



Hyster J30-40XMT₂ Series VS.

00 Series



The Hyster J30-40XMT₂ Series has been developed to provide a compact, reliable lift truck with low operating cost and performance levels to match the most demanding customer applications. To help enhance the selling skills and product knowledge of your Hyster dealer sales force, the following presentation compares features and benefits of the Hyster J30-40XMT₂ Series and the Crown SC 4000 Series. We hope this information will be helpful to you.

GENERAL

The total 1999 North American three wheel sit down market size was 9,093 units. This number reflects *ALL electric three wheel trucks sold ranging from 2000 to 4000 pound capacities.

25% of all Class I sales in North America are three-wheel sit down models.

Hyster industrial forklifts built in North America comply with the following codes and standards:

FM label - (Factory Mutual)

****UL (Underwriters Laboratory) certified**

*** Represents manufacturers who report to ITA**

**** Not all other manufacturer's trucks are UL approved**

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J30-40XMT₂ INTRODUCTION

The New J30-40XMT₂ Series:
Developed to cover the needs of the
users in North America.

□ **Specific requirements**

- ▶ **Compact**
- ▶ **Reliable**
- ▶ **Low operating cost**
- ▶ **Performance levels that match the most demanding applications**



The J30-40XMT₂ series has been developed to cover the needs of the three wheel sit down electric truck users in North America. The specific requirements for this market call for a compact, reliable lift truck with low operating cost and performance levels that match the most demanding customer applications.

J30-40XMT₂ INTRODUCTION

Hyster Company's market research and input from the field provided important input to fine-tune the J30-40XMT₂ design features.

/// Results of the Research:

- The J30-40XMT₂ models combine simplicity with up-to-date technology and a host of new features.**



Hyster Company's research, surveys and feedback from the field provided important input to fine-tune the ERP-TG design features.

The J30-40XMT₂ series design combines simplicity with up-to-date technology and a host of new features.

J30-40XMT₂ FEATURES

- ▶ **Power**
- ▶ **Versatility**
- ▶ **Enhanced overall performance and shift life**
- ▶ **Increased productivity and efficiency**
- ▶ **Maneuverability**
- ▶ **Ergonomic operator comfort**



The J30-40XMT₂ models were designed for demanding applications that require clean, quiet-running, heavy duty capabilities. These lift trucks are extremely maneuverable, energy efficient and offer excellent ergonomics, reliability, ease of maintenance and plenty of power.

The simplicity of the design is clearly visible. This no nonsense truck has all the features that are required in today's demanding applications.

The Hyster J30-40XMT₂ series features power, versatility, improved overall performance and shift life, increased productivity and efficiency, maneuverability and ergonomic operator comfort.

J30-40XMT₂ FEATURES

■ Additional new design features include:

- ☐ GE GEN II Traction Control
- ☐ SEM Technology
- ☐ Twin steer tires
- ☐ Hydrostatic activated rack and pinion steering
- ☐ Upgraded dash display
- ☐ Redesigned counterweight
- ☐ Optional transistor hydraulic controls
- ☐ On-demand steering



The new three wheel electric rider models feature the General Electric (GE) GEN II transistor controller and Separately Excited Motor (SEM) technology. Additional new features include twin steer tires, rack and pinion steering, an updated dash display, a redesigned counterweight, optional transistor hydraulic controls, and an optional “on demand” steering system.

While in operation the driver will experience excellent maneuverability and visibility. This unit will allow ease of operation and efficiency for all operators improving driver productivity.

SC 4000 SERIES

The Crown SC 4000 Series features:

- /// **Compact operator compartment**
 - **Acceptable view of the forks.**
- /// **Narrow steering column**
- /// **Low cowl**
 - **Partially enhances line of vision.**
- /// **With load elevated, operator visibility through the mast and overhead guard area is acceptable.**



The new Crown SC 4000 series sit-down counterbalanced rider features a compact operator compartment. A narrow steering column, and a low cowl make the operator line of vision acceptable. When the load is elevated, operator visibility through the mast and overhead guard area appears to be improved over their previous design.

