



PRODUCT INFORMATION BULLETIN



D/C # 11
Series Impact: E001

June 1, 2005

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: KELLY SMITH – DIRECTOR, HYSTER MARKETING
SUBJ: H25-40XMS Availability

Effective immediately we are announcing that the H25-40XMS series is sold out.

In the interim, we have built a total of 58 STOCK units in an effort to minimize the lead time of this series to support your dealership until the new Fortis™ H30-40FTS products are formally introduced. We will have (29) twenty-nine H40XMS (14) fourteen H35XM and (15) fifteen H30XM units pre-built with various standard options, less the mast carriage and forks. The H40XMS units will be offered at a 53% NET discount and the H35XM and H30XM units at 55% NET discount. These units will be sold on a first come, first served basis. Please contact Sammie Starr at 252-931-5686 to request an SC if interested.

Once available, your dealership has the option to take immediate delivery of the truck (less the front end) and install a mast that you may already have or place a sold alone order for the mast of your choice. An additional option is to decide to have the Greenville plant re-clear the truck with the mast you specify. In this case, the lead time for the unit will be dependant on the availability of the front end selected. Please contact the Product Supply Department for front end availability as well as stock truck option specifications.

Requests for order specification changes to these stock trucks will not be allowed due to the sold out position of this series.

The new Fortis™ H30-40FTS replacement series will be available for sale soon. We are in the process of putting together the necessary product support information now and will release it as soon as possible. The new series will be available for shipment in August 2005.

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

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

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Sincere Regards,

Kelly A. Smith
Director – Hyster Marketing

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