

PRODUCT INFORMATION BULLETIN



PIB Number: 01.1207a

Date: December 7, 2001

Series Impact: W40-45Z

Subject: Product Release

Attn: All Dealer Principals, Sales Managers and Branch Managers

Hyster Company is pleased to release the new W40-45Z Walkie Pallet Truck series scheduled for February production.

To ensure that you have the marketing tools for the release of this new series, please find the following information attached.

1. A complete set of standard price pages for this range of product. Wednesday of next week we will be completing the formal distribution of these pages under our normal protocol. These will be effective tomorrow. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series.***
2. An electronic version of the Brochure / Technical Guide reference. The sales literature coordinator for your location will be receiving the complete Brochure / Technical Guide in the coming week if they have not already received it.

For your reference, the optional 12-volt configuration of the W45Z will begin production in April but is included in this marketing material for the sake of consistency. To further align the W40Z and W45Z products, the standard discounting for the W45Z will now match that of the W40Z. In addition to these procedural items, please take a moment to reference the key summary points below.

Ergonomics. The handle tube now boasts a more sculpted form creating an angle that better suits the operator's position. "Butterfly-type" controls allow for thumb actuation when traveling with forks trailing and thumb and forefinger actuation when traveling with forks leading. The wrap-around traction reversing actuator or "belly-switch" reverses the truck's direction and sounds the horn. Fingertip controls provide lift and lower capabilities without repositioning of the operator's hands.

Productivity. Both the W40Z and W45Z Walkie Pallet Trucks boast three user-selectable performance modes tailored to your operational environment. Each setting allows the operator to adjust acceleration, neutral braking, top travel speed and creep or “turtle” speed at truck start-up. The Hall Effect System provides you infinite levels of acceleration and eliminates the maintenance associated with the potentiometer. The Separately Excited Traction motor, or SEM system, provides improved acceleration and speed control while limiting the required contactors.

Battery Charging is a snap with the new detachable AC power cord on the W40Z and with the optional W45Z battery power pack configuration. On the W40Z pallet truck you do not have to disconnect the power cable; the SEM traction controller’s drive circuit is automatically disabled, preventing accidental operation. It dramatically reduces wear to the W40Z truck’s battery connector. When choosing the optional battery power pack configuration for the W45Z Walkie, you are required to disengage the battery connector. The battery power-pack option on the W45Z pallet truck gives you the freedom to recharge anywhere you have access to a wall outlet.

Reliability. A new gas spring replaces the torsion spring in the control handle ensuring a smoother return when stopping. This series was designed with minimal repair time in mind. The removal of three mounting screws allows for access to almost all of the sub-assemblies. The electronics are incorporated on one PC board in the handle with common switches to reduce service time and parts inventories.

For further detail or assistance in the training of this new release, please contact your Warehouse Product Manager, Regional Sales Manager or the Hyster Company Marketing Department.

Sincere Regards,

A handwritten signature in black ink, appearing to read "Scott A. Alexander", with a stylized, looping flourish at the end.

Scott A. Alexander
Director of Marketing – Hyster Company