



The Safe Choice

HYSTER SALES TIPS

First Sales Tip for 2009

We just returned from ProMat where the new XN series generated much excitement and interest.

Just prior to ProMat we launched a vast amount of materials for the new series...but don't expect the package in the mail.

Instead, the launch materials are posted on the Hyster web site for you... here's the path:

Hyster Web Site>Digital Dealer>Truck Sales>Truck Product Information>Product Launch Info.

The site will suggest you save the material to your hard drive which is appropriate, but to load all the information will take some time as they are rather large files, so pack a sandwich. It's not necessary to download all at once, but maybe in smaller bites to get you up to speed on the product. The general information portion and ergonomics are two key areas of upgrades.

There will still be sessions in your area, times to be determined, but don't wait, take advantage of this information that's available now to us. Any problems with access, first check with your web administrator, then if required enter a contact management report, or finally call me if you need to.

Yes, there will be some hard copy brochures available; soon to be sent.

By the way...The cabin on this truck is as comfy...check it out. Get your prospects to get on board... make the change."

The full suspension seat is VERY comfortable – with lots of adjustments. The floorboard space is increased by 20%. The optional tilt and telescopic steering column even has automotive style memory. The new armrest with E Hydraulics is a real "WOW" feature, with forward/reverse built into the armrest.

**This is a REALLY NEAT truck, and it was a real hit at the ProMat show.
Check it out on the Web site.**