

# YOU'RE MAKING A GREAT INVESTMENT WITH OUR ACCESS PLATFORM

HERE'S WHY ...



“Aldercote really understands the customer’s requirements, making the ongoing ownership and maintenance more cost effective for the customer.”

Gary Harrison IMIM  
Head of Engineering,  
Rivus (Openreach)



## THE BENEFITS OF BUYING NEW

There has never been a better time to buy a van mounted access platform. A new electric platform provides higher productivity, better reliability, lower running costs, and lower environmental impact than older engine driven machines. With recent changes to corporation tax allowing offsetting of new investments, and the high value of used machines it is also surprisingly cost effective.

There are several ways to finance a new platform, below are models for cash purchase and standard hire purchase, compared with a typical rate for long term hire for comparison <sup>1</sup>.

<sup>1</sup> The figures shown here are what would be available to a typical small business in early 2024. Deals vary with economic conditions and individual company circumstances, but the overall picture shown here will hold true in most cases.

## WHY ALDERCOTE?

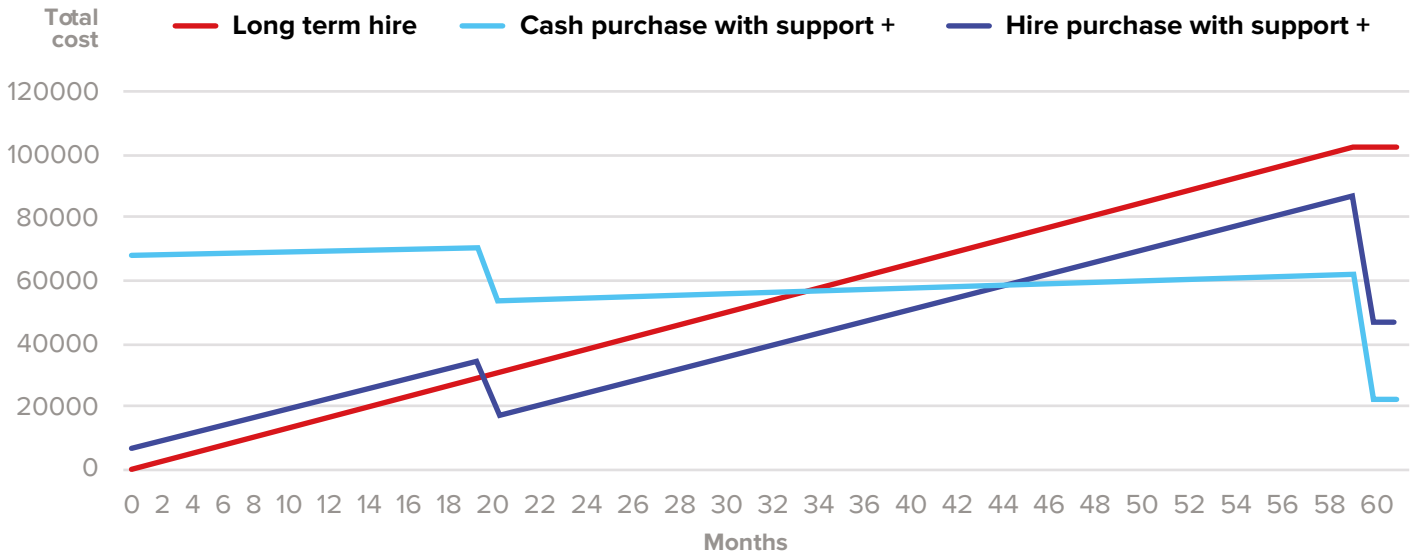
- No fuel burn during operation
- Less engine maintenance due to reduced engine idling
- Robust design using high quality components
- Plug-and-play components reducing maintenance requirements
- Reduced call-outs due to remote diagnostics, and operator feedback
- Improved fuel efficiency due to lower weight
- Reduced collision risk

## THESE CALCULATIONS ARE BASED ON:

- Price of £67,000
- Five-year repayment term
- 25% of purchase price being returned through the corporation tax full expensing rule, 18 months after purchase.
- Full Aldercote service package, including LOLERS, annual servicing, and breakdown support for wear and tear.
- 10% deposit, and annual rate of interest of 5%

*E-Drive* – our self-charging hybrid electric system, and our *Remote Diagnostics Service*, both come as standard.

Total outlay over five years is shown in the graph below.



Cash purchasing will always be the cheapest long-term option, and the total cost of buying and maintaining a new electric platform over five years is actually lower than the purchase price, thanks to the corporation tax saving. The total amount spent is just over £60,000 over five years, meaning an average of just over £1000 per month.

Avoiding up-front costs through hire purchase results in an average monthly cost of £1340.

All these figures are significantly lower than typical rental prices, and of course, in the end you own the machine. 5-year-old van mounted platforms are currently selling for about £40,000. Sell your platform for this sum after five years and the cost of owning and maintaining a new electric platform for 5 years is around £21,000 for a cash purchase, and £43,000 with the most competitive financing arrangement. This equates to monthly outlay of £360, and £780 per month.

Of course, with E-drive you'll also spend less on fuel and vehicle maintenance, faster operation will boost your productivity, and quieter, cleaner operation will please your operators.

#### DID YOU KNOW?

Weight is the biggest driver of fuel consumption in commercial vehicles. This is especially true at low speeds.

**Every 100kg removed from the vehicle will improve efficiency on average by 2%**

This will be more in urban driving and on hilly terrain.

Once you're tried one, you won't want anything else. Contact Aldercote to get current prices and book a demo.

#### EASY TO CONTACT

Should you need to contact us, just pick up the phone, or drop us an email. Any enquiry is quickly directed to the correct person (and often answered the same day).