



PRODUCT INFORMATION BULLETIN

D/C #6.faxHD

July 24, 2001

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: Hyster Company Introduces the H170-360HD Price Pages

Hyster Company is pleased to announce the release of the H170-360HD range of trucks. This series made its North American debut in Atlanta this past week at the Southern Forest Products Association's EXPO 2001. Over the next several weeks, this unit will make its regional debut at a location near you. The product's feature brochure is in route to your organizations at this time.

In the near future we will be providing the formal distribution of these pages under our normal protocol. In the interim, please note the following key points and ***remember to refresh HERO by downloading the price page detail thereby activating this series.***

Both the standard Perkins Turbocharged Diesel and the optional Cummins Turbocharged Diesel engines deliver the power required for the type of applications for which this series was designed.

Wet disc brakes are now available as a valuable option. The three-speed Autoshift is optional to our field proven Powershift transmission.

Michelin XZM tubeless radial tires are available as an option to improve the ride and steering reaction as well as lengthening tire life and increasing fuel efficiency.

The open cab is standard with the closed operator compartments available using the optional ComforCab II providing the ultimate offering in ergonomics. The interior noise level of the optional enclosed cab has been reduced to less than 75 db(A) while the curved glass promotes increased visibility. The seat, steering column and both armrests inside the spacious compartment are each adjustable to match virtually any position. Add optional Air Conditioning to the standard heater and defroster to round out a cab that we believe will be an industry-leading feature.

The tilt mechanism for the cab has manual operation as its standard configuration. A powered Cab Service Access option will make the ease of serviceability that much more appealing.

Matching the right product for the right job can now be done with Price list offerings for Fork Positioners, Sideshift Fork Positioners, Sideshifts and Dual Function Sideshift Fork Positioners.

The new electro-proportional hydraulics ensure controlled operation using low effort and are available in both the standard lever configuration as well as the optional Joystick (which requires the ComforCab II).

As always, we appreciate the support of our distribution network and the sales organization.