



THE ICE MAN Air Conditioning And Maintenance Ltd.
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| 1. Annual Idling Fuel Cost* | | Example | Your Actual |
|-----------------------------|--|-------------------|---------------------------------|
| A | Number of trucks | 1 | <input type="text"/> truck(s) |
| B | Number of weeks you idle | 30 weeks | <input type="text"/> weeks |
| C | Number of days per week you idle | 5 days | <input type="text"/> days |
| D | Number of hours per day you idle | 8 hours | <input type="text"/> hours |
| E | Total idling hours per year (BxCxD=E) | 1200 | <input type="text"/> hours/year |
| F | Fuel consumption at idle (Litres/hour) | 3 L/h | <input type="text"/> L/h |
| G | Fuel cost per Litre | .94 | <input type="text"/> \$/L |
| H | Idling fuel cost per year (ExFxG=H) | \$3,384.00 | <input type="text"/> \$/year |

2. Espar Equipment Cost

| | | | |
|----------|--|------------|------------------------------|
| I | AIRTRONIC D2 heater cost (use your quoted price**) | \$1,750.00 | <input type="text"/> dollars |
| J | AIRTRONIC D2 operating cost per year (0.23 L/hr x ExG = J) | \$259.44 | <input type="text"/> \$/year |

Please note that the Espar equipment cost is subtracted from the idling cost in the savings calculation. The savings below factors in your equipment cost.

3. Your savings:

| | | | |
|----------|----------------------------------|-------------|------------------------------|
| K | 2 years = $A \times [2x(H-J)-I]$ | \$4,499.12 | <input type="text"/> dollars |
| L | 3 years = $A \times [3x(H-J)-I]$ | \$7,623.68 | <input type="text"/> dollars |
| M | 4 years = $A \times [4x(H-J)-I]$ | \$10,748.24 | <input type="text"/> dollars |
| N | 5 years = $A \times [5x(H-J)-I]$ | \$13,872.80 | <input type="text"/> dollars |

*Many customers tell us they save maintenance expenses as well as fuel by extending oil changes and the lifespan of components such as air compressors, alternators, belts, hoses, etc. by reducing idling.