



PRODUCT INFORMATION BULLETIN



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Model / Series Impact: Hyster W40Z (B218) W25ZA₂ (B495)

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

Subject: Optional Absorbed Glass Mat (AGM) Deep Cycle Battery Pack

We are pleased to announce the availability of optional Deep Cycle Absorbed Glass Mat (AGM) battery packs to our W40Z and W25ZA₂ product offering.

With this launch you will now have three battery options which will satisfy different applications.

1. Flooded batteries for applications that are cost sensitive.
2. GNB Pallet Pro for applications that wish to eliminate watering and have limited opportunity charging.
3. New AGM batteries for applications that expose batteries to severe cold, high vibration and frequent opportunity charging.

For years, low lift pallet jacks have been powered by traditional, flooded lead-acid batteries, however advances in battery technology and environmental concerns have brought this Absorbed Glass Mat technology to the forefront of deep cycle batteries.

Application Questions

Does the end user have time to fiddle with hydrometers and corrosive acid?

Does the end user have distilled water readily available to use in the flooded batteries?

Does the end user have sufficient ventilation to deal with the issues related to the smell of lead acid fumes while charging batteries?

If you answered “NO” to any or all of these questions you should consider the new optional AGM battery pack.

With AGM batteries there are no hydrometers to mess with, no corrosive acid to “ever” deal with, no maintenance - no water to add “ever”. AGM batteries can be stored for months and are “REAL” amp hour rated!

AGM batteries provide the following benefits:

Serviceability

- AGM batteries are sealed and do not discharge corrosive gases so they never require topping off with expensive distilled battery water, or the laborious and cautious procedures related to hydrometer testing.
- The absence of corrosive gas discharge means that battery terminals and hardware won't corrode causing this required maintenance.

Cost of Operation

- AGM batteries have a very low self-discharge - 1% to 3% per month is typical. This means that they can sit in storage for much longer periods without charging than standard flooded batteries.
- AGM batteries are considered to be non-hazardous, which means the shipping costs are lower.

- Since there is no liquid to freeze and expand in an AGM battery, they are practically immune from freezing damage.
- The AGM battery has a full discharge and charge life expectancy of 500 to 700 cycles (depending on depth of discharge).

Productivity

- The AGM battery, unlike its lead acid and gel counterparts, handles “opportunity charging” quite well.
- The AGM battery can be charged faster which puts the lift truck back in action sooner.

Ergonomics

- Since all the electrolyte (acid) is contained in the glass mat sheets, they cannot spill, even if the case is broken.
- No need to remove covers to check water levels.

Dependability

- The plates inside AGM batteries are tightly packed and rigidly mounted, and will withstand shock and vibration better than standard batteries.
- The AGM design enables the battery to provide a better recovery after repeated deep discharges. This contributes to the extended life expectancies and is important in remote area power supply applications.
- Since there is no liquid to freeze and expand, AGM batteries are practically immune from freezing damage.

Additional benefit of the AGM battery pack

Unlike its lead acid and gel cell counterparts, AGM batteries can handle “opportunity charging”. The AGM battery has a full discharge and charge life expectancy of 500 to 700 cycles (depending on depth of discharge).

Because the AGM battery is an acid starved battery and the plates deteriorate much slower, operators that want to opportunity charge while on break for an hour will not harm the battery.

Truck orders received beginning today with the Absorbed Glass Mat Battery Pack option will be implemented into production in June 2011 depending on order slot availability.

Standard Supplementation rules apply. If an existing truck order requires change as a result of this announcement, order management must be notified through contact management.

The [standard price pages](#) have been posted to the Digital Dealer Resource web site.

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