



INDUSTRIAL

# CONTACTOR

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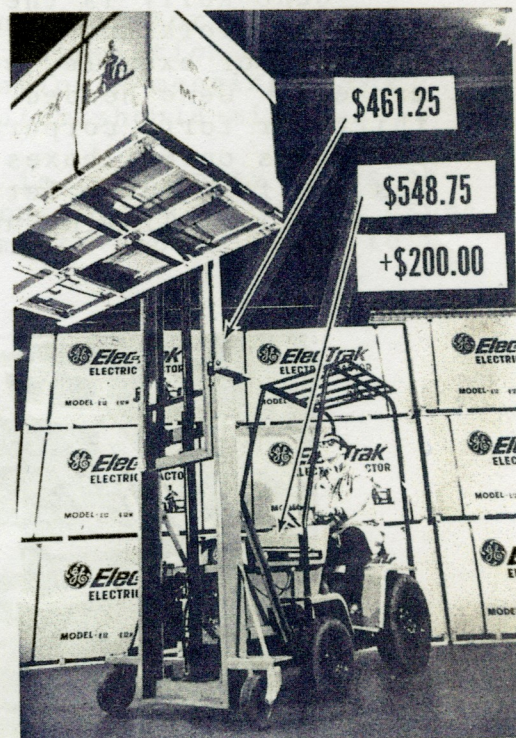
## \$200 SALES BONUS EXTENDED

The \$200 sales bonus plan has been extended three months. Base level package dealers now have until June 30, 1973 instead of March 31, 1973 to sell their I-5 tractors and collect \$200 cash bonus. For growth level package dealers, the sales bonus deadline is now September 30, 1973. The \$100 follow-on bonus for all industrial dealers will still terminate December 1, 1973.

## YOUR PROFIT CAN EASILY EXCEED \$1,200

Have you looked at the I-5 Industrial Tractor system profit potential lately? Here's one example. Sell one I-5 Elec-Trak tractor with 92" forlift attachment. Sell it under the special bonus program above. Suggested retail is \$4,040.00. Your profit will be \$1,210.00. Not bad!

	Dealer Margin
I-5 Tractor	\$548.75
92" Lift	461.25
\$200 bonus	200.00
<b>TOTAL</b>	<b>\$1,210.00</b>



## NEW INDUSTRIAL SPECIFICATIONS

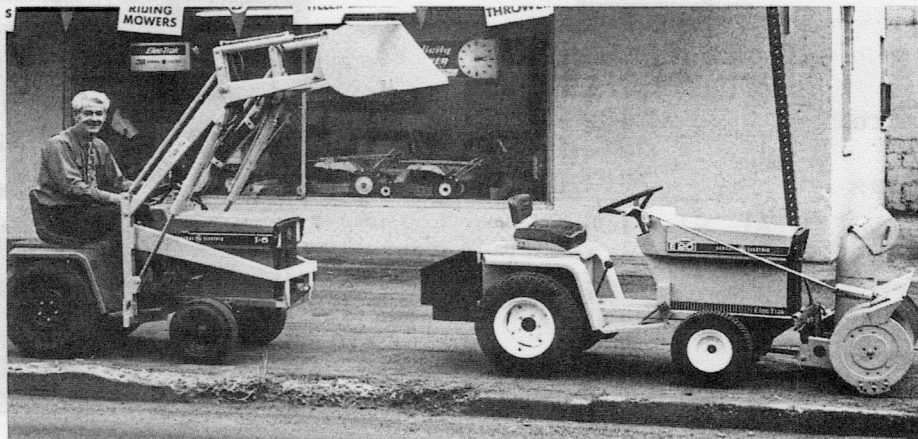
Until you receive our new color brochure and fact sheets in March, the attached pages will give you some hard working facts to help you sell your new I-5's and attachments. Remove these pages from CONTACTOR and start your own looseleaf binder with industrial communications in it; it will help you sell the tractor. And don't forget the photo pages from the dealer meeting book you received during your fly-in. You can illustrate sales points easily from these.

