



PRODUCT INFORMATION BULLETIN



PIB # 0222.05
Series Impact: H177

February 22, 2005

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: KELLY SMITH – DIRECTOR, HYSTER MARKETING
SUBJ: H45-65XM Availability

To ensure an orderly transition from the current H45-65XM products to the new Fortis™ series of pneumatic I.C. products, we will be following a process of restricting the SPED content on orders as we sell out of the current products. The process will be similar to that followed for the S40-65XM cushion tire trucks last fall.

Effective immediately, the Application Engineering department will discontinue issuing SPED quotes for new designs for the H45-65XM products. Existing open quotes, and any new quotes issued for an existing SPED design, will be end dated March 1, 2005. All current SPED price list options will be end dated March 11, 2005.

If your dealership needs to add SPED content to an existing order, or enter a new order containing SPED, after the expiration of the quote or the end date of the SPED option, we may be able to accommodate the request on an exception basis but only after verifying with our manufacturing facility that the truck can still be built.

We are reviewing all orders received on the H45-65XM series and will attempt to acknowledge orders as they are received. Order changes will continue to be accepted based on the policy for option specification changes, however requested changes will be subject to option availability. **Note: At this time we are sold out of all related engines except for the 3.0L GM engine.**

Any order(s) already received by Product Supply that we are unable to fill as configured; your dealership will be contacted by a Hyster representative to determine if a suitable adjustment can be made. In the unfortunate event that an order adjustment cannot be made the order will need to be cancelled. If this occurs your dealership will be notified by the Product Supply Department. At that time, you will be requested to re-enter the order as the new Fortis™ product once this series has been formally introduced.

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

Sincere Regards,

Kelly A. Smith
Director – Hyster Marketing

CONFIDENTIAL MATERIAL.
For use by Hyster Company Employees and
Hyster Authorized Dealers Only.

The information contained in this bulletin is for information purposes only, Hyster Company reserves the right to change the design of our products without incurring an obligation to modify previously manufactured products.