



HYSTER COMPANY
2008 DISCOUNT SCHEDULE

Hyster Company has the right to review, modify, and/or cancel this program at any time.

CLASS ICounterbalanced Electric					Program Code: R15		Program Code: R01
Capacity	Product Type	HYSTER Model	Series	*North American pre April 21, 2008 Net Disc.	**North American April 21, 2008 Net Disc.	***North American April 21, 2008 Rental Discount (15% Replenishment)	****North American April 21, 2008 Rental Discount (1% Share Growth per Quarter or > 20% Rental Market Share)
2500-4000 lbs	SIT DRIVE	E25-35Z, E40ZS	F114	51.5%	20.0%	26.86%	31.44%
3000-4000 lbs	3-WHEEL STAND	E30-40HSD	A219	48.0%	20.0%	25.70%	33.30%
4000-6500 lbs	SIT DRIVE	E45-65Z	G108	55.5%	20.0%	27.09%	31.77%
7000-12,000 lbs	SIT DRIVE	E70-120Z, 100ZS	E098	49.0%	20.0%	25.91%	29.85%
3000-4000 lbs	3-WHEEL FWD	J30-40ZT	J160	49.5%	20.0%	26.69%	31.15%
4000-6000 lbs	4-WHEEL PNU-DBB	J40-65Z	B416	44.0%	20.0%	25.78%	29.64%
CLASS IICNarrow Aisle/Ordermaster					Program Code: R15		Program Code: R01
Capacity	Product Type	HYSTER Model	Series	*North American pre April 21, 2008 Net Disc.	**North American April 21, 2008 Net Disc.	***North American April 21, 2008 Rental Discount (15% Replenishment)	****North American April 21, 2008 Rental Discount (1% Share Growth per Quarter or > 20% Rental Market Share)
3000-4000 lbs	REACH	N35ZR, N40ZR, N30ZDR	D470	34.0%	20.0%	23.66%	28.54%
3000-4000 lbs	RETAIL REACH	N35ZRS, N40ZRS, N30ZDRS	A265	34.0%	20.0%	23.92%	29.15%
3500-45000 lbs	REACH	N45ZR, N35ZDR	C264	34.0%	20.0%	23.92%	29.14%
3000 lbs	STD - CB ORDERPICKER	R30XMS2	D174	31.0%	20.0%	24.65%	30.84%
3000 lbs	PREM - CB ORDERPICKER	R30XM2	G118	36.0%	20.0%	24.83%	31.26%
3000 lbs	STRADDLE ORDERPICKER	R30XMA2	G118	36.0%	20.0%	24.83%	31.26%
3000 lbs	FURNITURE ORDERPICKER	R30XMF2	G118	36.0%	20.0%	24.83%	31.26%
3000 - 3500 lbs	VNA MAN-UP TURRET	V30-35ZMU	B463	24.0%	20.0%	23.65%	28.51%
CLASS IIICWalkie (Motorized Hand)					Program Code: R15		Program Code: R01
Capacity	Product Type	HYSTER Model	Series	*North American pre April 21, 2008 Net Disc.	**North American April 21, 2008 Net Disc.	***North American April 21, 2008 Rental Discount (15% Replenishment)	****North American April 21, 2008 Rental Discount (1% Share Growth per Quarter or > 20% Rental Market Share)
4000 lbs	WALKIE LOW LIFT PALLET	W40Z	B218	31.0%	20.0%	23.48%	25.80%
5000 lbs	WALKIE LOW LIFT PALLET	W50Z	D215	29.0%	20.0%	23.52%	25.86%
6000 lbs	WALKIE LOW LIFT PALLET	W60Z	A231	37.0%	20.0%	23.96%	26.59%
6500 lbs	WALKIE LOW LIFT PALLET	W65Z	A229	37.0%	20.0%	23.95%	26.58%
8000lbs	WALKIE LOW LIFT PALLET	W80Z	A234	37.0%	20.0%	23.81%	26.35%
6000 lbs	WALKIE/RIDER LOW LIFT PALLET	B60ZAC	B230	34.0%	20.0%	23.64%	28.49%
8000 lbs	WALKIE/RIDER LOW LIFT PALLET	B80ZAC	B233	34.0%	20.0%	23.89%	29.07%
6000 lbs	CENTER RIDER LOW LIFT PAL.	C60ZAC	A478	37.0%	20.0%	23.93%	26.54%
8000 lbs	CENTER RIDER LOW LIFT PAL.	C80ZAC	A479	37.0%	20.0%	24.10%	26.83%
