



**STRONG PARTNERS.  
TOUGH TRUCKS.™**



# N-ZR3/ZDR3, N-ZRS3/ZDRS3 Narrow Aisle Reach Truck

You can do more than humanly possible with the new narrow aisle reach truck—a workhorse that can help operations overcome the challenges in today’s warehouse applications. With a 3,000–4,500 lb capacity range and single or deep reach capabilities, the Hyster® reach truck combines the latest technology with next-level performance to help exceed expectations in high-density warehousing.

## TYPICAL APPLICATIONS

- Putaway, let down and replenishment
- Single and double-deep storage

## MARKET INSIGHT

PRODUCTIVITY		<b>54%</b> of companies list meeting customer demands for faster response times as one of their top five challenges <i>MHI 2019 Industry Report, 2019</i>	
	<b>Throughput pressures</b> Surging e-commerce demand Delivery expectations		<b>Moving materials more efficiently</b> can help save time and boost productivity
	ERGONOMICS		<b>33%</b> of all worker injury and illness cases are related to musculoskeletal disorders <i>osha.gov/ergonomics</i>
<b>Labor challenges</b> Shortages/turnover Worker safety expectations			<b>Proper ergonomic equipment</b> can help mitigate these issues and maximize the productivity of lift truck operators
COST OF OPERATION			<b>70%</b> of forklift accidents in the U.S. are preventable <i>OSHA - Powered Industrial Truck Operator Training</i>
	<b>Safety expectations</b> Reduction in product/facility damage Increase in worker safety		<b>Optimizing operator visibility</b> can help reduce facility damage and possible injury
		Up to <b>70%</b> of warehousing budgets are comprised of labor costs <i>kaneisable.com - reduce warehouse costs</i>	
	<b>Cost pressures</b> Reduction in profit margins Cost savings expectations		<b>Reducing downtime</b> can help lower total cost of operation
		<b>77%</b> of companies cite energy efficiency as a means to lean budgets <i>2019 Corporate Energy &amp; Sustainability Progress Report</i>	
	<b>Sustainability</b> Emphasis on green initiatives Reduction of carbon footprint		<b>More use from a single battery charge</b> can help reduce energy consumption and carbon footprint



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# N-ZR3/ZDR3, N-ZRS3/ZDRS3 PRODUCT SOLUTIONS

## PRODUCTIVITY

Key Component	Competitive Advantage	Hyster	Raymond	Crown	Video
Faster cycle times	Our trucks move more pallets in less time than our competitors, helping shave seconds off of each pick and increase productivity by as much as 7% per truck/per shift. <sup>1</sup>	as many as <b>16 pallets moved</b> (per hour)	as many as 15 pallets moved (per hour)	as many as 15 pallets moved (per hour)	
Energy Efficiency	Our trucks use up to 20% less energy <sup>2</sup> than competitive models, allowing for more uptime per battery charge and reduced electrical charging frequency/consumption.	Consumes up to <b>20% less</b> energy	Consumes up to 20% more energy		

## ERGONOMICS

Key Component	Competitive Advantage	Hyster	Raymond	Crown	Video
Forward stance with aft travel control handle and automotive steering	We're the only manufacturer that has automotive steering in <b>both directions</b> , which helps shorten training time for new operators; reduces rack and product damage; offers natural steering familiarity in both directions.	✓	✗	✗	
Operator Sensing System	Our Operator Sensing System incorporates a <b>pedal-free design</b> which provides freedom to adjust stance helping to enhance comfort, ease foot exhaustion and offer a more intuitive operator experience.	<b>Pedal-free</b>	One pedal requiring constant foot engagement	Two pedals and a trip bar	
Hyster® Intelligent Ride	Compared to a conventional mat, the suspended floor system option reduces up to 60% of the shocks and vibrations transmitted to the operator. <sup>3</sup>	Up to <b>60% less</b> shock and vibration	Up to 60% more shock and vibration	Up to 19% more shock and vibration	
Adjustable steer tiller, armrest and backrest <sup>4</sup>	Features that allow operators to adjust and customize the compartment come <b>standard on all models</b> ; on competitors models, customers must opt-up to a more expensive truck or order as an upgrade.	✓	Optional	Optional	

## COST OF OPERATION

Key Component	Competitive Advantage	Hyster	Raymond	Crown	Video
Best-in-Class <sup>5</sup> Forward Visibility	Mast opening	Up to <b>33% greater</b> visibility <sup>6</sup>	Up to 33% less visibility	Up to 5% less visibility	
	Lowered reach mechanism				
	Frame profile				
	Notched LBR with angled bar				
Scheduled lifetime maintenance costs	Helps to reduce amount of maintenance needed, technician labor required per truck and overall cost of operation by saving you up to \$2500 per truck/per year. <sup>7</sup>	<b>\$2,744</b> (per truck/per year)	\$3,756 (per truck/per year)	\$5,360 (per truck/per year)	
Pantograph	Can be disassembled to service or replace parts without taking off the carriage; saves up to 45 min per truck. <sup>8</sup>	<b>4 steps</b> (takes ~ 10 minutes)	14 steps (takes ~ 60 minutes)	20 steps (takes ~ 40 minutes)	
Mast wear plugs	Allows for mast adjustments without shims, gauges or disassembly; reduces downtime; leading competitors must disassemble their mast to shim roller bearings.	Mast disassembly <b>not</b> required	Mast disassembly required	Mast disassembly required	
Access door	No tools are required to access traction and hydraulic motors; leading competitors require tools to access one or both motors.	<b>No</b> tools required	Requires tools	Requires tools	

Industry exclusive  
 Optional equipment

✓ Standard equipment

<sup>1</sup> Competitive comparison data validated through internal testing and in customer applications using the following models: Hyster® N35-45ZR3 / N30-35ZDR3; Raymond SD 7500 / Raymond HD 7520; Crown RR5725 / Crown RM6025; specific customer results may vary; please refer to the ROI Calculator located on the HY-Impact Portal to calculate a specific customer application. <sup>2</sup> Competitive comparison data validated through internal testing and in customer applications using the following models: Hyster® N35-45ZR3 / N30-35ZDR3; Raymond SD 7500 / Raymond HD 7520; Crown RR5725 / Crown RM6025. <sup>3</sup> Compared to leading competitors (Raymond SD 7500 / Raymond HD 7520; Crown RR5725 / Crown RM6025). <sup>4</sup> Available only on the sidestance operator compartment. <sup>5</sup> Best-in-Class, limited to leading competitors. <sup>6</sup> Compared to leading competitors (Raymond 7500-R45TT, 7520-R45TT, Crown RR5725); requires the Premium/Premium XL 9.4" mast; available on N40-45ZR3 and N30-35ZDR3 models. <sup>7</sup> Calculation based on adhering to OEM recommended maintenance intervals and average \$100/hour maintenance labor costs; operating 2000 hours/year. <sup>8</sup> Validated through internal testing; specific customer results may vary.

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