

HYSTER COMPANY

PRICE LIST

TERMS AND CONDITIONS

TERMS AND CONDITIONS OF SALE

All sales by Hyster Company and by certain of its subsidiaries are subject to the current published "Terms and Conditions of Sale of Hyster Company and Certain Subsidiaries." Copies of such terms and conditions of sale may be obtained from any office of Hyster Company or its subsidiaries.

HYSTER SALES OFFICE

HYSTER COMPANY
P.O. Box 7006
Greenville, NC 27835-7006
Phone: (252) 931-5100

PRICES SHOWN

All prices shown are in U.S. funds. All electric truck prices do not include traction batteries.

HOSE GROUPS

Most Hose Groups consist of Header Hoses, attaching parts and Hose reels or Sheaves.

SOLD ALONE MAST, CARRIAGES & COUNTERWEIGHTS

Most sold alone mast, carriages and counterweights will ship in prime paint.

MAST TERMINOLOGY

Types of 2-Stage Mast

- (1) No Free-Lift or No FL - indicates no free-lift motion.
- (2) Limited Free-Lift or Ltd FL - indicates no more than six inches of free-lift motion.
- (3) Full Free-Lift or Full FL - indicates greater than 16 inches of free-lift motion.

Types of 3-Stage and 4-Stage Mast

- (1) Full Free-Lift or Full FL - indicates mast with free-lift motion greater than 16 inches.

Before final mast selection, consult High Lift Sheets, any tire restrictions will be shown there. Contact SPED if special lift heights are critical. Units shipped from Greenville or Berea into the North American market having a lowered mast height in excess of 109 or 125 inches, respectively, will be shipped with the mast removed from the truck. Units shipping into the Latin American / Caribbean market will have the mast removed for lowered mast heights in excess of 89 inches. Should mast removal be desired for masts with lowered heights less than those outlined, please use the option code as noted for the appropriate series.
Mast removed for shipment.....140-99 \$ 285.

SHIPPING WEIGHTS

Weights for the options shown in the Price List are estimated based engineering specification data. If weights are critical for shipping or application purposes, contact SPED Application.

SOLD ALONE COUNTERWEIGHTS

To order contact Sales Administration for details.
Most counterweights will ship in prime paint.

ABBREVIATIONS

Std	- Standard
N/A	- Not Available
N/C	- No Charge
P/N	- Part Number
PR	- Ply Rating
SPED	- Special Products Engineering Department
MFH	- Maximum Fork Height
L.C.	- Load Center
LFL	- Limited Free Lift
FFL	- Full Free Lift
Mtg	- Mounting
Stg	- Stage
OAW	- Overall Width
CSA	- Consult Sales Administration
WB	- Wheelbase
WTG	- Warehouse Technology Group

METRIC CONVERSION TABLE

1 Inch	= 25.4 Millimeters
1 Inch	= 2.54 Centimeters
1 Foot	= .3048 Meters
1 Pound	= .454 Kilograms

TIRE RATINGS

All standard and optional pneumatic tires offered in the Hyster Company Price List are classified with ply rating designations. The abbreviation for ply rating is PR. This does not indicate the actual number of plies in the tires, but is shown as a designation consistent with the tire manufacturer's specifications.

FIELD CONVERSION KITS

Field Conversion kits noted in the Price List are available from the Danville Parts Depot. Refer to the sold alone catalog for kit part numbers and additional field conversion kits not mentioned in this Price List.

MARKETING SERVICES FEE

A \$25 net charge is standard on all trucks to help support literature and publications provided to the dealer.

EXPORT PROCESSING

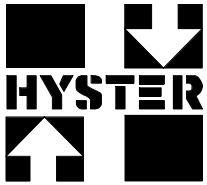
Export Processing, option 005-01, is recommended for any truck that will be traveling on a vessel overseas to protect against rusting or corrosion due to salt water exposure and sometimes extra packaging to protect loose or exposed components. This process includes spraying of unpainted surfaces and vulnerable components which may be exposed to the salt air. Loose or exposed components may be covered/enclosed in plastic or cardboard and/or secured with tape or strapping.

Subject to Change Without Notice

PRICES F.O.B. FACTORY
GREENVILLE, NC U.S.A.

Replaces
07/01/02

PAGE III
Effective
12/01/02



HYSTER COMPANY PRICE LIST	POLICY
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RULES GOVERNING OVERHEAD GUARD AND LOAD BACKREST EXTENSION

OVERHEAD GUARDS

All Hyster rider type trucks equipped with a mast must ship from the factory with operator's overhead guard. Overhead guards may not be returned to the factory for credit.

LOAD BACKREST EXTENSIONS

All carriages and sideshift carriages that can be equipped with load backrest extensions must ship from the factory with the load backrest extension installed. There are two exceptions to this policy which are listed below.

1. Load backrest extensions will be deleted from any carriage which has a hydraulic attachment other than a sideshift, non-revolving load grab. "Turnafork" clamp or other attachment similar in function or purpose installed on the carriage at the factory.
2. The dealer may request the deletion of a load backrest extension from a carriage at the factory if the dealer meets one of the following conditions:
 - A. Dealer will install an attachment which already has a load backrest extension installed.
 - B. Dealer will install a current Hyster load backrest extension out of the dealer's own stock.
 - C. Dealer will install an attachment other than a sideshift, non-revolving load grab. "Turnafork" clamp or other attachments similar in function or purpose.

All dealer orders requesting a load backrest extension deletion must include the following statement on the order or in a separate signed letter. No orders will be accepted without this statement: "Delete load backrest extension - Dealer certifies that deletion requested because (specify either Conditions A, B, or C above)." Credit will be allowed for all load backrests deleted at the factory.

Load backrests may not be returned to the factory for credit.

ORDER CHANGE POLICY

1. All changes must be submitted at least 60 days before the acknowledged estimated ship date on non-imported product and 90 days on imported product.
2. One specification change will be processed at no charge (on orders acknowledged beyond 60 and 90 days respectively). A \$100 net charge will be assessed for each change thereafter.
 - a. Multiple specification changes will be processed as a single change if complete detail is included.
 - b. Specification changes will be subject to option availability and limited to those which will not affect the scheduled build date. SPED items continue to be non-cancelable.
 - c. Changes are not final until you receive a new acknowledgment from Hyster Company.

For further information, contact Sales Administration.

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