

Competitive Presentation Summary

There is no doubt that Raymond is a strong force in the Class II market place. There is no doubt Raymond has a good order picker. But have no fear, the Hyster R30XM₂ stands head to head with the Raymond OPC30TT in every way. It should be noted that the Caterpillar NOR30/P, Mitsubishi EOP 15-24/P, and the Toyota 6BPU15 order pickers are all versions of the Raymond model.

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 major electrical components found on the R30XM₂ do not reflect proprietary costs like the electrical components found on the Raymond OPC30TT. In addition, to perform service work on the OPC30TT, one must either purchase the Raymond software for PC interface access or get a certified Raymond handset; again, proprietary expenses.

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 Raymond OPC30TT. 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 Raymond OPC30TT, refer to section five (Key Specification Comparison) and look in the Comparative Evaluation data.