## EDITORIAL HELP FOR YOU

Three selected articles on the I-5 Industrial Tractor System, recently published in MODERN MATERIAL HANDLING, PLANT ENGINEERING and IRON AGE, are being reprinted and shipped to you to strengthen your sales story. Copies will be forwarded soon along with instructions on how to order more. The articles about the tractor and attachments give important details while the high status of the magazines make these reprints powerful sales tools. Order quantities for leave-behinds at sales calls, etc.

## PROFIT HUNTER OF THE MONTH

Gene Kelly is the man, owner of Stark Equipment in Thornwood, New York and he is sales sleuth/profit hunter of the month. For example, we've mentioned airports as ripe towing markets. Gene headed for Westchester County Airport, where thirty or forty corporations have their aircraft. Gene noted addresses on mailboxes, sent an I-5 Industrial Mailer with his own forwarding letter for introduction. And now he's personally following up.



Westchester is a tennis area, with many indoor clay courts. The maintenance needs are perfect for a pollution-free, quiet I-5. Gene is personally visiting each court with a nice package including a tractor, blade, rake, roller, sweeper, etc. Quiet electric power indoors is a big sales point: customer benefits are better service, no fumes to annoy high-paying customers, safety for employees.



Gene also makes extensive use of Yellow Pages to research potential markets. Example: all nurseries in his area have received his mailers. And Union Carbide has a big plant in his area, a plant where the purchasing director is also president of a county purchasing agent's association. Gene is planning a demo at one of the association's meetings, the kind of a rich opportunity no I-5 dealer should miss!

A hard worker, that's what Gene is, with many miles on his company car, a lot of personal contact. Customers, especially industrial customers don't come to you. You go to them. Gene knows that!

## THREE LOW-COST FORKLIFT ATTACHMENTS MOVE IN ON YOUR MATERIAL HANDLING PROBLEMS

ATTACH ONE TO YOUR I-5 INDUSTRIAL TRACTOR AND RAISE PRODUCTIVITY

Speed up your material handling with any one of these three low-priced forklift attachments. With the forklift's power and mobility supplied by the I-5 Elec-Trak Industrial tractor, you'll lift 750 pounds and transport it quickly around your plant. The forklift's hydraulic pump powered by its own electric motor raises loads on an alloy steel mast with chrome-plated ram. The lift and load rides on eight-inch polyurethane casters that go easy on your floors. A single lever controls the lifting and lowering (variable speed lowering for gentle placement).

Elec-Trak forklifts also offer you the unique option of front or rear attachment. Interchange is accomplished in your plant by one man in minutes. The Elec-Trak forklift attachments are sold with an overhead guard (model CF66) and a 200-pound counterweight (model CF65). Both the guard and the weights are included in the forklift price.

DRIVE IN LOW PLACES—LIFT TO HIGH PLACES WITH 92-INCH TELESCOPING LIFT (MODEL CF92)

With this lift, placing loads in low overhead clearances is possible because the load is raised at twice the speed of the telescoping mast. Result: the mast extends only 22-inches above the empty forks when they are fully raised. Overall I-5 overhead guard height of 72-inches and mast height of 68-inches allows entry into trailer trucks. The forklift attachment can be removed in minutes, freeing the I-5 Elec-Trak tractor for other duties.





Rear mounting of the same forklift allows more maneuverability for tight places.

LOTS OF LIFT PER DOLLAR WITH THE 74 (MODEL CF74)

This fixed-mast forklift attachment puts a 750-pound load more than six feet up but costs less than telescoping lifts. You get the same easy operation, same easy attaching/detaching with all Elec-Trak forklift attachments. An optional barrel snatching attachment (Model CF67) mounts to the forklift carriage. Rear mounting at your in-plant option is easily accomplished.



## COMPACT LIFT, COMPACT PRICE (MODEL CF48)

The 48-inch lift has our lowest lift price, but the same 750-pound capacity. The CF48 is strong on quickly transporting skids around your plant and unloading of trucks by commercial establishments. Easy to maneuver and easy to store.



