



PRODUCT INFORMATION BULLETIN



DC # 8

April 18, 2005

Series Impact: L177 (Formerly H177)

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES

FROM: KELLY A. SMITH – DIRECTOR, HYSTER MARKETING

SUBJ: Fortis™ H40-70FT Now Available to Order

Hyster Company is pleased to announce that we are now accepting orders for the new Fortis™ H40-70FT series.

Attached is an updated copy of the standard price list dated April 15, 2005. Please be aware that some of the options have changed since the original draft released on Product Information Bulletin DC #6 dated March 11, 2005. **We recommend that you review all outstanding quotes before submitting orders to Hyster Company.** In addition, please ensure that any previously released price pages you have are destroyed and replaced with the new attached pages dated April 15, 2005. First shipments of the new Fortis™ H40-70FT models are anticipated to ship from our plant in Northern Ireland in September 2005 and begin to arrive at your dealership in October 2005.

These sheets have been posted on the Hyster Digital Dealer Resource web site at www.hysterusa.com. Once you have entered your password navigate through the following path: Truck Sales, Truck Pricing, Standard Price List Pages and select Class 5 Challenger ICE Pneumatic Tire from the pull down menu. You will then be given a choice to view the sheets from their current location or download the PDF file to your computer hard drive.

Order Slotting

- Orders will be slotted on a first come first served basis. Delivery dates of orders will be dependent on slot availability as well as option availability and lead time.
- Effective immediately, we will no longer accept faxed orders. Faxed orders received prior to today's date that were retail booked will be reversed. Therefore, each dealership must enter the order as normal via the HERO system. These orders (if originally faxed in) will be given preferential slotting based on option availability.
- Our Northern Ireland plant will not be in a position to actually start slotting orders until mid May 2005. This means that orders received in April may possibly take 3-5 weeks before your dealership receives an acknowledgement.
- When your dealership receives a NOMS acknowledgement, please review them for accuracy of options and delivery dates. The sooner a need for correction is detected, the better the chances of complying with your request.

SPED Availability

- Many former SPED options are now in the standard price pages. Slots for SPED options will not be available for the first 3 months of production; however orders containing SPED will be accepted
- Dealers should re-price all outstanding quotes because of significant product differences. SPED quotes are available immediately by contacting application engineering.

DuraMatch™ Plus and Plus 2 Transmission Availability

DuraMatch™ Plus and Plus 2 transmissions will not be available at first production. Hyster Company will announce when orders for these transmissions will be accepted.

Net Pricing Discount

The H40-70FT series list prices are based on a Dealer Net Pricing formula discount of 44%. Like the Fortis™ S40-70FT, Net Pricing will be applied on all orders of five units or less.

Special Pricing

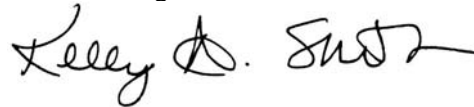
Hyster will accept Special Pricing requests on transactions six or greater.

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

We are excited about the release of this very important addition to our Class V family and the many opportunities and competitive advantages the Fortis™ line of lift trucks will provide your dealership. For further detail or assistance, please contact your Retail Sales Manager or the Hyster Marketing Department.

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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