

PRODUCT HYSTER INFORMATION BULLETIN

D/C #1a.fx

November 1, 2002

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: SCOTT A. ALEXANDER – DIRECTOR ~ MARKETING
SUBJ: 2002 HYSTER NEW UNIT PRICE INCREASE

Effective with all orders received after November 30, 2002, all basic unit and option prices will be increased to reflect a 2.5% list price increase. Our last general increase was February 15, 2001 at which time a 2% list price increase was implemented.

All *customer* and *rental* orders entered through November 30 will be protected at current pricing levels.

In addition, dealer *stock* or *display* orders that are in the factory open order file and acknowledged to ship on or before November 30, 2002 will be price protected and subject to normal cancellation policy. New stock or display orders acknowledged to ship prior to January 1, 2003 will be price protected if they are converted to a customer or rental order by December 31, 2002. All stock or display orders acknowledged to ship beginning January 1, 2003 will be subject to the new pricing levels.

New price pages will be issued within the next 30 days.

As always, we appreciate the support of our dealer network as one of our most valuable resources.

Sincere Regards,



Scott A. Alexander
Director ~ Marketing