



PRODUCT INFORMATION BULLETIN

D/C #3.fax

May 18, 2001

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: Hyster Company Introduces a New Integral Sideshift for its Counterbalanced Truck Ranges; California Emissions Compliant Engines Are Now Available for the "S" & "H" 25-40XMS Truck Ranges; and Full Suspension Seats & Overhead Guards Are Now Available for the H25-40XMS.

I. Integral Sideshift:

Introducing the new design of Integral Sideshifts. These sideshifts will give you improved visibility through both the center "window" and through the "ears" of the sideshift assemblies. When ordering this option you will not need to order a carriage as this will be an "integral" part of the sideshift. This new design will also reduce your lost load center (distance from the center of the front axle to the front face of the forks) to help you further improve your productivity. As there are 8 series of trucks involved in this change we would refer you to your HERO price lists where you will see a minimal cost increase of \$80 List above previous hang-on versions (Please remember, the price will have a carriage included!). With the introduction of these Integral Sideshifts the hang-on version is being transferred from the price book to the Aftermarket program. If you require a hang-on version of the sideshift, please order your truck with a carriage and order your sideshift via the Unisource Aftermarket program. Production of these new Integral Sideshifts begins in our plants on July the 1st, 2001, so if you have any order in house for build beyond July 1st, or if you place an order with us prior to June 15th, we will price protect that order at the old hang-on price level.

II. "S" & "H" 25-40XMS Emissions for California:

Following our announcement in December for California Emissions on the larger trucks ("S" & "H" 40-65XM's), Hyster Company is pleased to announce the availability of compliant engines for the smaller counterbalanced trucks. Please see the price list details below for the two series of trucks involved. As with the larger versions, although being more environmentally friendly there will be no performance loss. Production of these power units for the "S" and "H" 25-40XMS trucks will begin on June 1st, 2001. Please note that for California there has been no price change of an LP truck versus the new emissions version and any orders for California that are to be built beyond June 1st, 2001 will be supplemented with the CARB compliant engine.

III. H25-40XMS Full Suspension Seats and Overhead Guards:

Now available on the H25-40XMS are the optional full suspension seats as recently released on other series. This full suspension seat replaces the semi-suspension seat previously offered, which will still be available via the SPED Price List. We are releasing the new taller overhead guard, as a standard item, to accompany the full suspension seats. In accordance with OSHA regulations, a full suspension seat cannot be fitted under a "short" overhead guard. This new guard offers the additional headroom required for the full suspension seat and allows use of hardhats with plenty of headroom. The "short" guard will continue to be offered as optional for customers with operational height restrictions.

NOTE: Please review any existing orders with your customer to ensure there are no overhead guard height issues.

Please see the attached option numbers and pricing for your convenience until new price pages can be distributed.

Best regards and good selling!

Issued by: NACCO MHG, Inc.
Pricing Department

Contact: Gentry Pinkham (252) 931-5419

I. Integral Sideshifts effective May 18, 2001

D010: S25-40XMS

2-Stage Ltd. FL	159-02	\$1,410.
2-Stage Full FL	159-03	1,410.
3-Stage Full FL	159-04	1,410.

D187: S40-65XM

S40-55 (Class II Mtg.)		
2-Stage Ltd. FL	159-04	1,545.
2-Stage Full FL	159-05	1,545.
3-Stage Full FL	159-06	1,580.
S60-65 (Class III Mtg.)		
2-Stage Ltd. FL	159-07	1,720.
2-Stage Full FL	159-08	1,720.
3-Stage Full FL	159-09	1,720.
S40-65 (Class II Mtg.)		
4-Stage Full FL	159-10	1,690.

E001: H25-40XMS

2-Stage Ltd. FL	159-01	1,410.
2-Stage Full FL	159-03	1,410.
3-Stage Full FL	159-04	1,410.

H177: H45-65XM

H45-55 (Class II Mtg.)		
42" 2-Stage Ltd. FL	159-09	1,560.
42" 2-Stage Full FL	159-10	1,560.
42" 3-Stage Full FL	159-11	1,595.
48" 2-Stage Ltd. FL	159-15	1,645.
48" 2-Stage Full FL	159-16	1,645.
48" 3-Stage Full FL	159-17	1,645.
H60-65 (Class III Mtg.)		
42" 2-Stage Ltd. FL	159-12	1,735.
42" 2-Stage Full FL	159-13	1,735.
42" 3-Stage Full FL	159-14	1,735.

D114: E25-40XM2S

2-Stage Ltd. FL	159-02	1,410.
2-Stage Full FL	159-03	1,410.
3-Stage Full FL	159-04	1,410.

F108: E45-65XM2

E45-55 (Class II Mtg.)		
2-Stage Ltd. FL	159-06	1,545.
2-Stage Full FL	159-07	1,545.
3-Stage Full FL	159-08	1,580.
E60-65 (Class III Mtg.)		
2-Stage Ltd. FL	159-09	1,720.
2-Stage Full FL	159-10	1,720.
3-Stage Full FL	159-11	1,720.
E45-65 (Class II Mtg.)		
4-Stage Full FL	159-12	1,690.

H160: J30-40XMT2

2-Stage Ltd. FL	159-02	1,355.
2-Stage Full FL	159-03	1,355.
3-Stage Full FL	159-04	1,355.

A216: J40-60XM2

J40-50 (Class II Mtg.)		
2-Stage Ltd. FL	159-03	1,545.
2-Stage Full FL	159-04	1,545.
3-Stage Full FL	159-05	1,580.
J60 (Class III Mtg.)		
2-Stage Ltd. FL	159-06	1,720.
2-Stage Full FL	159-07	1,720.
3-Stage Full FL	159-08	1,720.

II. "S" & "H" 25-40XMS Engines effective May 18, 2001

D010: S25-40XMS

Engine – A \$150 Net Surcharge will apply to ALL trucks ordered for CALIFORNIA END USERS. All LPG options are WITHOUT an LP Tank.

Mazda Gas	052-01	Std.
Mazda LPG (Not Available for CA end users)	052-02	\$ 660.
Mazda LPG – 3 way emissions controlled (N/A for CA end users)	052-18	1,925.
Mazda LPG – Emissions compliant (For CA end users)	052-11	660.

E001: H25-40XMS

Engine – A \$150 Net Surcharge will apply to ALL trucks ordered for CALIFORNIA END USERS. All LPG options are WITHOUT an LP Tank.

Mazda Gas	052-01	Std.
Mazda LPG (Not Available for CA end users)	052-02	\$ 660.
Mazda LPG – 3 way emissions controlled (N/A for CA end users)	052-18	1,890.
Mazda LPG – Emissions compliant (For CA end users)	052-11	660.
Mazda Diesel	052-03	1,390.

III. Overhead Guards and Full Suspension Seats effective May 18, 2001

E001: H25-40XMS

Seat- Non-Suspension Vinyl	065-03	Std.
Full Suspension Vinyl (N/A with Lowered OHG)	065-04	\$ 475.
Full Suspension Cloth (N/A with Lowered OHG)	065-05	525.
Semi-Suspension – Vinyl and Cloth	See SPED Price List	

Overhead Guard -

85" OAH	071-01	Std.
82.1" OAH (N/A w/ Full Suspension Seat 065-04 or 065-05)	071-02	110.