



PRODUCT INFORMATION BULLETIN

D/C #7.fax

September 28, 2001

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: HYSTER UPDATES TO KEY SERIES

- I. All Internal Combustion Engine Series. Although intended for California Dealers, we are including this correspondence in this National distribution for those dealers who may ship into California. January 1, 2001 saw the initial legislative requirements of The California Air Resources Board (CARB) come into effect. Manufacturers must reduce airborne pollutant levels of Internal Combustion Forklift Trucks fueled by LPG or CNG. In 2001, 25% of those engines had to meet conformance. As we progress toward 2002 and CARB's requirement for 50% compliance, effectively twice as many units will need to be fitted with the same closed-loop systems, catalytic mufflers and oxygen sensors for the control module. To this end, Hyster Company will be raising the surcharge on all IC trucks going into California from this year's \$150 a truck to \$300 a truck for the calendar year 2002. Therefore, for all orders entered on and after October 1st, 2001 for trucks to build in 2002, this new surcharge will be applicable. We would appreciate you circulating this information to all your order entry people to ensure they are aware of this change. We thank you for your attention to this important information.
- II. F007/E019: H170-360HD. The 70 Amp Alternator will be standard with both Perkins & Cummins engines.
- III. H160: J30-40XMT2. 48 Volt 052-02 is not available with Energy Saving Package 038-01.
- IV. H177: H45-65XM. Due to low usage, the following 14 options are being deleted from the Price Book. Contact Applications Engineering for availability.
 - A. LOAD BACKREST EXTENSION - H45-55 48" Sideshift.....162-04
 - B. LOAD BACKREST EXTENSION - H60-65 Carriage and Sideshift (For Polished & Tapered Forks Only)...162-03
 - C. MASTS - Special Lift Heights.....150-90, 91, 92 & 93; 152-92 & 93; 153-90, 91, 92 & 93
 - D. FORKS - H45-55 Pallet 60".....163-05
 - E. FORKS - H60-65 Pallet 60".....163-10

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

Sincere Regards,

Scott A. Alexander
Director of Marketing – Hyster Company