



# PRODUCT INFORMATION BULLETIN

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D/C #14  
Series Impact: E004

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Date: July 29, 2003

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES  
FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING  
SUBJ: Use of Accumulators with Clamping Attachments (S100-120XM)

Hyster Company is seeing an increase in the use of accumulators across the industry where clamping attachments are used. Equipped with many different types of front end attachments, our industrial lift trucks are customized for a specific job designed to suit the operation.

The Hyster S100-120XM series are one of the most widely used trucks in these industries. To assist your sales team in these types of applications, below is an outline of the benefits of adding an accumulator to trucks used in clamping applications.

## **ACCUMULATOR BENEFITS**

### **Damage Control**

- Accumulators can reduce damage to products being handled. Use of an accumulator can assist in reducing the amount of clamp force required to handle paper rolls, preventing roll crush, slippage, roll dropping and out of roundness.
- When transporting paper rolls over obstacles like railroad tracks, in or out of boxcars, etc. the roll can slip between the clamp contact pads as the truck bounces over the rails / gaps. By reducing the severity of load shock from the obstacles being driven over, less clamping force is required therefore less roll damage will result.

### **Operating Costs**

- Decreased operating expenses in the process set up time are realized when an accumulator is used because the customer will get more usable paper off a roll. With an accumulator, less peripheral roll damage will be experienced due to the reduced clamping pressure requirement.

### **Operator Ride**

- The operator will be provided with a smoother ride in daily operations when an accumulator is used because shock caused by floor obstacles / door rails, etc. will be dramatically reduced.

### **Equipment Life**

- The customer can also expect better truck, mast and attachment protection from reduced shock loadings.
- Properly applied accumulators can improve system performance, prolong equipment life, and reduce operating costs, maintenance and downtime.

**Marketing Department**

***HYSTER***

## **SUMMARY**

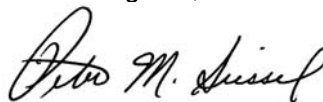
We strongly recommend that you make the customer aware of the benefits of an accumulator. Effective August 11, 2003, any unit being fitted with a front end attachment (such as a paper roll clamp, bale clamp, etc.) must be ordered with an accumulator, (Option number **015-01**.) In the near future we will be providing the formal distribution of new price pages detailing this requirement.

Hyster Company's heritage of continuous product refinement has been our commitment. With your help we can continue to create materials handling equipment that exceeds customer expectations.

***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this change.***

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

Sincere Regards,



Peter M. Siessel  
Vice President of Marketing – Hyster Company

The information contained in this bulletin is for information purposes only, Hyster Company reserves the right to change the design of our products without incurring an obligation to modify previously manufactured products.