### SPECIFICATIONS

(All measurements in inches unless otherwise specified)

<u>Model No.</u>	<u>CF48</u>	<u>CF74</u>	<u>CF92</u>
Rated Capacity (pounds)*	750	750	750
Fork Height Fully Raised	48	74	92
Mast Height Lowered	68	94	68
Mast Height Raised			114
Fork Length	36	36	36
Fork Dimensions	3	Wide X 1	Thick
Load Center	18	18	18
Fork Spread (outside to outside)	26	26	26
Turning Radii (without load)			
(front mount)	10'	10'	10'
(rear mount)	6'7"	6'7"	6'7"
Inside Rear Wheel	5'1"	5'1"	5'1"
Gradeability with load (up and down)	18%	18%	18%
Weight with Counterweight	720	760	870
Underclearance	3	3	3
Caster Diameter	8	8	8
Lift Speed	24FPM	24FPM	24FPM

\*200 lb. counterweight system (CF65) and overhead guard (CF66) required to qualify for 750 lb. rated capacity

# THE I-5 ELEC-TRAK TRACTOR SYSTEM

## POWERFUL SOLUTION TO MULTIPLE PROBLEMS

### ONE PRIME MOVER—MANY HARDWORKING ATTACHMENTS

One Industrial Elec-Trak tractor system solves many of today's materials handling, maintenance and grounds care problems. The nucleus of this system is the unique I-5 Elec-Trak Industrial tractor, designated Class E by Factory Mutual Engineering Corporation under OSHA regulations and the one power source for a multitude of problem-solving attachments. You buy only the equipment that satisfies your specific applications, without having to "rebuy" a prime mover/power source each time you need an additional capability. Your cost savings are considerable.

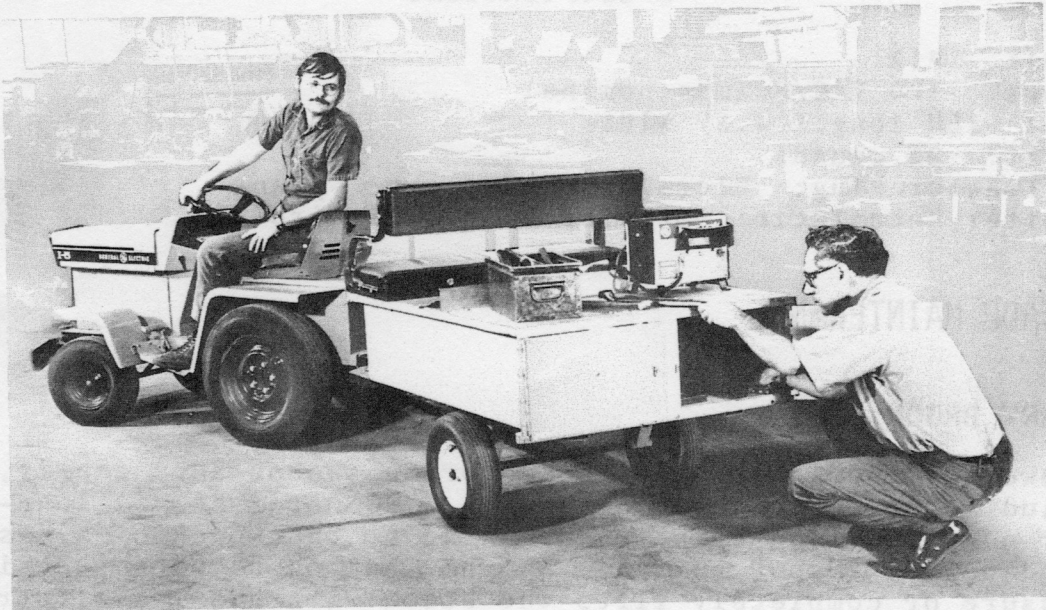
The I-5 tractor is a rolling power source and the powered attachments just quickly plug into the I-5 power take-off receptacles. Each powered attachment has its own DC motor, and always runs at top efficiency because it doesn't depend on the tractor's drive motor for power. Independent attachment motors with electric cords to the tractor also mean no complicated mechanical power takeoff belts or shafts. Tractor and attachment controls are simple switches, making it easy on your operator. And a seat switch cuts power to most attachments when the driver dismounts.

In addition to the equipment shown here a complete line of groundskeeping tools are available. All exhibit the same quiet, pollution-free operation as the all-electric I-5 Elec-Trak industrial tractor.

