

The logo for Hyster, featuring the word "HYSTER" in a bold, white, sans-serif font on a black rectangular background.

TAKE IT TO EXTREMES

PI.B.

Product Information Bulletin

PIB Number: 03.0702a

Date: July 02, 2003

Series Impact: A476, A477

Subject: NEW CENTER RIDER AND TOW TRACTOR PRODUCT RELEASE

Description:

Hyster Company is pleased to announce its redesigned Center Rider- Low Lift Pallet C60-80Z series as well as the T5Z and the ****New** T7Z** Tow Tractor series being added to our product line-up. All four series are scheduled for August production. As we make the conversion from old to new, we wish to ensure that you have the interim marketing tools for these new series. To this end, please find the following information attached.

- A complete set of standard price pages for each range of product. In the near future we will be providing the formal distribution of these pages, they will, however be available on-line at www.hysterusa.com immediately. These price pages will be effective **July 2, 2003**.

By the end of July, your location will receive a combined Product Feature Brochure and Technical Guide for these product series. To assist you in the interim, we have provided a preliminary draft of the Technical Guides and photo's for each series. In addition to these items, please take a moment to reference the key points below. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series.***

These newly designed models combine a host of new features which include the following.

Operator Ergonomics / Comfort

- A 3 position tilt column with quick release and auto latch
- 1" thick cushioned floor mat
- 2 stage braking: regenerative braking or electromechanical braking
- Premium Back Pad with Auxiliary Functions (optional for both C60/80Z and T5/7Z, no auxiliary function on tow tractors)

Productivity / Performance

- Programmable Performance Parameters for all models are dealer adjustable and can be set-up using a handset to meet customer operational environment needs.
- Hall Effect sensors provide infinite levels of acceleration and reduce the maintenance associated with the use of potentiometers.
- Separately Excited Traction control system provides improved acceleration and speed control while limiting the required contactors.
- Push button lift/lower controls located on the top of control handle provide precise load positioning. (C60-80Z only)

Reliability / Serviceability

- The SEM controls with integrated transistor hydraulics provide improved pump motor brush life, minimizing service time **(C60-80Z only)**
- This solid state control eliminates the lift pump contactor and the high rush current associated with a contactor. The lower starting current extends the life of the pump motor. **(C60-80Z only)**
- The lift limit switch has been eliminated. Power to the lift pump motor is now automatically shut off when the control senses relief current. This occurs when the forks are fully elevated or maximum capacity is exceeded. **(C60-80Z only)**
- No forward/reverse or pump contactors result in reduced maintenance and better reliability
- Units incorporate components common to other Hyster series, e.g., the control compartment cover is made of the same impact resistant material as the B60-80Z providing better durability.
- Units use the same low noise drive unit with spiral/bevel gear design and traction motor as the B60-80Z. This fixed motor design reduces power cable flex to the motor while the splined coupler between drive motor and transmission allows for ease of traction motor servicing.
- The steering bearing is integrated into the drive unit, running in gear oil for zero maintenance.
- Full diagnostics capability through use of the same handset service tool used for the B60-80Z.
- An optional Multi-function display is available with battery-state-of-charge and performance mode display, however a low battery-lift interrupt integrated into the SEM controller is provided as standard **(horn beeps when using hoist and battery is low)**

C60-80Z Key Selling Features:

- Uses components common to B60-80Z (MDU, Traction Motor, Drive Tires, Traction Control, Drive & Fork Frames, Cover)
- SEM Traction Control technology with Integrated Transistor Hoist Control
- Improved Performance / Reduced Noise
- Hall Effect Sensor replaces Traction potentiometer
- Thicker Floor Mat (1" inch)
- Front Cover – High Impact Material
- Premium Back Pad with Auxiliary Functions
- New 3 Position Tilt Column
- New 2 Position Electomechanical Handbrakes
- Park Brake Switch
- Translucent, composite hydraulic reservoir for easy fluid check
- Lift cut out at full lift height

C60Z restrictions from former series: EE, Food Processing/Severe Freezer, Double Pallet Forks, 510 AH battery limit

T5Z Key Selling Features:

- Uses components common to B60Z (MDU, Traction Motor, 10" Drive Tire, Traction Control, Drive Frame, Cover)
- 700 Lbs Draw Bar Pull / 10,000 Lbs Rolling Capacity
- SEM Traction Control technology
- Hall Effect Sensor replaces Traction potentiometer
- MDU with Integrated Steer Bearings
- Front Cover – High Impact Material
- Thicker Floor Mat (1" inch)
- New 3 Position Tilt Column
- New 2 Position Electomechanical Handbrakes
- Park Brake Switch
- Better Ride – Larger Trail Wheels (8 X5)

T5Z restrictions from former series: EE, Food Processing/Severe Freezer, Double Pallet Forks, 510 AH battery limit

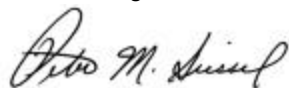
****NEW** T7Z Key Selling Features**

- Uses components common to B80Z (MDU, Traction Motor, 12" Drive Tire, Traction Control, Drive Frame, Cover)
- 1000 Lbs Draw Bar Pull / 15,000 Lbs Rolling Capacity
- SEM Traction Control technology
- Hall Effect Sensor replaces Traction potentiometer
- MDU with Integrated Steer Bearings
- Front Cover – High Impact Material
- Thicker Floor Mat (1" inch)
- New 3 Position Tilt Column
- New 2 Position Electomechanical Handbrakes
- Park Brake Switch
- Better Ride – Larger Trail Wheels (8 X 5)

We are excited about the release of this very important addition to our Class III family and the many opportunities and competitive advantages these trucks will provide you. For further detail or assistance, please contact your Warehouse Product Manager, Regional Sales Manager or the Marketing Department.

As always, we appreciate the support of our distribution network and the sales organization.

Sincere Regards,

A handwritten signature in black ink, appearing to read "Peter M. Siessel".

Peter M. Siessel
Vice President of Marketing – Hyster Company