



**STRONG PARTNERS.
TOUGH TRUCKS."**

**PORT HANDLING INDUSTRY SPECIFIC SOLUTIONS
REDUCING TOTAL COST OF OPERATION IN PORTS ENVIRONMENT**

> Rainer Marian – EMEA Sales Director of Big Trucks

ROUTE TO LOW COST OF OWNERSHIP



- › Who is Hyster?
- › “Anybody” can do Forklift trucks
- › Container Handling solutions
- › “Agro” Handling solutions
- › Steel / Metals handling solutions
- › Telemetry



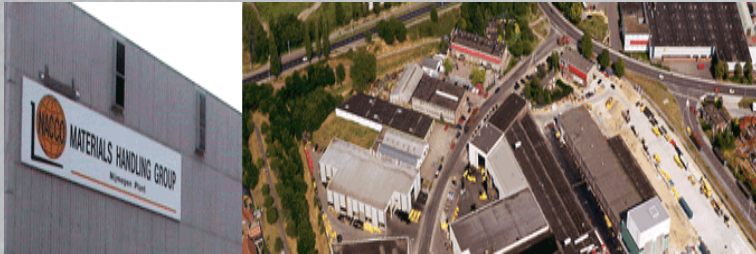
HYSTER TODAY



- › Strong Global Brand
- › Full – Range 1-52 Tonnes
- › Modular Design philosophy
- › Part of Hyster-Yale Group
- › 13 Manufacturing locations,
 - › 3 plants in Europe
- › Independent Distribution
 - › Strong Network in Romania
- › World-wide Presence



BIG TRUCKS MANUFACTURING



➤ NMHG – Nijmegen The Netherlands

➤ Opened in 1952

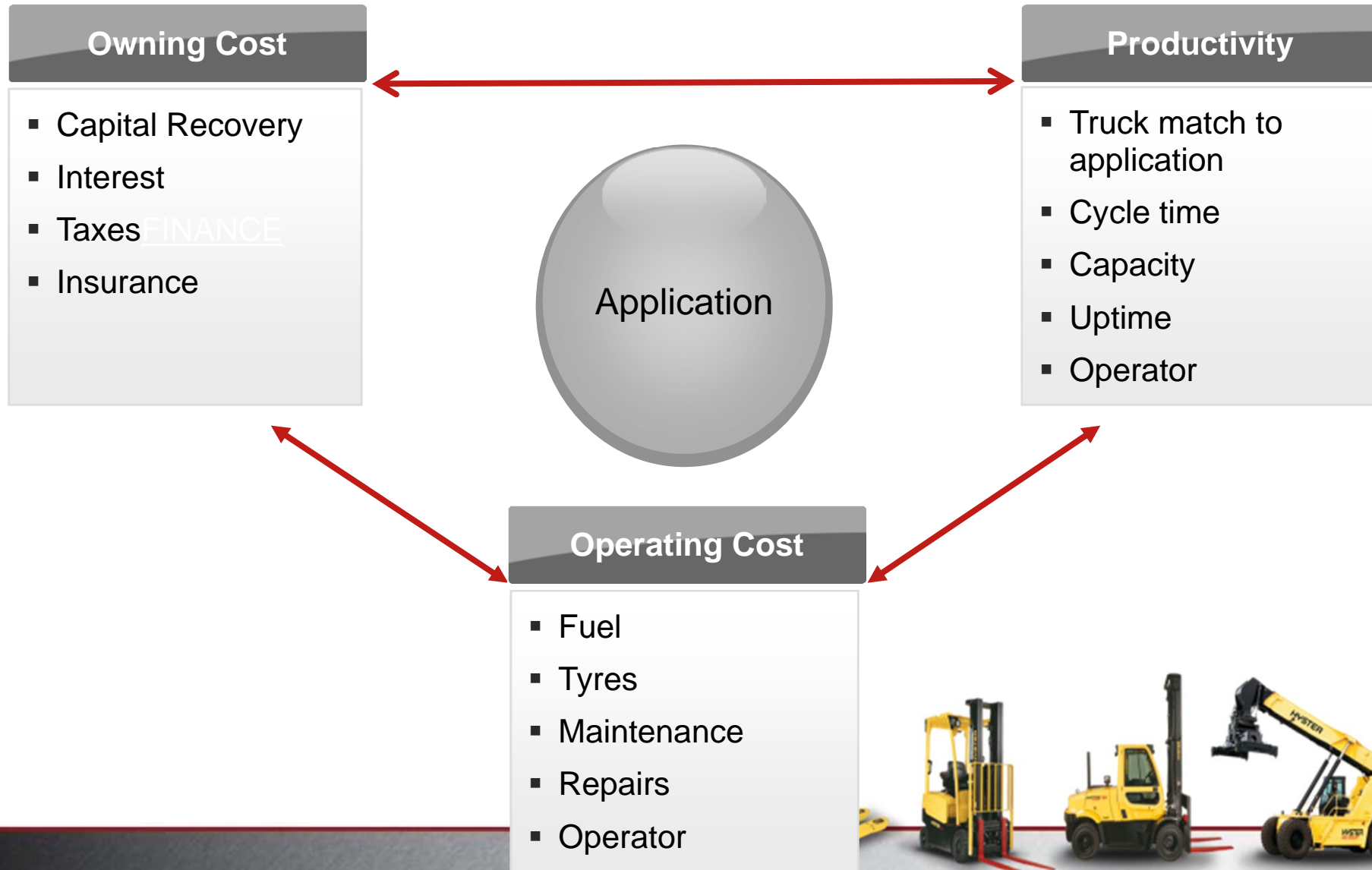
➤ First European Manufacturing Site

➤ Global BT Engineering & Development Centre

➤ New Product Testing Centre - Weeze Germany



TRUCK APPLICATION BALANCE



HYSTER CONTAINER HANDLING SOLUTIONS



➤ Laden and/or Empty handlers

- Empty handlers lower the owning cost and operational cost per container moved



HYSTER CONTAINER HANDLING SOLUTIONS



> Dedicated Handlers and/or Multipurpose Trucks

- Multipurpose trucks lowers the owing cost per load in a small operation



HYSTER CONTAINER HANDLING SOLUTIONS



> Single or Double Empty Container handlers

- Double handlers to increase containers handled on long travel tracks and allow quick digging for a specific container



HYSTER CONTAINER HANDLING SOLUTIONS



> Freight and/or break bulk container handlers

- Break bulk container handler to lower the owning cost for empty/unload services of break bulk containers.



HYSTER CONTAINER HANDLING SOLUTIONS



➤ Other special solutions – Full layback tilt



HYSTER CONTAINER HANDLING SOLUTIONS



➤ Other special solutions – End handling



NMHG STEEL APPLICATION CAPABILITIES



Examples – Selectivity & Yard Density



FLT



Selectiv



Increased selectivity and yard capacity - RS capabilities



selectivity

HYSTER TECHNOLOGY SOLUTIONS



Hyster Tracker

Monitoring

Access

Verification

Remote Hour Meter

Fault Code Tracking

Impact Sensing

Cost of Operation

Preventative Maintenance Tracker

Access Control

Automatic Shutdown

Operator Checklist

RAPID MESSENGER

RAPID MESSENGER

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SEA TERMINALS PROJECT WITH HYSTER

➤ Rainer Marian – EMEA Sales Director of Big Trucks