



HYSTER SALES TIPS

Base Width and Open End Clearance

The Safe Choice

In today's Warehouse business climate, we often face the question of what base leg Open End Clearance (OEC) to specify on Hyster Reach Trucks. The OEC is also referred to as Inside Dimension (ID) or Base Leg Opening (BLO) - and there are many to choose from in the price list ... ranging from 34" to 49". The following are considerations for your decision taken from a recent "tip" written by Glenn Spiers:

BASE WIDTH (BW) OR OUTSIDE DIMENSION (OD)

The outside base width of the truck (BW) depends on the OEC and the size of load wheel you are specifying. For example:

5" x 3.9" load wheels - the BW is the OEC + 11.25" (a 34" OEC = a 45.25" BW) (a 42" OEC = a 53.25" BW)
5" x 2.9" load wheels - the BW is the OEC + 9.25" (a 34" OEC = a 43.25" BW) (a 42" OEC = a 51.25" BW)

These dimensions and options are in your price lists and each has its advantages and disadvantages. (To be explained in a future "tip")

TRUCK CAPACITY

Although many factors determine the derated capacity of a reach truck, GENERALLY speaking the most critical is the Base Width/OEC. In fact an 8" difference in OEC can make a huge difference in derated capacity. Here's an example:

N40ZR, 16.5" BC, 272" mast, SS – 34" OEC – 2,800# to 272"; 4,000# to 230"
42" OEC – 3,850# to 272"; 4,000# to 256"

N45ZR, 21.5" BC, 332" mast, SS – 34" OEC – 2,800# to 332"; 4,500# to 271"
42" OEC – 3,650# to 332"; 4,500# to 272"

To look at capacity derates based on various OEC's use your Hy-Rater program (and if you don't have one ... get one), put a SOR into SPED thru the Hyster WEB site, or seek the advice of your Electric Truck Product Manager – **yours truly**.

NOTE: Other factors can be considered to get additional residual capacity **and** all capacities are with the pantograph (reach) mechanism extended.

SIDESHIFT

Another factor in your OEC decision is Sideshift.

The standard sideshift on a Hyster Reach Truck is 7", or 3.5" per side on a carriage width of 31". With these dimensions there is no "sideshift interference" if the base leg OEC is 39" or greater.

If the OEC is less than 39", a 7" side shifting carriage would strike the inside of the base arms. Therefore the total sideshift on OEC's from 34" to 38" is reduced to 3", or 1.5" per side.

...Good Selling!