SC 4000 SERIES FEATURES

- The Crown SC 4000 series features: driver's enhanced visibility, more operator room, and increased productivity than previous models.
- Crown's appearance has improved with a new modern design and overhead guard.
- No 48 Volt option.



Compared to their previous 3,000 and 3,500 lb. capacity models, the SC 4000 series provides enhanced visibility, more operator room, and increased productivity. According to Crown, the appearance has also improved with a new over-head guard design and aesthetics.

Aesthetically the style of the new SC 4000 Series is a dramatic change over the older model. During this presentation we will discuss the features and provide you with actual performance test data to assist you in presenting the customer the real value of the Hyster product versus Crown.

PUBLISHED SPECIFICATION COMPARISON

Manufacturer/Model	Capacity	Wheel Base	Turning Radius	Right Angle
Hyster J40XMT ₂	4,000 lbs	54.5"	61.8"	75.1"
Crown SC 4040-40	4,000 lbs	54.7"	62.7"	77.2"

Manufacturer/Model	Capacity	Max Travel Speed (mph)	Max Lift Speed, Std (ft/min)	Battery Compartment (Max Size - in.)	OHG Height (in.)
		NL / RL	NL / RL	(w x l x h)	
		36V	*48V		
Hyster J40XMT ₂	4,000 lbs	7.7 / 6.9 8.6 / 8.1	90 / 50	39.0 x 25.2 x 26.12	78
Crown SC 4040-40	4,000 lbs	8.2 / 7.1 N/A	90 / 58	38.81 x 24.88 x 22.80	78.5



**Hyster has a speed advantage (where speed is important) with the 48V "No cost" option, providing increased cycle time with the larger battery compartment.
*Not available for "EE" rated units**

There is a noticeable 2 inch difference in right angle stack Hyster versus Crown.

Does the 2 inches in right angle stack make a difference?

Both trucks will be able to work in the aisle but the 2 inches provides the operator with additional room to maneuver and increases productivity on the Hyster.

Remember, increased right angle adds to operator productivity as well as reduced product and equipment damage.

The Crown SC 4040-40 is 3/10ths of a mile per hour faster than the Hyster spec to spec. Actual speeds can vary by up to 5/10ths mph on any given model. If speed is that critical then consider a 48 volt model where Hyster has a significant advantage.

ACTUAL TEST RESULTS: USING THE SAMPLE TRUCKS

SC 4040-40 VS. J40XMT₂
36 volt / 4,000 # capacity

<u>Maximum Travel Speed (MPH)</u>				
	<u>No Load</u>		<u>4,000 lbs.</u>	
	Crown	Hyster	Crown	Hyster
Forward (MPH)	6.79	7.7	6.72	6.9
<u>Lift and Lower Performance (FPM - Feet Per Minute)</u>				
	<u>Lifting FPM</u>		<u>Lowering FPM</u>	
Capacity	Crown	Hyster	Crown	Hyster
No load	73.8	95	83.6	93
4,000 lbs.	45.3	55	63.9	100

The previous slide showed published specifications. Actual testing shows quite a different story. A head to head demo may be appropriate to demonstrate the increased performance of the Hyster J30-40XMT₂ .

Prepare your presentation to bring out the best Hyster points for that customer's specific application.

J30-40XMT₂ OPERATOR COMPARTMENT

- Contoured, rubber coated handgrip on left overhead guard leg
- A non skid full step located on the left side for easy entrance and exit



(3 Point Entry)

The low 20" inch step height in combination with the easy to grab hip restraint, and a well positioned handgrip, provide excellent on/off access.

SC 4000 SERIES OPERATOR COMPARTMENT

- Contoured overhead guard legs and cowl

□ No hand grip

- Full steps located on both sides

- Compartment has an uncluttered



Crown has slightly more foot room than the Hyster with less obstruction.

Crown floor dimension measures 31" w x 17.5" l (not including wide steps on both sides).

Hyster's is 34-1/2" w x 15" l (not including step on left side only).

The Crown does not have a hand grip mounted to the overhead guard. In perfect conditions, this is acceptable, but with greasy hands, cold environments, or heavy gloves the absence of a hand grip makes it more difficult for operator entry/exit of the truck.

The Crown has a low step height of 15".