### PLANT MAINTENANCE

#### MAINTENANCE CART (AF12/CF20)

This all-steel cart is a rolling shop with galvanized steel workbench and a lockable tool bin. Two large compartments forward keep large tools from rolling around. A 180-amp DC Arc Welder (Model AP90) is available for the I-5 Elec-Trak industrial system. Shown on the maintenance cart workbench, the welder plugs into the tractor for power and three heat ranges allow welding up to half-inch steel. A two-man seat for putting more men on the job quickly, is optional for the cart. The maintenance cart is also available without bins and compartments.



#### CART SPECIFICATIONS

Model: CF20

Capacity: 1/2 ton

Compartment Size: 4' X 3' X 1'

Tires: Pneumatic 4:30 X 8, sleeve bearing with grease fittings

#### WELDER SPECIFICATIONS

Model: AP90

Output: 3 heats; 180-amperes at highest heat

Welds up to 1/2 inch steel

Plugs into three-prong I-5 power take-off receptacle

Optional helmet, gloves available (AP92)

#### ROTARY INVERTER (CE12)

Put 120-volt AC power for your tools where you want it with this rotary inverter. The inverter plugs into the I-5 tractor 36-VDC power pack through the accessory outlet and puts out 110-VAC up to 1,000 watts. No more lengthy extension cords for employees to trip over, no more time lost while stringing the cords out.



## SPECIFICATIONS

Model: CE12  
Output: 120 VAC/8 amps nominal  
Size: 15" long X 4.5" wide  
Weight: 23 pounds  
I-5 Tractor Plug: Elec-Trak Accessory 2-prong  
Inverter Receptacle: Standard AC with third wire

## SURFACE MAINTENANCE

### ROTARY BROOM

A powerful four-foot wide rotary broom sweeps away debris, including up to 8-inches of snow. A DC motor starts long-wear polypropylene bristles spinning at the touch of a dashboard power takeoff switch. Another switch adjusts sweeping pressure or completely lifts the broom with the I-5 electric front implement lift. The broom has three angles of attack. Like all attachments, it detaches in minutes, freeing the I-5 for other duties. The rotary broom is manufactured by Jenkins Equipment Company, Inc., Dexter, Michigan.

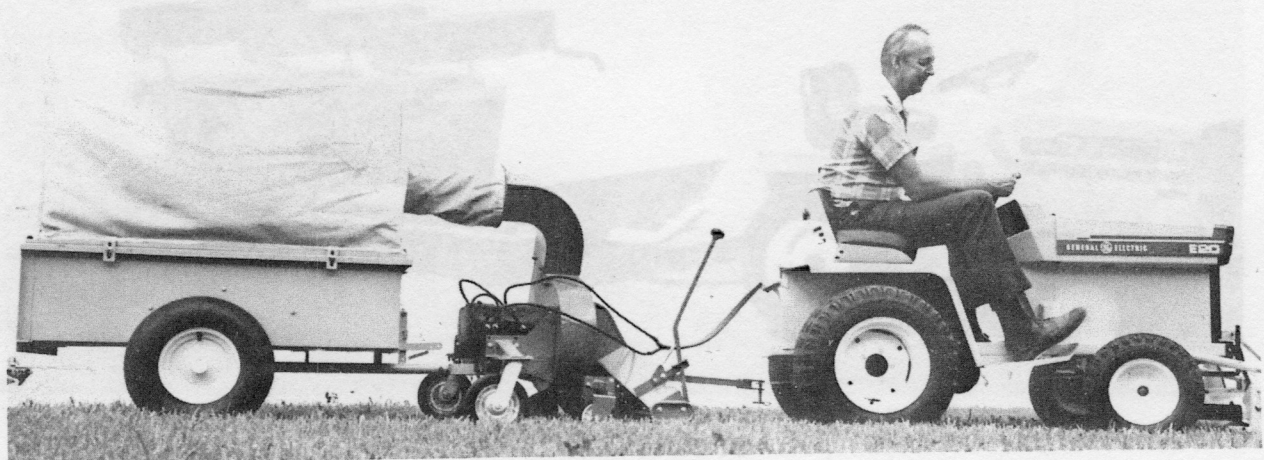
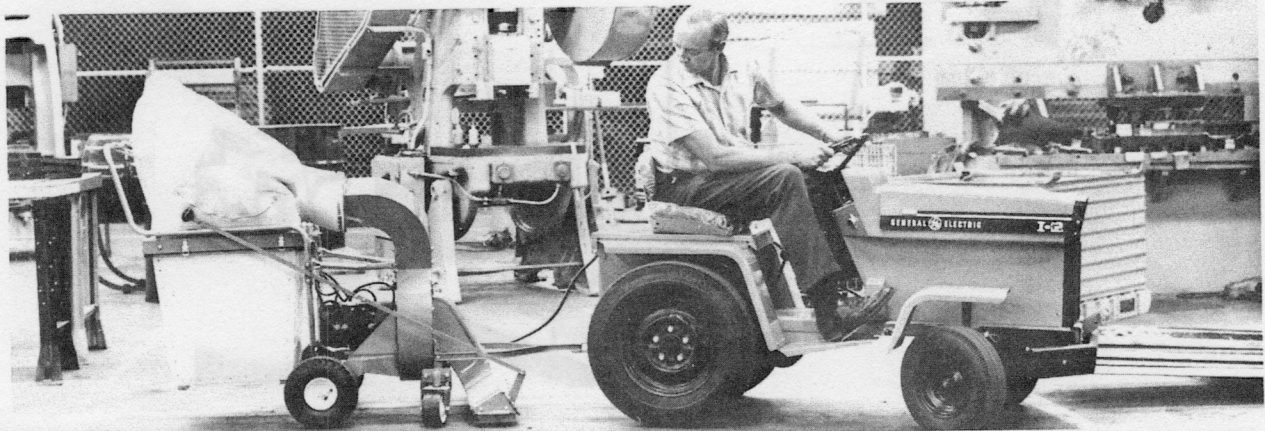


