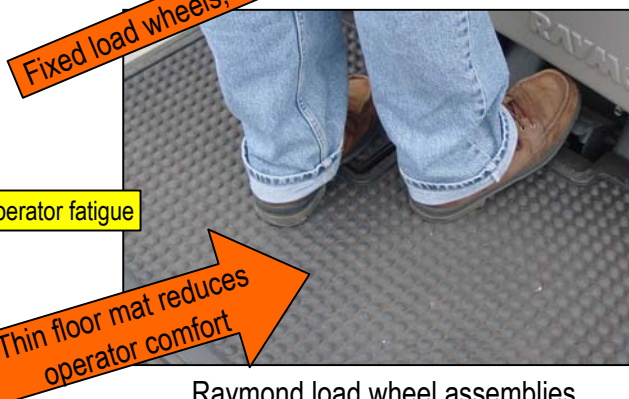
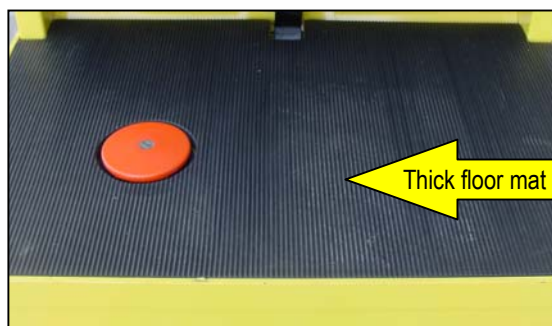
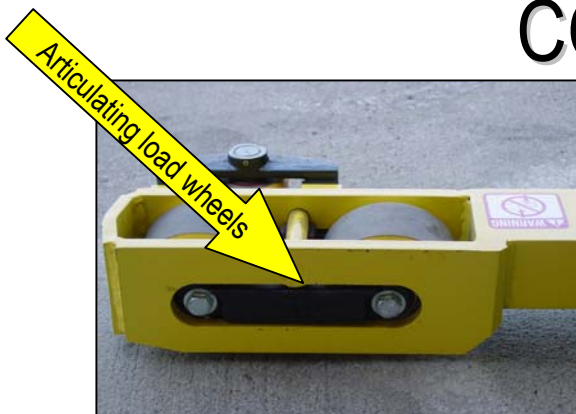


ERGONOMICS / OPERATOR COMFORT

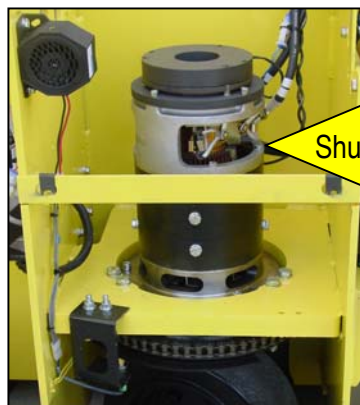


Hyster articulating load wheel assemblies and floor mat

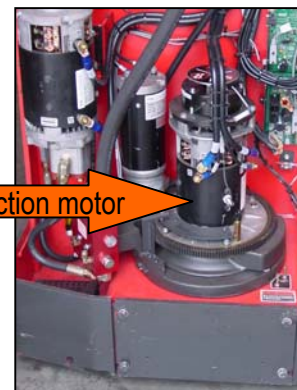
Raymond load wheel assemblies and floor mat

FEATURE	HYSTER	RAYMOND	BENEFIT
Articulating Load Wheels	The Hyster R30XM ₂ features articulating load wheels. Articulating load wheels provide a smoother ride than typical fixed mounted load wheels, especially on uneven or rough floor surfaces and expansion joints.	The Raymond OPC030TT does not offer articulating load wheels. The fixed load wheel design found on the OPC030TT does not "float" like the articulating load wheel design; resulting in a rougher ride.	 The innovative articulating load wheel design, combined with a full one inch anti-slip rubber floor mat, contribute to a smooth and comfortable ride while reducing operator fatigue.
Operator Compartment Floor mat	The Hyster R30XM ₂ operator compartment features a full 1 inch thick rubber floor mat. This thick rubber cushioned floor mat has a ribbed texture to not only provide a cushioning effect but also acts as an anti-slip mat.	The Raymond features a .5 inch thick rubber floor mat. The floor mat is textured with dimples to provide a cushioning effect and act as an anti-slip mat. However, the Hyster floor mat provides twice the cushion as does the Raymond.	

