



ICE PNEUMATIC LIFT TRUCK VALUE INDEX WORKSHEET

Which ICE pneumatic lift truck provides greatest total value for your investment?

To calculate the value index:

1. Assign numeric value (from low of 1 to a high of 10) to each of the 8 product attributes listed.
2. Assign a weight to each attribute (productivity, uptime and value) based on its importance to your operation (from low of 1 to a high of 10).

The multiplied values for product attributes and the assigned "weighting" add up to the resulting value index.

WEIGHTING FACTORS	
Productivity	
Uptime	
Value	
<i>Rate each factor 1 (low) to 10 (high)</i>	

PRODUCTIVITY QUOTIENT	MODEL RATING (A)		WEIGHTING FACTOR (B)	EVALUATION (A x B)	
	Hyster	Toyota		Hyster	Toyota
Cycle Times • Acceleration • Lift/Lower Speeds • Travel Speeds					
Mast Rigidity					
Ergonomics					
PRODUCTIVITY QUOTIENT SUBTOTAL					

UPTIME QUOTIENT	MODEL RATING (A)		WEIGHTING FACTOR (B)	EVALUATION (A x B)	
	Hyster	Toyota		Hyster	Toyota
Ease of Service					
Dependability					
Stability System					
Parts/Dealer Support					
UPTIME QUOTIENT SUBTOTAL					

VALUE QUOTIENT	MODEL RATING (A)		WEIGHTING FACTOR (B)	EVALUATION (A x B)	
	Hyster	Toyota		Hyster	Toyota
Fuel Efficiency					
Cost of Ownership • Parts Cost • Ease of Service • Service Intervals					
VALUE QUOTIENT SUBTOTAL					