



75 AND COUNTING

Hyster Company is proud to present
“75 and Counting” a reward program for the top
Retail Salespeople in Hyster Company’s 75th
anniversary year.

In Hyster's 75th year, be one of our elite 75

Program Guidelines

- Program effective date is 01.01.04 – 12.31.04.
- Top 75 Hyster Retail Salespeople will be measured based on their total number of retail bookings in territory.
- Winners receive a premium numbered Hyster desk piece, 75th anniversary club jacket and entry into a special award trip (\$20,000 total value – 5 winners). Location to be announced at the end of the year.
- Top 10 salespeople get to participate in a special sales seminar in 2005.
- Top 5 Rookies will be rewarded separately with a premium numbered Hyster desk piece and a 75th anniversary club jacket. Also, one lucky Rookie will be selected for the special award trip.
- Winners will be announced at the 2005 Dealer Meeting.
- Dealership Sales Managers are responsible for reporting all retail bookings by salesperson to Hyster Company, Kelly Smith, P.O. Box 7006, Greenville, NC 27835-7006. Bookings should be reported by the 10th day of each month for the prior month on the attached “2004 75 and Counting Program” Worksheet.
- Hyster Company reserves the right to retract rewards based on cancellations.
- Payments or rewards made direct to the Salesperson may be taxable.