REDUCED MAINTENANCE COSTS



Shunt Wound traction motor



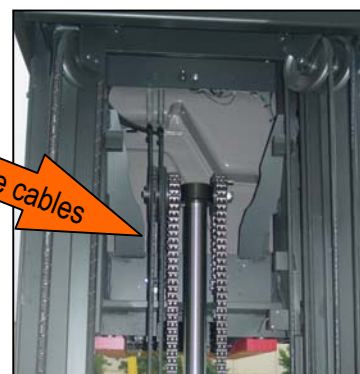
Shunt Wound traction motor



CANbus system simplifies the electrical system only a Single 8 conductor cable required

Hyster traction motor and electrical cables

Platform to chassis interface cables



Raymond traction motor and electrical cables

FEATURE	HYSTER	RAYMOND	BENEFIT
SEM Traction Motor	The R30XM ₂ features SEM (Separately Excited Motor) technology. The SEM traction system provides regenerative braking which increases motor brush life and battery life. Auto braking, another feature of SEM reduces brake wear.	The Raymond OPC030TT order picker also features a SEM traction Motor. The Raymond OPC030TT shares the same tractive benefits as the Hyster traction system.	 The combination of SEM and CANbus technology used on the Hyster R30XM₂ features a much less complex electrical system compared to the Raymond system. Plus the Hyster electrical system does not reflect proprietary costs or specialized handsets to trouble shoot.
CANbus Communication System	The R30XM ₂ features a CANbus communication system. This system reduces the number of wires and wire connections required to interface the platform to the tractor (chassis). This feature simplifies the electrical system and reduces maintenance requirements.	The OPC030TT order picker features Raymond's own designed electrical system. However Raymond's CANbus version requires two 6 conductor over the mast electrical cables as compared to Hyster's R30XM ₂ single 8 conductor over the mast electrical cable.	

OPERATOR COMFORT, INCREASED PRODUCTIVITY



Pencil tray

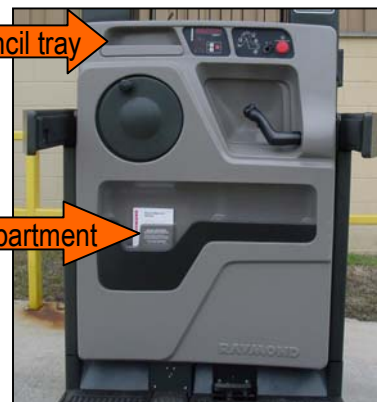
Cup holder

Removable trash bin

Storage compartment



Hyster operator compartment cover and light and fan package



Pencil tray

Storage compartment

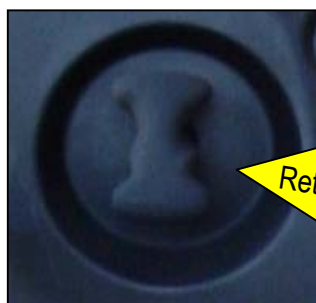


Light and fan package

Raymond operator compartment cover and light and fan package

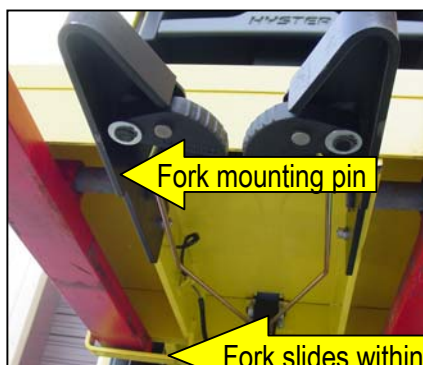
FEATURE	HYSTER	RAYMOND	BENEFIT
Storage Amenities	There are several storage pockets found within the Hyster R30XM ₂ operator compartment. The storage pockets are large enough for a clip board or a hand held scanner. Also featured is a removable trash bin which requires no tools to remove or install.	The Raymond OPC030TT operator compartment provides two storage bins. They are large enough for a clip board or scanner, however, there is no cup holder or removable trash bin provided.	
Operator compartment light and fan package	The Hyster R30XM ₂ features a dual light and fan package as standard equipment. The standard light and fan package contains a dome light, a fixed spot light and a two speed fan. Two additional work lights are available as a standard price book option.	The Raymond OPC030TT does not provide a light and fan package as standard equipment. The light and fan package is a \$375.00 price book option. The light and fan package contains a fan, work light and dome light.	The Hyster R30XM ₂ features many operator amenities. Designs like the spacious storage compartments, pencil tray, removable trash bin and light and fan package enhance operator comfort and contribute to a more productive operator.