500 lbs	TOW TRACTOR	T5ZAC	A476	34.0%	20.0%	23.79%	26.32%
1000 lbs	TOW TRACTOR	T7ZAC	A477	34.0%	20.0%	23.78%	26.29%
2000-2500 lbs	WALKIE STRADDLE STACKER	W20-25ZA	A495	31.0%	20.0%	25.80%	29.67%
3000-4000 lbs	WALKIE STRADDLE STACKER	W30-40ZA	B453	31.0%	20.0%	24.67%	27.78%
2500-4000 lbs	WALKIE CB STACKER	W25-40ZC	B454	28.0%	20.0%	24.35%	27.25%
2000-3000 lbs	WALKIE REACH STACKER	W20-30ZR	B455	28.0%	20.0%	26.36%	30.59%
CLASS IVSaceSaver - ICE Cushion					Program Code: R15		Program Code: R01
Capacity	Product Type	HYSTER Model	Series	*North American pre April 21, 2008 Net Disc.	**North American April 21, 2008 Net Disc.	***North American April 21, 2008 Rental Discount (15% Replenishment)	****North American April 21, 2008 Rental Discount (1% Share Growth per Quarter or > 20% Rental Market Share)
3000-4000 lbs	4-Wheel	S30-40FTS	E010	44.0%	20.0%	26.25%	29.68%
4000-7000 lbs	4-Wheel	S40-70FT	F187	45.0%	20.0%	27.51%	30.86%
7000-12000 lbs	4-Wheel	S80-120FT	G004	44.0%	20.0%	24.98%	28.23%
13500-15500 lbs	4-Wheel	S135-155FT	D024	44.0%	20.0%	24.94%	28.20%
CLASS VChallenger (ICE Pneumatic)					Program Code: R15		Program Code: R01
Capacity	Product Type	HYSTER Model	Series	*North American pre April 21, 2008 Net Disc.	**North American April 21, 2008 Net Disc.	***North American April 21, 2008 Rental Discount (15% Replenishment)	****North American April 21, 2008 Rental Discount (1% Share Growth per Quarter or > 20% Rental Market Share)
2500-4000 lbs	4-Wheel	H30-40FTS	F001	44.0%	20.0%	25.75%	29.30%
4000-7000 lbs	4-Wheel	H40-70FT	L177	44.0%	20.0%	23.43%	31.06%
7000-12000 lbs	4-Wheel	H80-120FT	N005	44.0%	20.0%	23.43%	26.70%
13500-15500 lbs	4-Wheel	H135-155FT	H006	44.0%	20.0%	25.15%	28.25%
16500-28000 lbs	4-Wheel	H170-280HD	H007	45.0%	20.0%	24.76%	27.66%
30000-36000 lbs	4-Wheel	H300-360HD	G019	45.0%	20.0%	24.69%	27.81%
40000-50000 lbs	ECH	H400HD - H500HD-EC	B214	36.0%	20.0%	*****Call Hyster Marketing	
40000-45000 lbs	FLT	H400HDS-FLT - H450HD-FLT	A236	39.0%	20.0%	*****Call Hyster Marketing	
55000-70000 lbs	FLT	H550F - H700F	E008	31.0%	20.0%	*****Call Hyster Marketing	
80000-105000 lbs	FLT	H800HD - H1050HD	A917	29.0%	20.0%	*****Call Hyster Marketing	
105000-115000 lbs	Challenger (ICE Pneumatic)	H1050HD-CH - H1150HD-CH	F117	31.0%	20.0%	*****Call Hyster Marketing	
	Reachstacker	HR45-27 - HR45-36	B222	31.0%	20.0%	*****Call Hyster Marketing	

*Dealer Standard Discount applicable prior to April 21, 2008.
**Dealer Standard Discount effective on April 21, 2008.
*** STR Fleet discounts for Dealers who replenish a minimum of 15% of their STR Fleet in 2008.
**** STR Fleet discounts for Dealers who have committed to grow their STR Fleet 1% per quarter or Dealers who have a STR Fleet Market Share of 20% or greater in 2008.

Effective date: 04.21.08.

Hyster Company has the right to review, modify, and/or cancel this program at any time.
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