

PRODUCT INFORMATION BULLETIN

D/C # 19

September 22, 2003

Series Impact: D010, D187, E004, B024, E001, H177, K005, F006

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

FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING

SUBJ: EPA Governmental Legislation for 2004 Emissions Standards

Beginning in January 2004 a new Governmental EPA regulation will go into effect for Emissions controls in the 50 states for all Large Spark Ignited (LSI) engines 25 HP and larger. It is referred to as their "Tier 1" program. The state of California (CARB - California Air Resources Board) will still require a separate certification as they do for the automotive industry.

In an effort to keep your dealership informed of the changes in emissions that concern Hyster products before the legislation actually comes into effect, attached are four documents for your reference.

The first document was developed for your Dealership. This document provides a detailed explanation of what the regulation means, why the standards are being adopted, what trucks it affects, changes in engine offerings and changes to new truck pricing. ***We recommend you distribute this document to the people in your organization who will likely be affected by this information.***

The second document was developed for you to provide to current and prospective Hyster Customers. This document was developed for the customer or end user. This document provides the customer/end user with a detailed explanation of what the regulation means and how it affects them, why the EPA is introducing the legislation, changes occurring to new trucks they purchase and changes in new truck pricing. ***We recommend you distribute this document to the people in your organization so they can provide to existing and prospective customers as appropriate.***

The third and fourth documents are copies of the actual EPA Regulatory Announcements detailing the Emission Standards for New Non-road Engines and Frequently Asked Questions from facility managers and other owners of industrial spark-ignition engines. ***We recommend you distribute this document to the people in your organization so they can keep a copy for their own reference as well as provide copies to existing and prospective customers as appropriate.***

These changes will affect eight series of Internal Combustion trucks in the Hyster Company product line. Four of the eight product offerings will have series changes, and all of the eight will have engine option number changes.

At this time we will be making **LPG** the **standard** engine option on all eight series involved, the Gasoline engine offering will become the option, where available. Dual fuel and CNG will no longer be offered. This decision was driven by volume, plus in the case of Dual fuel, an additional cost that would prohibit emissions engineering resources from certifying our higher volume engines.

For the 2,500 through 4,000# (Cushion & Pneumatic), and 4,000 through 6,500# (Cushion only) no Gasoline option will be offered (***Refer to Product Information Bulletin D/C #18, dated September 10, 2003***). This decision was also driven by volume and once again, an additional cost that would prohibit emissions engineering resources from certifying our higher volume engines. ***Please note that there are limited numbers of Gas engines available for the series of trucks involved that can be ordered so please check with Product Supply to ensure your order can be filled before you place it.***

Marketing Department

HYSTER

As a result of this EPA Legislation driven change, there are new truck price adjustments that will generally range from \$500 net to \$800 net, depending on truck model and engine selected. These new prices will go into effect on October 23, 2003 for all new orders. All orders **(except new Dealer stock and rental orders)** received by Product Supply prior to this date will be price protected. The price change is effective on new Dealer stock and rental orders placed on or after September 23. After October 23rd, the price adjustments will apply to every dealer and customer truck ordered.

NOTE: If you are able to order a pre-Emissions truck after October 23, 2003 your price will be based on the emission control pricing, which means that you may receive a unit at the revised pricing level.

Canada and Latin America are not governed by this EPA Legislation, however these areas will be receiving the same low emission units being supplied to the United States.

There will be a series code change affecting 4 of the 8 series announced. The following is a list of the models and old and new series codes for your reference.

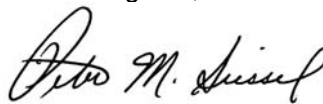
<u>MODEL</u>	<u>OLD SERIES CODE</u>	<u>NEW SERIES CODE</u>
S70-120XM	E004	F004
S135-155XL2	B024	C024
H70-120XM	K005	L005
H135-155XL2	F006	G006

We recommend engine powered industrial forklifts be used only in well ventilated areas. Exhaust from any vehicle equipped with an internal combustion engine emits carbon monoxide. Operation in confined areas or areas with inadequate ventilation may pose serious dangers to the operator and others.

Please remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this change. New price page detail covering this change will be forwarded to your dealership for each model affected in the near future. Updated standard price pages as well as electronic copies of this Product Information Bulletin and the attachments will be available immediately through the dealer portal by visiting www.hysterusa.com.

Hyster Company's heritage of continuous product refinement has been our commitment for over 70 years. With your help we can continue to create material handling equipment that exceeds customer expectations. 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.

Class IV and V Emissions Change Summary

- A new EPA regulation will go into effect (beginning January 2004) for emissions controls in the 50 states for all Large Spark Ignited (LSI) engines 25 HP and larger. It is referred to as their "Tier 1" program.
- There are new truck prices that will range from \$500 net on 2.0-liter Mazda engine units to \$800 net on 3.0 and 4.3-liter GM engine units.
- Hyster price increases are effective 9-23-03 on all NEW dealer stock and rental orders.
- Hyster price increases are effective on all customer orders placed on, or after, 10-23-03.
- If you are able to order a pre-Emissions truck after October 23, 2003, your price will be based on the emission control pricing, which means that you may receive a unit at the revised pricing level.
- LPG is now the standard engine option on all eight Hyster I.C series.
- For the S25-40XMS and S40-65XM series, and the H25-40XMS series, no Gasoline option will be offered.
- Dual fuel and CNG options will no longer be available.
- Letters of explanation from David O'Dell to dealer personnel and dealer customers are attached to this communication.
- Copies of the actual EPA Regulatory Announcements detailing the Emission Standards for New Non-road Engines and "Frequently Asked Questions" from facility managers and other owners of industrial spark-ignition engines will be sent via e-mail and made available on the Hyster Website.
- Please contact your Hyster Regional Product Manager for questions or clarification of these changes.