

PRODUCT INFORMATION BULLETIN



PIB Number: 02.0614a
Date: June 14, 2002
Series Impact: C098 - E70-120XL3
Subject: Mast Change

Hyster Company is pleased to announce a mast enhancement for the E70-120XL3 range of products. Effectively, we will incorporate the mast from the S70-120XM range of Class IV products into the E70-120XL3 representation in Class I.

Beginning with production on September 1, 2002, series code C098 will boast the new mast configuration. To ensure that you have the appropriate marketing tools for the release of this enhancement, please find the following information attached.

1. A complete set of standard price pages for this range of product. Wednesday of next week we will be completing the formal distribution of these pages under our normal protocol. These will be effective tomorrow. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series.***
2. The Technical Guide reference grid reflecting the changes relevant to the enhancement.

The sales literature coordinator for your location will be receiving the hard copy of these items as well as the new hi-lift sheets during the week of June 24th. In addition to the collateral outlined above, please take a moment to reference the key summary points below.

Commonality. Due in large part to the synergies of the S70-120XM mast, the mast for the E70-120XL3 will enable both you as the dealer and your customers to maintain smaller parts inventories covering more series. Differing service protocols will also be minimized.

Attachments. The E70-12XL3 is now available with an integral Sideshifter, enhancing visibility and capacity. Additionally, our customers using Class 4 carriages are now able to purchase a factory installed integral Sideshifter in a class 4 configuration.

Reliability. In addition to boasting a thicker inner mast channel, this mast can also accommodate internal hose routing for fourth function hydraulics on three-stage configurations of this mast.

Please note that capacity will be retained through a slight increase in the counterweight profile by approximately two inches in height. For further detail or assistance in the training of this new release, please contact your Regional Sales Manager or the Hyster Company Marketing Department.

Sincere Regards,

A handwritten signature in black ink, appearing to read "Scott A. Alexander".

Scott A. Alexander
Director of Marketing – Hyster Company