery and charger
- The battery handling cost, usually lower for Li-ion as the travel to the charging room and battery exchange is not required
- Battery maintenance cost, usually lower for Li-ion as water top up is not required.

Investment Costs per truck			
	Lead Acid	Lithium-ion	
Batteries required per truck (integer)	2	1	
	€	€	
Total battery cost	7,000.00	20,000.00	
Charger cost Charging room and equipment cost	1,000.00 0.00	3,000.00 0.00	
Total	8,000.00	23,000.00	
	Annual Co	sts per truck	
	Lead Acid	Lithium-ion	
	€	€	
Energy cost	2,471.94	1,574.01	
Battery handling cost	5,079.18	756.00	
Battery maintenance cost	725.38	50.00	

The last part of the outputs is about the savings and the payback period, if the customer chooses Li-ion.

Total

8.276.50

The savings are cumulative and it is possible to convert them into a currency different from Euro. The currency desired can be selected in the drop down menu. Payback in appropriate applications is as low as 2-3 years.

2,380.01

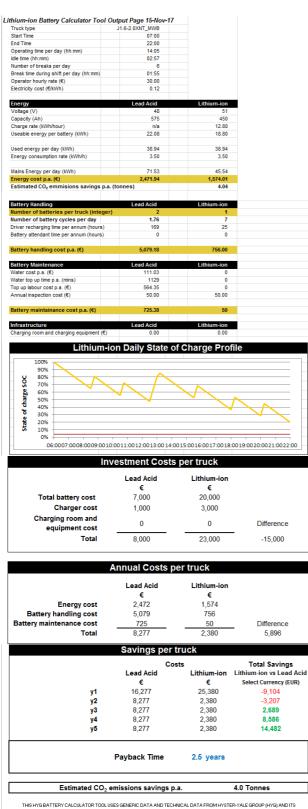
Also the savings in terms of carbon emissions are estimated due to the higher Li-ion efficiency and are calculated using the standard EN 16796, based on a mix of the German different electricity generation systems.

		Costs		lative Savings
	Lead Acid	Lithium-ion	(Lithium-	ion vs Lead Acid)
	€	€	€	Select Currency (EUR
y1	16,277	25,380	-9,104	-9,104
y2	8,277	2,380	-3,207	-3,207
у3	8,277	2,380	2,689	2,689
y4	8,277	2,380	8,586	8,586
у5	8,277	2,380	14,482	14,482
P	ayback Time	2.5 years		

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Moving to the next sheet of the tool, the outputs are ready to be printed in 2 pages and presented to your customer to complement the discussion about the best power choice for that specific application.



THIS HYG BATTERY CALCULATOR TOOL USES GENERIC DATA AND TECHNICAL DATA FROM HYSTER-YALE GROUP (HYG) AND ITS SUPPLERS TO MODEL THE PERFORMANCE OF LITHIUM ON EQUIPMENT SUPPLED BY HYG BASED ON USER INPUTSIT CALCULATES THE PERFORMANCE OF THE EQUIPMENT IN TYPICAL MATERIAL SHANDLING APPLICATIONS. WHE HYG HAS SUBCOVIDED TO ENSURE ITS ACCURACY, HYG CAMNOT GUARANTEE THAT THE RESULTS GENERATED VILL BE ACCURATE OR OF CONSTRUCTION AS MEDICATIONS. WHEN APPLICATIONS HYD HYDER, THE PERFORMANCE OF THE TOOL RELEG ON THE USER IPPOINTION COMPLETE AND ACCURATE INFO FESSION STATUS OF THE TOOL MATE BE CONFRONT IN COMPLETE ON HAACCURATE INFORMACIONALE INFORMATION OF CONFICIENT ESTIMATES GUAR. AND SHOLD INFO ER PLEDUPPOINTS CONFILED IN ACCURATE INFORMATION OF MATERIALS ESTIMATES GUAR. AND SHOLD INFORMATION DE RELEGUIDATION ACCURATE INFORMATION OF MATERIALS IN GOMMENTED BY THE TOOL MATE BE CONFRONTED IN ACCURATE INFORMED FRANCTS AND SHOLD INFORMATION OF MATERIALS OF MATERIALS AND ACCURATE INFORMATION OF MATERIALS OF MATERIALS AND ACCURATE INFORMATION OF MATERIALS OF MATERIALS AND ACCURATE INFORMATION OF MATERIALS AND ACCURATER AND ACCURATE INFORMATION OF MATERIALS AND ACCURATE IN