



HYSTER COMPANY

Americas Division

ACCOUNT: **United Technologies**

BACKGROUND:

- **United Technologies Corporation (UTC)** is a \$37 billion company whose products include Carrier heating and cooling (HVAC), UTC Fire & Security systems, Hamilton Sundstrand aerospace systems and industrial products, Otis elevators and escalators, Pratt & Whitney aircraft engines, Sikorsky helicopters and UTC Power fuel cells
- Currently traded NYSE Symbol UTX
- **RANKING**
22nd largest U.S. manufacturer
39th largest U.S. corporation
141st in the world
Named "Most Admired" aerospace company (2001, 2002, 2003, 2004 and 2005 lists, *Fortune*)
- **CURRENT EMPLOYMENT**
210,000 employees (2004)
143,000 of these based outside the United States
- **INTERNATIONAL PRESENCE**
Over 4,000 locations in approximately 62 countries; UTC does business in approximately 180 countries.
- Corporate Head Quarters, Farmington, CT.
- Contact: Bob Calves – Strategic Supply Management
- Estimated Fleet Size 2,500
- Current Suppliers:
Hyster, Toyota & Raymond

2006 Hyster Unit Sold: 65

FLEET SIZE: 2,200 Units

PRIMARY LIFT TRUCK CLASSES: I II III IV V





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STRENGTHS:

- Hyster Preferred Status for Carrier Division
- Large Installed Hyster Base
- Hyster Dealer support on maintenance contracts

WEAKNESSES:

- No internal champion for Sikorsky, Pratt & Whitney, Hamilton Sundstrand divisions
- Perceived weakness in Class II Products

OPPORTUNITIES:

- 45 Units Syracuse, NY PDC (Primarily Class 1 & II
- 60 Units coming off of lease Indianapolis, IN.
- 35 Units Collierville, TN

THREATS:

- Toyota major competitor – pricing will determine selection
- Yale has been doing some of the service work at Carrier Indianapolis where 60 Hyster units will be coming off of lease later in 2007

STRATEGY

- Discuss with UTC a renewed Sales Agreement for all UTC Divisions
- Meet with Carrier Indianapolis and Collierville, TN to ensure strong Hyster dealer relationships
- Invitation to compare for both Carrier facilities

