



PRODUCT INFORMATION BULLETIN



D/C # 19

November 5, 2004

Series Impact: G007, F019

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

FROM: DALE GRINDER – INSIDE SALES MANAGER

SUBJ: Cummins Selected as Sole Engine Supplier

In keeping with Hyster Company's strategy of identifying strong business partners, we are pleased to announce that Hyster Company has appointed Cummins Inc. as its exclusive supplier of engines on the H170-360HD product range. Cummins Inc. was selected as a sole supplier after an extensive review of potential engine partners.

Starting in April 2005, all H170-360HD products shipped to North American Hyster Dealers from our Nijmegen plant will be powered with the Cummins QSB Engine range.

In advance of the launch of the new Cummins powered products, a process of training, development and dealer certification will be managed over the next few months. This will allow Hyster and Cummins to ensure that the new products will be soundly supported by a dealer platform that is trained and has the appropriate tools, service information and parts availability.

To meet the diverse needs of our dealers, we have negotiated a tiered level of certification for Cummins engine support. Dealers can be certified to manage full service or external repairs on Cummins powered Hyster products.

By the end of November 2004 we will send out a detailed briefing document to outline the training schedule, tooling and parts inventory requirements for dealers. This will come through the normal information distribution channels.

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

Sincere Regards,

Dale E. Grinder
Inside Sales Manager – Hyster Company

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