INCREASED PRODUCTIVITY



Return To Center steering

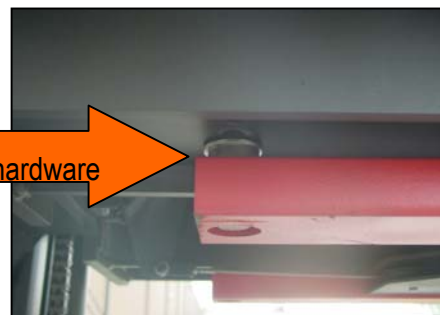
Multi-turn steer system
Return to center steering not available



Fork mounting pin

Fork slides within fork pocket

Fork mounting hardware

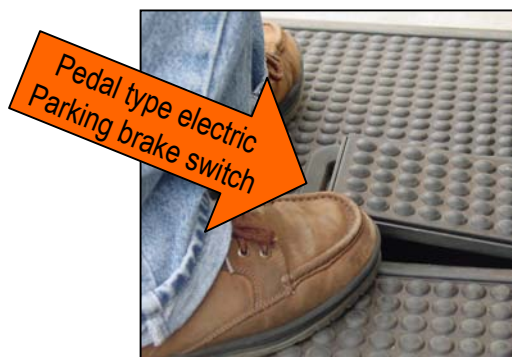
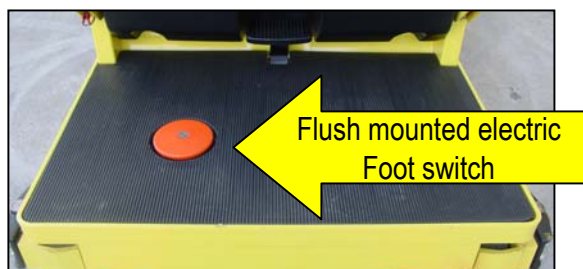


Hyster's RTC steering and fork adjustment

Raymond's multi-turn steering and fork adjustment

FEATURE	HYSTER	RAYMOND	BENEFIT
Return To Center Steer	The Hyster R30XM ₂ features RTC (Return To Center) steer as the standard steer option. RTC steer is recommended for rail guided and wire guided applications, and applications where fork end first is the primary means of travel. Multi-turn steer is available as a no charge price book option.	The Raymond OPC030TT does not offer a return to center steering.	 Hyster Company provides the customer with two optional steering systems to accommodate their specific applications for a more productive operation. Fork adjustment requires no tools and no mounting hardware removal or installation, which saves time, contributing to a more productive operator.
Fork Adjustment	Fork adjustment on the Hyster order picker is quick and easy. To move the forks to different positions simply lift up on the fork tip and slide the fork into the desired position. There are no tools required and no removal and installation of mounting hardware.	To adjust the forks on the Raymond OPC030TT, tools for removing and installing fork mounting hardware are needed. Fork adjustment requires removing mounting hardware, sliding the forks while aligning the mounting holes. The weight of the forks makes it difficult for one person to slide and align the forks at the same time.	

OPERATOR COMFORT



Hyster electric parking brake switch and retractable side gates

Raymond electric parking brake switch and retractable side gates

FEATURE	HYSTER	RAYMOND	BENEFIT
Flush Mount Electric Foot Switch	The flush mounted electric parking brake switch reduces foot fatigue and requires no extra lifting of the leg to activate. The switch is also located within the operator's natural stance, regardless if driving fork first or tractor (chassis) end first.	The Raymond electric foot brake switch is a pedal design. The raised foot switch pedal requires the operator to lift and depress the pedal each time to travel between picks; which contributes to operator leg and foot fatigue.	 The ergonomic designs, like the flush mounted foot switch and rubber coated side gate assembly hand grips found on the Hyster R30XM₂ contribute to operator comfort and enhances productivity potential.
Rubber Coated Retractable Sidegates	The R30XM ₂ retractable side gate handles are coated with a soft touch, sure grip rubber coating. The rubber coating is pleasing to the touch while providing a good hand grip.	The Raymond retractable side gates do not feature a rubber coated hand grip for raising and lowering. The side gates are padded on the inside and have a gas assist cylinder to help control raising and lowering.	