## SPECIFICATIONS

Model: CGE48/KM10  
Size: 48" Wide X 26" in diameter  
Weight: 285 pounds

VACUUMING: HARD SURFACE AND TURF VACUUM (CV60 AND CV70)

Heavy duty suction cleans your floors of small parts that puncture tires, cause falls. The vacuum's DC motor is controlled from the PTO switch on the I-5 dashboard. Model CV60 is used for hard-surface vacuuming and has disposable waste bags. An optional 30-foot cord allows the vacuum to be manually pushed into tight spaces. The Model CV70 vacuum has a larger capacity catch bin which allows it to be used for turf thatch and leaf removal. Both trail well, detach in minutes.

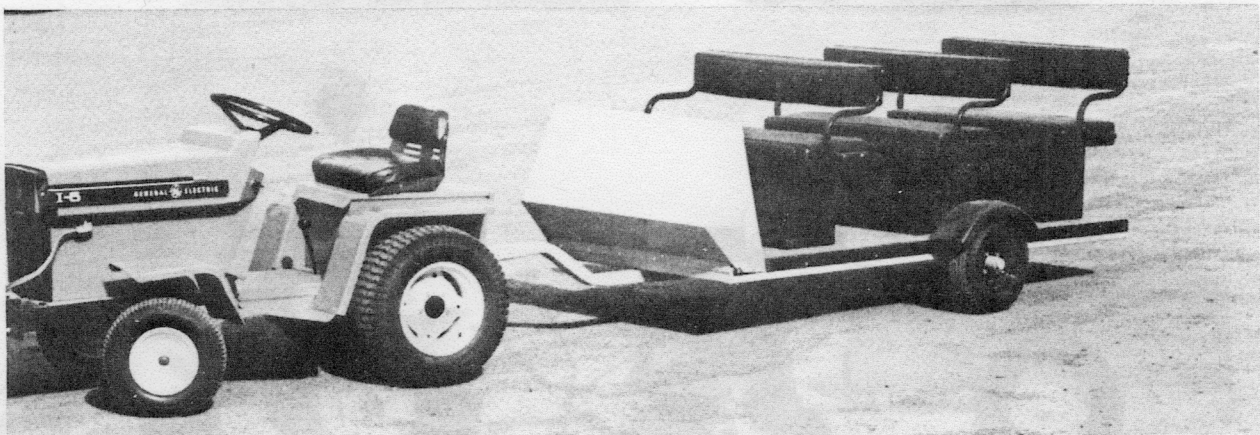
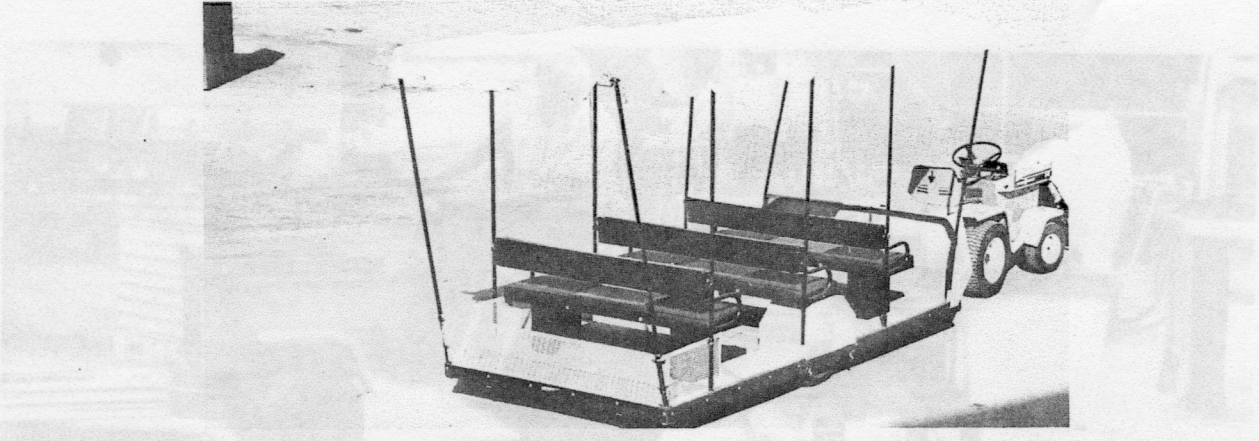


