



HYSTER COMPANY

Americas Division

Fortis™ 50 Enhancement Program Frequently Asked Questions

1. **Q. Does stock apply?**
A. Special discounting does not apply to stock orders. Stock orders will be priced at the current standard net discount. Stock conversions to Retail do apply under the program.
2. **Q. Do rental fleet purchases apply?**
A. Rental Fleet purchases do not apply under the program. Rental purchases fall under the Rental Planning Program as announced on April 20, 2006. The current Rental Program discounts do apply to the new Fortis Cushion and Pneumatic 2.2 Basic configuration.
3. **Q. Does this initiative apply to all models in the S40-70FT and H40-70FT series?**
A. **Pricing** - we will be aggressively pricing all products to be competitive in the marketplace.
Configuration - currently applies only to the H/S50 product. We will evaluate other models on a deal-by-deal basis.
4. **Q. Do I need to add Powertrain configuration and competitive information on deals for more than two (2) trucks?**
A. Yes. All Special Pricing requests for the H50 and S50 units will require Powertrain configuration information. All special pricing requests should include competitive information.
5. **Q. Is this pricing initiative in addition to the pricing currently available through the SC system?**
A. Yes. This additional pricing will be in addition to current discount levels.
6. **Q. What are the expectations of this program?**
A. Hyster Company expects to double share within all H50 and S50 and model configurations.
7. **Q. Will Dealer profit be limited?**
A. With all special pricing/programs, Dealer profit will be limited.
8. **Q. Will I be able to re-apply for an SC that is currently in the system?**
A. Yes. Each Dealer should re-evaluate all current quotes (configuration) for the H/S50 models and re-apply where applicable. In addition, Hyster Company will review pending SC's for adjustment.
9. **Q. Is the 2.2 Basic transmission (Fortis+) available for immediate production?**
A. Available at current product lead time.
10. **Q. How will the initiative be administered?**
A. This initiative will be administered via the current SC system.





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11. Q. Where are the price pages located?

- A.** The new H50FT and S50FT model configurations have been uploaded to the Hyster Digital Dealer Resource website.
- o Log on to www.hysterusa.com by entering your **username** and **password**.
 - o Navigate to the following path: **Truck Sales, Truck Pricing, and Standard Price List Pages**.
 - o Select the **Class IV and V** products from the pull-down menu.
 - o You will be given the choice to view the sheets from the current location or download the PDF file to your computer.

12. Q. Where are the Sales Sheets and Technical Guides located?

- A.** For your convenience, preliminary Technical Guides for the new H50FT and S50FT model configurations have been uploaded to the Hyster Digital Dealer website.
- o Log on to www.hysterusa.com by entering your **username** and **password**.
 - o Once you have accessed the site, navigate to the following path: **Truck Sales, Hyster Product Information Library**.
 - o Select the **Class IV and V** product icon.
 - o Scroll to **Models** and select desired model.
 - o Click **Update Results button** located to the far right. This will narrow the list down to the preliminary Technical Guide.
 - o Click on the word "**Download**" on the document of choice. A dialogue box will then appear which will give you a choice as to how you want to view the documents. You can either choose **Open** to view immediately on your screen, or you can choose **Save** to download the document from its current location and save it as a PDF file to your computer.

