



The Safe Choice

HYSTER SALES TIPS

Order Picker Reminder

This Sales Tip – taken from Glenn Spiers Aug 08 “Tip” - is just a tickler to remind you of some of the GREAT features we have on our Order Pickers. First of all, to refresh your collective memories, we offer 4 models:

R30XMS2 ... Standard Counterbalance Order Picker
R30XM2 ... Premium Counterbalance order Picker
R30XMA ... Straddle order Picker
R30XMF ... Furniture Order Picker

Additionally, these features set us apart from our Nemesis's Raymond and Crown:

Bi-fold Steel Rear Doors
Cushioned Lowering in the last 12"
CANbus
HySense – Continuing height sensing
Steer Wheel Centering at Start Up
Return-to-Center Steering
3 Position Rotating Control Handle
¾" Thick Ergo Floor Mat
Adjustable Operators Console
Removable Trash Bin

2 ½" dia Corrosive Resistant Batt Rollers
NO Free Lift Cylinder
Retractable Side Gates w/ Interlock (Opt)
Alpha Numeric dash Display
RUGGED Pallet Clamp
Flush Mounted Foot/Brake Switch
Trunion Mounted Mast w/ Brass Wear Strips
Stationary Drive Motor
Uncluttered Motors Comp – **See Below**
Slack Chain Sensor

Remember:

- Match the fork length to the pallet length (unlike other Fork Trucks).
- Match the Base Width w/ the Platform Width whenever possible.
- When using the above features ALWAYS relate them back to an advantage, benefit and \$\$\$ to your audience.
- Check out the support material on our Web Site ...
 - Go to Truck Sales => Truck Product Info => Product Marketing Guide => Class II

As always, give your Regional Sales Manager a call if you have ANY questions...

and Good Pickin'.

Traction Systems