HYSTER J30-40XMT₂

- **Standard, non- suspension, vinyl seat provides the operator with low height and easy entry and exit**
- **All Hyster seats have a seat activated park brake warning buzzer switch.**
- **Seat mounted, retractable belts are standard**
- **Optional premium seat is available**
- **Hip restraints provide better tip over protection**



(optional premium seat)

- Seats on Hyster trucks are ergonomically designed for operator comfort, reducing fatigue and increasing productivity.
- A non suspension and semi suspension seat are available in cloth or vinyl and include seat belt and hip restraints. The optional premium seat is fully adjustable for position and firmness based on the operators weight.
- 6 seat adjustments can be made to create the most ideal driving position.
- A switch mounted within the seat activates the park brake warning buzzer when the operator is not seated and the park brake is not set. When activated it disables hydraulic steering and traction to prevent inadvertent movement.
- Hyster and Crown both offer seat mounted retractable belts. This type of mounting is optimal for operators by preventing the belt from rubbing into the operator's stomach and restricting the operator. The belt moves with the operator.

CROWN SC 4000 SERIES

- **Non suspension seat with “shoulder” restraint is standard**
- **Optional full suspension seat is available**
- **Seat mounted, retractable belts are standard**



- Both non suspension and optional full suspension seats are available.
- Seat is adjustable forward and back.
- A switch mounted within the seat activates the park brake warning buzzer when the operator is not seated and park brake is not set. When activated it disables hydraulic steering and traction to prevent inadvertent movement.

HYSTER RECOMMENDED PROCEDURE IN CASE OF TIP OVER



The Hyster recommended procedure in the event a tip over occurs is to stay with the unit. **DO NOT JUMP OFF !** Hyster suggests the operator lean forward toward the cowl, holding onto the steering wheel tightly, brace both feet on floor board and lean away from impact. Leaning forward on the Crown would diminish the effect of shoulder high body restraints.

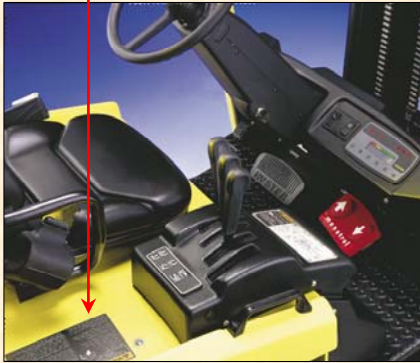
The Hyster operator hip restraint system was designed to help keep the operators body within the confines of the operator compartment.

Hyster Company's research shows that the lower part of the operator is most likely to slip out of the confines of the truck in the unlikely event of a tip over.

J30-40XMT₂

■ Storage compartment

■ Area to place paperwork on the hood



Provided as standard equipment, a convenient storage box is located on the left side of the cowl for pencils, pens, and other miscellaneous items. The hood area located to the right of the operator seat provides an area to place paperwork. Optional clip available.

SC 4000 SERIES

- No storage compartment on dash
- No area to place paperwork on the hood



Crown literature offers an optional storage tray with armrest for the operator to place paperwork or store items needed to perform daily activities such as pens, and safety glasses. (No picture available).

HYSTER J30-40XMT₂

- **5 position tilt column to suit different operators**
- **Compact steering wheel**
- **Lock-to-lock steering requires 5.3 turns of the wheel**



The steer column is adjustable to five tilt positions to accommodate the operator. A compact 14" (356 mm) steering wheel is offset by 2" (50 mm) for left hand operation providing quick, precise steering.

The larger Hyster 14" (vs. Crown 12") steering wheel provides lessened steering effort and increased controllability.

The Hyster lock to lock steering requires 5.3 revolutions of the wheel. The extra steer turn compared to Crown decreases the chance of too sensitive steering at higher travel speeds. Too few turns could lead to increased turning effort and too sensitive steering.

CROWN SC 4000 SERIES

- Adjustable tilt steering
- 4.25 turns lock to lock
- Compact steering wheel



- The Crown tilt steer column is gas spring assisted
- The tilt column locking lever is designed into the cowl
- The **12** inch steering wheel is smaller than the Hyster and requires 4.25 turns lock to lock. A smaller wheel gets lost in the hands of a typical operator.

END OF PART I