

COMPETITIVE REVIEW



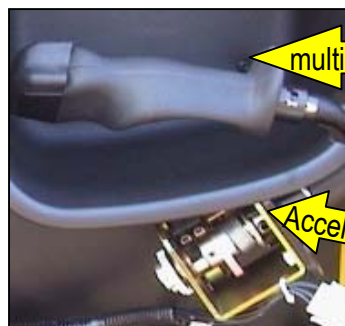
HYSTER R30XM₂

VS



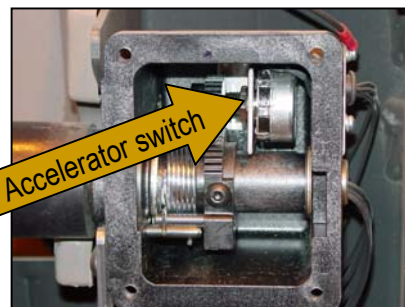
CROWN SP3020-30

REDUCED MAINTENANCE COSTS, RELIABILITY

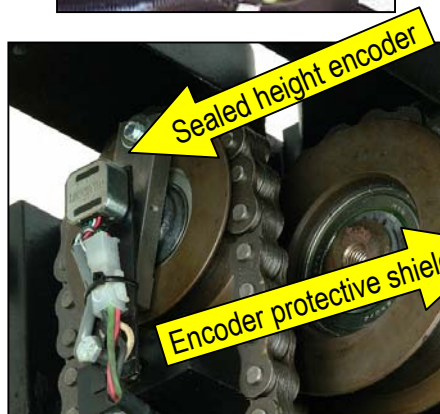


multi-function control handle

Accelerator switch



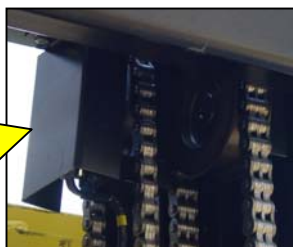
Accelerator switch



Sealed height encoder

Encoder protective shield

Protective encoder shield

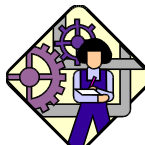


Mechanical height switches

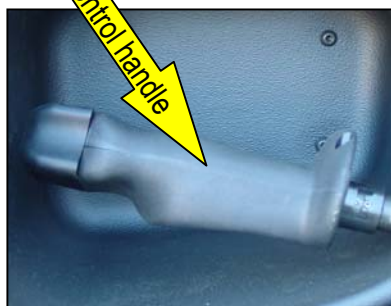


Hyster accelerator switch and Hyster mast height encoder

Crown accelerator switch and Crown height sensing switches

FEATURE	HYSTER	CROWN	BENEFIT
Accelerator Switch	The accelerator switch used on the R30XM ₂ is a Hall effect sensor. Hall effect sensors are sealed to protect against moisture and other contaminants. Hall effect sensors have no wearable electrical parts and require no adjustments, which make them very reliable.	The Crown SP3020-30 features a potentiometer that is used as the accelerator switch. Potentiometers require adjustments, are less reliable and are prone to wear and contamination from moisture and vibration.	  The state-of-the art electrical devices used on the Hyster R30XM₂ are more reliable and require less maintenance and service requirements compared to the Crown SP3020-30 order picker.
Height Sensing	The Height encoder found on the Hyster R30XM ₂ monitors the operator platform height by counting the number of mast chain pulley rotations, which is a direct relationship to platform height. The height encoder requires no adjustments.	The Crown SP3020-30 order picker features mechanical switches that control platform height. As compared to the height encoder, mechanical switches have more wearable parts, require more adjustments and are more susceptible to physical damage than the height encoder.	

OPERATOR COMFORT / INCREASED PRODUCTIVITY



multi-function control handle



Twist grip type control handle



Adjustable console push button



Hyster multi-function control handle and adjustable console



No adjustable console

Crown accelerator handle. Crown does not offer an adjustable console

FEATURE	HYSTER	CROWN	BENEFIT
Multi-function Control Handle	The multi-function control handle found on the R30XM ₂ has a palm rest and is scalloped at the bottom of the handle for hand comfort and positioning. The handle also pivots to allow three different angled positions depending on operator preference.	The Crown does not feature a multi-function control handle. The twist grip accelerator is uncomfortable and requires more effort to activate, contributing to wrist and hand fatigue. The accelerator grip is fixed and is non-adjustable.	
Adjustable Console	The R30XM ₂ order picker features an optional adjustable console that has a full six inches of vertical travel. The adjustable console is an industry first, and is unique in that it allows a comfortable operator stance for various sizes of operators.	The Crown SP3020-30 does not offer an adjustable console.	Innovative designs such as the adjustable console and the adjustable multi-function control handle reduce operator fatigue, enhance operator comfort while contributing to higher productivity levels.