SPECIFICATIONS (VACUUMS)

<u>Model No.</u>	<u>CV60</u>	<u>CV70</u>
Capacity	2.6 bushels	25 bushels
Intake Opening (adjustable front door)	30 inches	30 inches
Weight	210	325
Removable Waste Bag	X	
Easy-Dump collection cart		X
Adjustable Nozzle Height		X
Off-Tractor Push Handle	X	

## PEOPLE MOVING: PASSENGER TRAILERS (CT40 AND CT60)

Comfortable, reliable, and inexpensive personnel carriers are available with the Elec-Trak system. Move your own people or tour guests quickly and safely with a six or nine-passenger personnel trailer. Thick foam rubber seats, carpeted floor, decorative canopies are available: all add up to luxury with efficiency. Towed by the powerful I-5 Elec-Trak tractor.



### SPECIFICATIONS

<u>Models</u>	<u>CT40</u> <u>(6 person)</u>	<u>CT60</u> <u>(9 person)</u>
Overall L	11'	11'
Width	40"	62"
Height w/canopy	7'	7'
without canopy	4'	4'
Weight w/canopy	325	400
without canopy	375	465
Tires: (4-ply)	4:80/8	4:80/8
Hitch Size:	1 7/8"ball	1 7/8"ball

## MOVING BULK MATERIAL

### QUIET BUCKET LOADER

Loading and transporting bulk material no longer means noisy, smoking bucket loaders. This unique 500-pound capacity loader for the Elec-Trak tractor operates on electrically powered hydraulics. The self-leveling bucket gets its lift from double-acting cylinders. Two levers near the dashboard control bucket angle and bucket lift. Plenty of down pressure is available. Sold with weight box.



### SPECIFICATIONS

Model: AL40  
Bucket Capacity: 500 pounds\*  
Bucket Dimensions: 40" wide; 4 cubic feet  
Lift Height: 74"

\*with 240 lb. counterweight in rear weight box and 175-pound driver

# GROUNDS CARE

## MOWING—SNOW THROWING (AH42, AD42)

Most grounds care problems can be solved by an I-5 Elec-Trak groundskeeping attachment or tool. Five different mowers, two plow blades, a hefty snow thrower, even a chain saw are available. All plug into the I-5 Elec-Trak, attach and detach quickly. All operate at full efficiency regardless of tractor drive motor speed.



