



PRODUCT INFORMATION BULLETIN



D/C # 1

Series Impact: C098

January 5, 2005

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: KELLY SMITH – DIRECTOR, HYSTER MARKETING
SUBJ: E70-120XL3 Availability

Effective immediately we are announcing that the E70-120XL3 series is sold out. This is due to several unexpected large orders which have consumed all of the build slots available before the upcoming phase in of the new E70-120Z AC-controlled series. We apologize for this gap in product supply.

The new E70-120Z replacement series will be available for sale soon. We are in the process of putting together necessary product support information now and will release it as soon as possible. The new series will be available for shipment in May 2005.

We are reviewing all orders received on the E70-120XL3 series and will attempt to acknowledge orders by January 12, 2005. Order changes will continue to be accepted based on the policy for option specification changes, however requested changes will be subject to option availability.

Any order(s) already received by Product Supply that we are unable to fill will be cancelled. ~~In this instance~~ If this occurs your dealership will be notified by the Product Supply Department. At that time, you will be requested to re-enter the order as the new E70-120Z series. ***Please carefully review the standard and optional equipment offerings as you place orders for the new E70-120Z series, as product specifications have changed!***

Please remember to refresh HERO by selecting the “completely reload tables” option in the price book download area thereby capturing the change to this series.

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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