



The Safe Choice

HYSTER SALES TIPS

Differences between the B60Z and the B80Z

B60Z vs. B80Z

Once again borrowing from that great Canadian Warehouse guru, Glenn Spiers, I will attempt to help you differentiate between these two trucks.

When up against the competition with our Walkie / Rider Pallet Trucks, you may be unsure of which model to quote – the 6,000# capacity truck, or the 8,000# capacity truck. After all, most loads are less than 3,000#, so one would think the B60ZAC would be more than sufficient.

In many cases it is, and in fact with some of our competitors there is very little difference between their 6,000# and 8,000# trucks.

Conversely, there is a HUGE difference between the Hyster B60ZAC and B80ZAC.

For about a \$600.00 list price difference, look at what your customer gets w/ a B80Z that he doesn't get w/ the B60Z:

- Reinforced Fork Frame
- Wider caster wheels
- Heavier duty drive motor
- Stronger electronic brake
- Heavier duty traction controller
- More powerful hydraulic power unit
- 4 bearings per load wheel instead of 2
- Poly drive tire

Often a grocery customer working with 48" AND 96" forks, will buy all B80ZAC's for fleet commonality and to ensure they get a heavy duty truck. Keep in mind some of our options are ONLY available with the 80.

View [PowerPoint slides](#), and use them in your proposals where appropriate.

Bonus Tip:

Battery weights – Have you read the Product Bulletin (PIB) of 9/29/08? The allowed battery weights for the B60ZAC and B80ZAC have been increased. The new weight ranges are:

B60ZAC can take batteries from 500# to 1,200#.

B80ZAC can take batteries from 500# to 1,500#

Happy New Year & Good Selling!