



Competitive Presentation Summary

There is no doubt that Crown is a strong force in the Class II market place. There is no doubt Crown has a good order picker. But have no fear, the Hyster R30XM₂ stands head to head with the Crown SP3020-30 in every way.

The Hyster R30XM₂ features an ergonomically designed operator platform, which includes a multi-function control handle that is adjustable in three different angles, six inch vertical adjustable console (optional), thick rubber floor mat, dual overhead guard mounted light and fan package, RTC (return to center) steer or optional multi-turn steer (no charge option), and a full view wire mesh screen.

The Electrical system found on the R30XM₂ features state-of-the-art technology (SEM traction system, CANbus communication system, Hall effect sensors) for a simple, yet very reliable design. The electrical system features components from top electrical manufacturers such as, Inmotion (formerly Atlas Copco), and Curtis. The electrical system found on the R30XM₂ reflects the latest technical advances in the industry, unlike the Crown SP3020-30, which reflects an older less reliable designed electrical system. Crown's electrical system features General Electric controls; however, this electrical system is generations behind the current transistor control system found on the R30XM₂.

The competitive presentation section is designed to provide the salesperson with valuable information depicting the designs and features of both the Hyster R30XM₂ and the Crown SP3020-30. From this section, one will understand why the Hyster R30XM₂ can be positioned as the best order picker in the industry.

For detailed test data on performance and energy consumption between the R30XM₂ and Crown SP3020-30, refer to section five (Key Specification Comparison) and look under the Comparative Evaluation data.