

PRODUCT HYSTER INFORMATION BULLETIN

D/C #12.ml

June 14, 2002

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

FROM: SCOTT ALEXANDER – DIRECTOR OF MARKETING

SUBJ: CURRENT PRODUCT UPDATES and BIG TRUCK PRICE PAGES

Hyster Company is pleased to provide you with this package of updates for certain Counterbalanced products. ***Please remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this series.*** Please note the updated pricing information for the following two categories.

- I. Enclosed are new price pages for the C098 ~ E70-120XL3. This series now boasts a mast enhancement outlined in the bulletin attached.
- II. We are also proud to attach production price lists for Big Trucks and Container Handlers in excess of 36,000 pounds.
 - A. E019: H360HD-EC
 - B. A214: H360-450H/EC
 - C. E008: H440-700FS
 - D. D117: H800-1050E/CH
 - E. A222: RS45-46 Reachstacker™
 - F. A227: HR45 Yardmaster™
 - G. A228: HR45 EC Yardmaster™

In addition to the option pricing, please note that several matters of procedure have been outlined within the price pages. In conjunction with the attached letter from Scott McConkey, these pages and their related notes will better facilitate the quoting of products in this range.

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

Sincere Regards,



Scott A. Alexander
Director of Marketing – Hyster Company