

PRODUCT INFORMATION BULLETIN

D/C #11.ml

April 26, 2002

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: CALIFORNIA, EMISSIONS COMPLIANT OFFERING FOR THE GM 3.0L ENGINE

Although intended for California Dealers, we are including this correspondence in a National distribution for those dealers who may ship into California.

As previously communicated, 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 with spark-ignited engines (LPG, Gas or Dual-Fuel). In 2001, 25% of those engines had to meet conformance. As we progress toward CARB's requirement for 50% compliance in 2002, we are now incorporating closed-loop systems, catalytic mufflers and oxygen sensors for the control module on the GM 3.0L engine. The change to the closed-loop system will be transparent when comparing performance levels.

To this end, we are establishing two new option codes for the GM 3.0L LPG Engine available on the H45-65XM (Series Code H177) and the S40-65XM (Series Code D187). Option code 052.21 will be an Emissions Compliant LPG configuration for California End Users. The \$300 surcharge will still be applicable for orders containing this option. Option code 052.22 will be a 3-way, emissions controlled configuration not available to California users. This price page, option format mirrors that previously released on the 2.0L and 2.2L Mazda engines.

These options will be available for orders entered on or after May 1, 2002. Furthermore, those open orders with factory clear dates after August 1, 2002 will be converted to the new option. Again, although this is primarily intended for our California dealers, this will affect any open orders for GM 3.0L Engines with a California shipment address. We would appreciate if you would circulate this information to your order entry people to ensure they are aware of this change. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series.***

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

Sincere Regards,



Scott A. Alexander
Director of Marketing – Hyster Company