SERVICEABILITY, REDUCED MAINTENANCE COSTS



Hyster's 3-phase brushless steer motor

Motor compartment access with doors open and top cover raised



Motor compartment access with cover removed and doors open



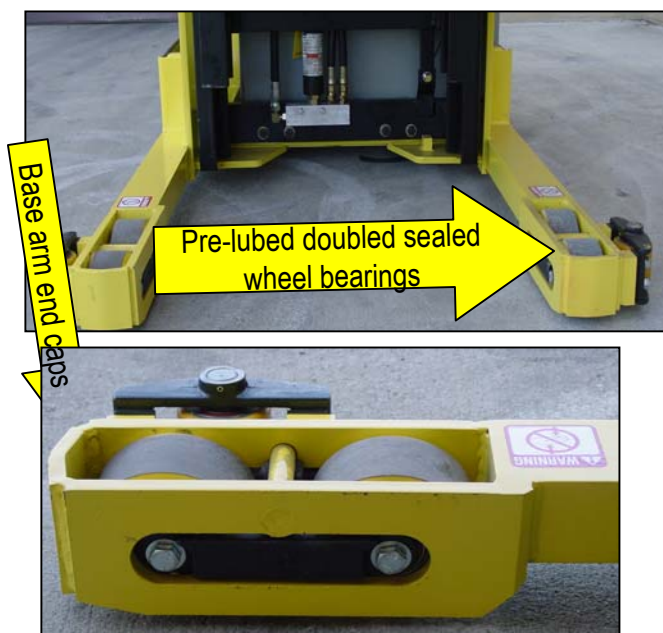
Power steering motor requires brush maintenance

Hyster motor compartment access and brushless power steering motor

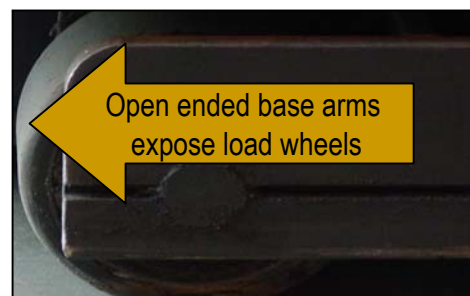
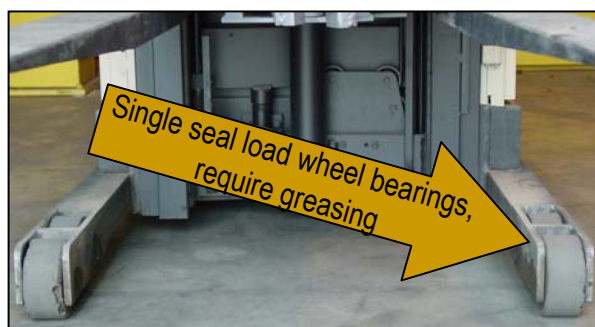
Crown motor compartment access and power steering motor

FEATURE	HYSTER	CROWN	BENEFIT
Motor Compartment Access	The Hyster R30XM ₂ motor compartment is accessed by simply removing two thumb screws (no tools required). The metal hinged doors swing open to provide adequate access to all motors. The motor compartment top cover lifts off and is easily removed by loosening 4 spring-loaded quarter-turn fasteners.	The Crown SP3020-30 motor compartment is accessed by removing two screws (tools required). Two hinged doors swing open and provide adequate access to all motors. The top cover of the motor compartment lifts up and down easily providing good access to the battery.	 The Hyster dual hinged metal doors provide protection with quick and easy access to the motor compartment. The Hyster order pickers feature a 3 phase brushless steer motor, which enhances reliability and reduces maintenance costs.
Steer Motor	The steer motor found on the Hyster R30XM ₂ is a three-phase brushless design. Being a brushless motor, there is no service or maintenance requirements. The gearbox is integral to the motor itself for improved durability.	The steer motor found on the Crown SP3020-30 order picker is a standard DC motor. This is not a brushless motor and requires servicing and periodic brush adjustments and replacement.	

REDUCED MAINTENANCE COSTS, RELIABILITY



Hyster load wheels and base arm end caps



Crown load wheels and base arm end caps

FEATURE	HYSTER	CROWN	BENEFIT
Load Wheel Bearings	The load wheel bearings used on the Hyster R30XM ₂ are a pre-lubed double sealed bearing. Pre-lubed double sealed bearings are greased when manufactured and sealed to keep lubricants in and contamination out. Basically a maintenance free wheel bearing.	The Crown SP3020-30 does not utilize pre-lubed double sealed wheel bearings. The load wheels must be greased during maintenance PM's (preventative maintenance) checks. Non sealed bearings are much more susceptible to contamination.	  The R30XM₂ order picker with double sealed, pre lubricated wheel bearings eliminate bearing greasing and protect the wheel bearings from moisture, dirt and other contamination. The protective load wheel end-caps protect the load wheels from physical damage. These innovative designs reduce maintenance costs and improve reliability.
Load Wheel Endcaps	The Hyster order picker basearms feature protective load wheel end-caps. The end-caps help protect the load wheels from damage.	The Crown SP3020-30 basearms do not feature load wheel end-caps. Without the end-caps, the load wheels are left exposed and are prone to damage, especially with the platform raised.	