



HYSTER CAPITAL RATE CARDS

An Important Announcement from Hyster Company – Greenville, North Carolina

Date: April 1, 2010
To: Hyster Dealer Principals, Branch Managers, Sales Managers, and Sales Administrators
Cc: NMHG President's Staff, Hyster Regional Sales Manager, Hyster National Account Sales Managers, and Hyster Marketing Staff
From: Tina Goodwin, Director Financial Services

Effective immediately, Hyster Capital will no longer offer the Valulease Program. We have something better! **We are excited to offer subsidized interest rates for all True Leases (Hyster Capital held residuals or Alliance Leases) as standard.** Attached please find the new Hyster Capital Interest Rate Card effective April 1, 2010 thru April 30, 2010.

This new rate card was developed for ease of doing business and to help you quickly close more business. No more worrying about which Hyster Capital rate card you can use (Valulease or Standard). We have put our best rates and residuals on the Hyster Capital Standard Rate Card for you to use with any transaction that meets the Terms and Conditions listed. This will allow you to quote competitive lease payments without having to call your Hyster Capital Financial Coordinator or logging into edfs (online quotation system) prior to providing your customer with a proposal. You can also quickly provide your customer with an updated lease payment when changes are made to the original truck proposal using these payment factors.

Please note the Terms and Conditions associated with this rate card including but not limited to:

- Rate participation is not allowed for any True Leases or transactions with special pricing (SC). Rate participation is allowed for Full Payouts without an SC. This will be subject to audit.
- Electric truck factors include 1 battery and 1 charger. Extra batteries and/or chargers must be quoted separately using the battery and charger designated payment factors.
- Payment Factors are based on a maximum of 2,000 Annual Operating Hours.
- Normal/clean applications including but not limited to light manufacturing, general warehousing, pharmaceutical manufacturing, and finished wood.
- Triplex Mast only
- Payment Factors based on competitive sell prices.

If you have conditions that fall outside of these, please contact us direct for a custom quote. Heavy duty, cooler/refrigerated, freezer, and severe applications must be quoted by your Financial Coordinator.

As always we are here to help you structure the most competitive deals and close more business so please contact your Hyster Capital Financial Coordinator or Regional Finance Manager with any questions or for additional assistance.

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