



HYSTER COMPANY

Americas Division

January 29, 2007

To: Hyster Dealer Principals
Subject: 2006 Dealer of Distinction Program

First, let me congratulate you, the dealers, for ending the year 2006 in a very positive fashion. We certainly started the year with many challenges and opportunities. Now on to see just how well we performed.

Below you'll find the link to the online assessment form for the Dealer of Distinction Program for 2006. As you well know, Dealer of Distinction is both a blueprint for success and a dealer recognition program. It defines the basic business practices and performance standards necessary to develop and maintain a professional and successful Hyster dealership. The very best Hyster dealers earn Dealer of Distinction recognition. We are proud the dealers who have attained this designation in years past and look forward to welcoming the class of 2006.

Please complete the web form by February 15, 2007 so we may tabulate the results for 2006:
<http://www.hysterusa.com/DealerArea/DealerOfDistinction/dodform.asp>

As Operation Turnaround continues, we are eager to build upon the momentum we have established this past year in large part thanks to dealers who exhibit the traits outlined in the Dealer of Distinction program. While the program management transitions to Bob Sattler for the coming year, he and I will be working together to examine the entries for 2006.

We look forward to having several of you join members of the Hyster team April 20-24 at the Las Ventanas resort in Los Cabos, Mexico; www.lasventanas.com.

Best wishes for a prosperous 2007.

Regards,

HYSTER COMPANY

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c: File; Dealer of Distinction 2006

