



HYSTER COMPANY

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

To: All Hyster SPED Price Book Holders
From: Dave Hoehn – Vice President-Sales, Counterbalanced Products
Scott Alexander – Director of Marketing
Subject: E004, S70-120XM, SPED Price Book changes
Date: October 22, 2001

The following SPED price changes for the S70-120XM are effective November 1, 2001. Please do a complete price book download in HERO, on November 1, 2001, to implement these changes.

Option	Description	List Price 09/01/01	List Price 11/01/01
Q06911	Engine Shutdown-seat actuated-Gas	\$935	\$700
Q06912	Engine Shutdown-seat actuated-LP	\$935	\$700
Q06913	Engine Shutdown-seat actuated-Diesel	\$935	\$700
Q06810	Exhaust System-Catalytic Muffler	\$1,550	\$1,650
Q10801	Ground Strap	\$70	\$95
Q28510	Mast Tilt Control 2-way	\$2,010	\$2,180
Q28601	Mast Tilt Indicator	\$790	\$920
Q09602	Mast Tilt Speed Restrictor	\$225	\$280
Q23801	Overhead Guard Raintop	\$565	\$880
Q19105	Paint-Overhead Guard	\$160	\$175
Q39802	Seat-Grammer GS12 Semi-Susp. – Vinyl	\$320	\$ 505
Q39803	Seat-Grammer GS12 Semi-Susp. - Cloth	\$420	\$ 545

We have added a Full Suspension Cloth Swivel Seat option to the S70-120XM series. The option will appear in the SPED Price Book and is effective immediately.

Option	Description	List Price	Lead-Time
Q39810	Seat Full Susp. Cloth Swivel 12°Right/6°Left Requires min. 87" OAH Overhead Guard on order.	\$900.	8 weeks

In addition, we have discontinued a number of SPED options on the S70-120XM series. These options were discontinued from the SPED Price Book due to low or no usage. Please reference page 2 for a list of discontinued option codes. Contact Applications Engineering if you have questions regarding items removed from the SPED Price Book.

The SPED Price Book is provided as a sales aid and reference tool. Availability and prices are subject to change without notice. The availability, cost, and lead-time information in your HERO Price Book is always the correct and up-to-date information. Therefore, please remember to do a complete price book download in HERO, on November 1, 2001, to implement this change.



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E004 – S70-120XM series

Option	Description	Removed
Q00616	Alternator - sealed - 45 amp	11/01/01
Q00618	Alternator - sealed - 45 amp	11/01/01
Q02601	Belly Pan	11/01/01
Q29631	Carriage - V2-Stg LFL - 48" wide - 70-80	11/01/01
Q29633	Carriage - V2-Stg LFL - 60" wide - 70-80	11/01/01
Q29640	Carriage - V2-Stg LFL - 48" wide - 100-120	11/01/01
Q29642	Carriage - V2-Stg LFL - 60" wide - 100-120	11/01/01
Q46514	Carriage - V2-Stg FFL - 48" wide - 70-80	11/01/01
Q46515	Carriage - V2-Stg FFL - 60" wide - 70-80	11/01/01
Q46521	Carriage - V2-Stg FFL - 48" wide - 100-120	11/01/01
Q46523	Carriage - V2-Stg FFL - 60" wide - 100-120	11/01/01
Q04101	Electric circuit breakers replace fuses	11/01/01
Q18001	Engine Warning System-Light and Buzzer	11/01/01
Q09503	LPG hose - stainless steel wire braid	11/01/01
Q09505	LPG hose - longer hose	11/01/01
Q14001	Hydraulic Fluid - Houghtosafe 620	11/01/01
Q14501	Lubricant/Coating - electrical terminals	11/01/01
Q14502	Lubricant/Coating - unpainted	11/01/01
Q14503	Lubricant/Coating - lift chains	11/01/01
Q13201	Operator Shield - Lexan windshield	11/01/01
Q15301	Overhead Guard Mesh Plate Top	11/01/01
Q19111	Paint - Chassis/CTWT/Hood - Replace black only	11/01/01
Q19107	Paint - Cab	11/01/01
Q19113	Paint - Mast/carriage/attachment	11/01/01
Q00102	Accumulator - Parker 1 Quart	11/01/01