



PRODUCT INFORMATION BULLETIN

D/C #2.fx

November 15, 2002

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: CALIFORNIA EMISSIONS SURCHARGE FOR 2003.

Although intended for California Dealers, we are delivering this correspondence to our National Dealer network for those dealers that may ship into California. As you know, the initial legislative requirements of the California Air Resources Board (CARB) went into effect on January 1, 2001. Manufacturers must reduce the airborne pollutant levels of Internal Combustion Forklift Trucks fueled by LPG. In 2001, 25% of those engines had to meet conformance. In 2002, CARB's requirement increased to a 50% compliance level and 2003 brings with it a requirement of 75% compliance.

To this end, Hyster Company will be raising the surcharge on all Internal Combustion trucks going into California in 2003. As the level of compliance has increased, the surcharge has moved upward accordingly. However, to establish a better relationship between the surcharge and the price of the base truck affected, the new surcharge will be \$300, \$400 or \$600 depending on the series affected as outlined below.

All orders entered on or after December 15th 2002 for trucks being produced in 2003 will have the new surcharge applied. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series.***

D010 and E001	(S25-40XMS and H25-40XM).....	
	\$300	
D187 and H177	(S40-65XM and H45-65XM).....	\$400
E004 and K005	(S70-120XM and H70-120XM).....	\$600
B024 and F006	(S135-155XL2 and H135-155XL2).....	
	\$600	
F007	(H170-280HD).....	
	\$600	
E019	(H300-360HD).....	
	\$600	
A214	(H400-450H).....	
	\$600	
E008	(H440-700F).....	\$600
D117	(H800-1050E).....	\$600
A227	(Yardmaster TM).....	\$600

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

Sincere Regards,



Scott A. Alexander
Director of Marketing – Hyster Company