



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

DATE: June 6, 2011
TO: Hyster Dealer Principals, Sales Managers & Rental Managers
FROM: John Decker
SUBJECT: **GNB "Rental Special"**

Recently, you received an exciting message from Brett Schemerhorn announcing an opportunity to help replenish and right-size your short-term rental fleet as the market recovers. To further assist you in this effort, GNB Industrial Power through the partnership with Hyster Company is offering significant savings to you when you order GNB batteries and chargers for these rental trucks. The "Rental Special" offers significant savings on the batteries and chargers needed to power the trucks; up to an additional 7% discount over your regular discount off of the GNB Industrial Power list price. That can equate to a savings of over \$600 for certain batteries. The "Rental Special" includes the following GNB products which are particularly well suited to the rental business:

- **GNB Tubular HP Batteries**
These batteries are engineered to deliver increased power and efficiency while maximizing battery life. As a result, users can experience longer lift truck run times resulting in fewer battery change-outs and improved productivity. The tubular-plate batteries are very well suited for users who have heavy-duty applications and multi-shift operations.
- **Liberator Low Maintenance Tubular Batteries**
Liberator batteries give you the freedom to choose the best level of power, performance, and reduced maintenance for your medium to heavy-duty lift truck applications. The Liberator battery is designed to achieve a 45-day or 90-day watering interval which means less maintenance and up-keep.
- **EHF(Exide High Frequency) Chargers (240- Single Phase/480- Three Phase)**
Greater efficiency of power conversion compared to older charger technology results in reduced power consumption and reduced energy costs. Reduced maximum input currents allow for reduced circuit breaker, cabling, and distribution equipment sizes so they can be used in a variety of facility settings. Additionally, they are light and compact, will recharge a wide range of battery capacities of different technologies, can track recharge information from the last 250 cycles, and are designed for rack or wall mounting.

The "Rental Special" includes batteries for all three electric truck classes. We are offering this special concurrently with the Hyster June rental Window, so don't delay. Once you have placed your truck order, simply call your local GNB Industrial Power distributor to place your "Rental Special" battery and charger order. The GNB battery experts will help determine the correct batteries and chargers for your rental trucks and provide you with the "Rental Special" pricing. You need only mention the same program code you used to place your rental truck order; **HRP**.

And don't forget, the purchase of these batteries and chargers counts toward the Aftermarket incentives Hyster Company offers to your dealership through the "You Make It Happen" program.

Orders for the "Rental Special" must be placed with your local GNB distributor by June 30, 2011 and delivery must be taken by August 31, 2011.

Regards,

John Decker
Product Manager, Batteries

