



PRODUCT INFORMATION BULLETIN



DC # 6

March 11, 2005

Series Impact: L177 (Formerly H177)

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

FROM: KELLY A. SMITH – DIRECTOR, HYSTER MARKETING

SUBJ: Fortis™ H40-70FT New Truck Price Sheets

Hyster Company is pleased to release the Fortis™ H40-70FT series standard price list. These sheets have been posted on the Hyster Digital Dealer Resource web site at www.hysterusa.com. Once you have entered your password navigate through the following path: Truck Sales, Truck Pricing, Standard Price List Pages and select Class 5 Challenger ICE Pneumatic Tire from the pull down menu. You will then be given a choice to view the sheets from their current location or download the PDF file to your computer hard drive. This pre-launch information is being provided to the dealer network to assist sales people with on-going quotation activity.

Hyster Company is not accepting orders at this time. For your convenience, attached is a Fortis™ H40-70FT price list worksheet to assist with quoting units until quoting is available in HERO. Please refer to instructions included in the worksheet. It is our intent to begin accepting orders on April 1, 2005. First shipments of the new Fortis™ H40-70FT models are anticipated in September 2005.

Net Pricing Discount

The H40-70FT series list prices are based on a Dealer Net Pricing formula discount of 44%. Like the Fortis™ S40-70FT, Net Pricing will be applied on all orders of five units or less.

Special Pricing

Hyster will accept Special Pricing requests on transactions six or greater.

DuraMatch™ Plus and Plus 2 Transmission Availability

DuraMatch™ Plus and Plus 2 transmissions will not be available at first production. Hyster Company will announce when orders for these transmissions will be accepted.

SPED Availability

Many former SPED options are now in the standard price pages. SPED **will not** be available for the first **3 months** of H40-70FT production, however SPED orders will be accepted with the first customer orders. Dealers should re-price all outstanding quotes because of significant product differences.

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

Sincere Regards,

Kelly A. Smith
Director – Hyster Marketing

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Marketing Department

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