



PRODUCT INFORMATION BULLETIN



PIB # 0114.05
Series Impact: H177

January 14, 2005

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

The 2004 calendar year permitted Hyster Company to close very strong in retail and factory bookings. Due to the record number of orders received for the H45-65XM products, we have started to consume most of the planned available product options based on the upcoming phase in of the new Fortis™ pneumatic series.

This bulletin is to inform your dealership that there are currently a limited amount of build slots available. In addition, option availability for the H45-65XM series is also becoming more and more limited in terms of engines and other offerings.

The Product Supply department is reviewing all orders received and will attempt to acknowledge orders based on the availability of specified order options. At this time we will only accept option specification changes as option availability permits. Other options will soon be limited as we will firm up last buys with our suppliers.

If an order has already been received 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.

Sincere Regards,

Kelly A. Smith
Director – Hyster Marketing

CONFIDENTIAL MATERIAL.

For use by Hyster Company Employees and Hyster Authorized Dealers Only.
Do not copy or distribute.

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.