

PRODUCT INFORMATION BULLETIN

D/C #8.ml

November 21, 2001

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: NEW PRODUCTS AND CURRENT PRODUCT UPDATES

Hyster Company is pleased to provide you with this package of updates for Counterbalanced products including the latest releases of new products as well as current product updates. *Please remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this series.* Pricing information for the affected series falls in one of the three following categories.

- I. Enclosed are new price pages for those series that have been released electronically over the past few months.
 - A. F007/E019 ~ H170-360HD: The 70 Amp Alternator will now be standard for both Perkins & Cummins engines.
 - B. E004 ~ S70-120XM: The Accumulator and Side Thrust Bearing Group are now standard for S120XMSPRS thereby simplifying the quotation process.
 - C. A219 ~ E30-40HSD: Please welcome the latest Hyster Standrive™ forklift series.
- II. Enclosed are the new price pages for those series relocating from Danville to either the Berea or Greenville plants.
 - A. C098: E70-120XL3
 - B. B024: S135-155XL2
 - C. K005: H70-120XM ~ Please note that some minor pricing revisions have been incorporated to ensure consistency across capacities and series.
 - D. F006: H135-155XL2

It should also be noted that units shipped from Greenville or Berea with a lowered mast height in excess of 109 inches will be shipped with the mast detached from the truck.

- III. Other updates to Counterbalanced products will now be reflected in HERO. Specifically:
 - A. D187: S40-65XM ~ Adjusted prices for the Mazda 2.2L Engine are effective in HERO on December 1, 2001
 - B. H177: H45-65XM ~ We have implemented the same adjustments as above. Please note accordingly.

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

Sincere Regards,



Scott A. Alexander
Director of Marketing – Hyster Company