



PRODUCT INFORMATION BULLETIN

D/C #5.mail

June 20, 2001

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: NEW PAGES FOR COUNTERBALANCED SERIES UNDER 6,500 POUNDS.

Your new price pages have arrived! This packet includes the following series:

E25-40XMS	E45-65XM	J30-40XMT	J40-60XM
S25-40XMS	S40-65XM	H25-40XMS	H45-65XM

This packet incorporates the changes outlined in two previous announcements dated May 18th and June 8th of this year.

The May 18th notice introduced the new integral sideshift design, outlined its enhancements in visibility and noted the availability of the hang-on version through the Aftermarket program. The same notice unveiled the California compliant engine availability for the “S” and “H” 25-40XMS series. Lastly, the May 18th cover outlined the introduction of the full suspension seat option for the “H” 25-40XMS and its corresponding overhead guard option.

The June 8th notice outlined the change to the two-stage full free lift mast affecting the subject series. By lengthening the gland at the end of the lift cylinder we feel we are improving the reliability of the mast. It will; however, result in a reduction of 20mm on those masts with maximum fork heights less than 150 inches. This mast change will require orders to be entered under the new option codes.

In addition to the reinforcement of the announcements outlined above, we are including the following amendments in the subject series driven by the analysis of option demand.

As demand for options increases, we attempt to capture those trends. To this end, we are pleased to add Amber Strobe Lights and Backup Alarms as standard options. These are also now available on all of the subject series at \$420.00 and \$280.00 for the Amber Strobe and Backup Alarms respectively. Pricing is effective immediately.

Trends in reduced demand are also captured. Due to low usage, the following forks and lifting eyes are moving to SPED effective immediately: 163-01, 163-04, 163-06, 163-09, 163-11, 164-01, 164-02, 165-01, 165-03 and 082-01.

Please replace the appropriate pages with the attached update. As always, we appreciate the support of our distribution network and the sales organization.

Sincere Regards,

Scott A. Alexander
Director of Marketing – Hyster Company