



PRODUCT INFORMATION BULLETIN



PIB # 081211

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Model / Series Impact: Hyster V30ZMU (B463) V35ZMU (B464)

To: Hyster Dealer Principals, Sales Managers and Sales Representatives
From: Lou Micheletto, Manager, Product Strategy – Warehouse

Subject: New VNA Application Survey

The number of SKU's maintained in an end user's application continues to rise. The cost per pallet stored is also on the rise. Manufacturing and distribution centers are always looking for ways of reducing their cost per pallet stored. You have a solution, "Very Narrow Aisle Systems".

The rack area of VNA systems is typically 39% aisle. By comparison, a Narrow Aisle system is 51% aisle and a conventional aisle system is up to 66% aisle. That means your customer could store up to 27% more pallets in the same rack footprint or reduce the rack footprint by 27% and store a like number of pallets as is stored in a conventional system.

To help you gather preliminary VNA site information, please download the newly revised VNA site survey from MaterialsHandlingCentral.com. It is designed to guide you through the process of information gathering necessary to propose and justify a VNA system.

When you come across a customer application that looks like it's bursting at the seams, please call your Warehouse Regional Manager, Barry Larrain for support in selling a VNA system.