



PRODUCT INFORMATION BULLETIN



D/C # 2

January 27, 2004

Series Impact: F007, E019, A214, E008, D117, B227

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING
SUBJ: HYSTER H170-360HD AND ABOVE NEW UNIT PRICE INCREASE

Despite the efforts of Hyster Company and NMHG to avoid increased product cost, the dollar has decreased 44% in value compared to the Euro over the past two years. As a result, effective with **all orders received after 12:00 midnight, Eastern Standard Time, February 27, 2004**, all standard new unit and option list prices for Hyster models H170-280HD, H300-360HD, H360HD-EC4, H400H-EC5, H450H-EC6, H360-400-450H, H440-550-620-700F/FS, H800-880-970-1050E, H1050E-CH, HR45 will be increased 5%.

All customer and rental units on order with Hyster Company on, or before, February 27, 2004 will be price protected.

Dealer “stock on order” acknowledged to ship on, or before February 27, 2004 is price protected and subject to normal cancellation policy.

Dealer “stock on order” will be price protected if converted to a customer or rental order on, or before, February 27, 2004.

In the near future, printed price pages for each model reflecting this change will be forwarded to your dealership. Updated standard price pages as well as electronic copies of this Product Newsletter and the attachments are available immediately through the Hyster Dealer Site at www.hysterusa.com.

Please remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this change.

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

Sincere Regards,

Peter M. Siessel
Vice President of Marketing – Hyster Company

The information contained in this bulletin is for information purposes only, Hyster Company reserves the right to change the design of our products without incurring an obligation to modify previously manufactured products.