### SPECIFICATIONS

#### MOWERS

##### Rotary (AA42)

42-inch swath  
Front mounting  
Side or safer rear discharge option  
Range: up to 3.5 acres  
Cutting height from 1.5 to 3.5 inches

##### Reels (AR57) (AR56)

57-inch swath  
Range: up to 5 acres  
Adjustable cutting heights

##### Sickle Bar (AM48)

48-inch swath  
Easily mounts to rear of I-5 tractor  
Cuts heavy undergrowth  
Large cutting arc allows cutting at many angles, including vertically for hedge-rows  
Lift handle adjusts angle or lifts for transporting

#### SNOW THROWER (AD42)

Instant start any weather  
42-inch swath  
Chain driven auger  
270° chute rotation controlled from driver's seat  
Plugs into three-prong power take-off receptacle  
Range depends on snow conditions  
Requires chains (AP68) and weight box (AP85) or auxiliary power pack (AP84)  
Enclosed cab with electric windshield wiper available (AG55)

# GENERAL ELECTRIC I-5 ELEC-TRAK TRACTOR

## DESCRIPTION AND SPECIFICATIONS

### STANDARD EQUIPMENT

<p>Six, 220 ampere-hour batteries. 36-volt, DC electrical system</p> <p>Built in charger with timer</p> <p>Dual Front Lights</p> <p>Three power take-off receptacles</p> <p>Horn</p> <p>Heavy Duty front bumper</p> <p>Front Fenders</p> <p>Heavy duty rear industrial pin hitch</p> <p>Front electric implement lift (250-pound capacity)</p> <p>Safety interlocks</p>	<p>Four-ply road type truck tires</p> <p>Front: 4.80/4.00-8</p> <p>Rear: B78-13</p> <p>All steel body, painted industrial orange</p> <p>Transaxle, 4-speed, cast iron</p> <p>Cruise Control</p> <p>Power Use Meter</p> <p>Battery Charge Meter</p>
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### SPECIFICATIONS

<p>Weight (with batteries) 960 lbs.</p> <p>Overall Length 76 in. with pin hitch removed</p> <p>Overall width 38.5 in.</p> <p>Overall Height 42 in. with overhead guard for forklifts</p> <p>Wheelbase 39.12 in.</p> <p>Tread (center to center of rear tire) 28 in.</p> <p>Underclearance at transaxle 6.5 in.</p>	<p>Brakes - 5.12-inch disk</p> <p>Steering - Segment, gear and pinion</p> <p>Outside turning 99 in. radius (with bumper)</p> <p>Speed control</p> <ul style="list-style-type: none"> <li>- Foot operated</li> <li>- 28 forward (1/4 to 10 mph)</li> <li>- 16 reverse</li> </ul>
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## WARRANTY

### ELEC-TRAK INDUSTRIAL TRACTOR

General Electric Company warrants that it will repair or replace without charge including cost of parts and labor for replacement, any part of the Elec-Trak industrial tractor, forklift, bucket loader, dozer blade or other attachment with which this warranty is furnished which proves to be defective in material and workmanship within 3 months following the date of sale to the original purchaser for use. This warranty does not apply to the power pack, which is separately warranted and offers additional replacement coverage. These warranties do not apply to any repair or replacement made necessary by improper use or or accidental damage.

The foregoing warranty states the entire obligation of General Electric Company with respect to said products and is in lieu of any and all other warranties, express or implied. NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE SHALL APPLY. IN NO EVENT WILL THE COMPANY BE LIABLE FOR INDIRECT OR CONSEQUENTIAL DAMAGES.

### ELEC-TRAK INDUSTRIAL TRACTOR POWER PACK

General Electric warrants that it will replace without charge, f.o.b. factory, any individual Elec-Trak industrial tractor power pack unit with which this warranty is furnished if it fails because of defects in material or workmanship within 6 months following the date of sale to the original purchaser for use. Labor and service call charges during the first three months will be covered as stated in the tractor warranty. Service calls and labor after the first three months are the responsibility of the owner. This warranty does not apply to any replacement made necessary by improper use or maintenance, or by abuse or accidental damage. A replacement unit will carry the above 6 month warranty.

The foregoing warranty states the entire obligation of General Electric Company with respect to said products and is in lieu of any and all other warranties, express or implied. NO WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE SHALL APPLY. IN NO EVENT WILL THE COMPANY BE LIABLE FOR INDIRECT OR CONSEQUENTIAL DAMAGES.