

**HYSTER CAPITAL***A Division of NMHG Financial Services, Inc.***STANDARD RATE CARD****Payments in Arrears**

Effective January 1, 2010 thru January 31, 2010

Full Payout (Lease with \$1 Purchase Option or Loan & Security Agreement)**Payments in Arrears**

		FINANCE TERM (Months)					
		<u>12</u>	<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>
All New & Used Hyster Equipment	Rate	6.90%	6.90%	6.90%	6.90%	6.90%	7.40%
All New Non Hyster Equipment over \$10K		.08648	.04473	.03083	.02390	.01975	.01724

		<u>12</u>	<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	
All Non Hyster Equipment Under \$10K	Rate	11.00%	11.00%	11.00%	11.00%	11.00%	
		.08838	.04661	.03274	.02585	.02174	

Used Equipment: Terms up to 48 months for transactions over \$10,000; Term may be reduced based on age of equipment or credit. Down payment may be required.

Allied Products: Terms up to 36 months for transactions less than \$10,000; Maximum term of 60 months for transactions over \$10,000; Term may be reduced based on equipment or credit.

Tax Lease (Fair Market Value P.O.) For Units Delivered 1st Quarter 2010**New Equipment Only****Payments in Arrears**

		FINANCE TERM (Months)				
		<u>36</u>	<u>39</u>	<u>48</u>	<u>60</u>	<u>63</u>
S30FT-S40FTS; S40FT-S70FT; S80FT-S120FT; S135FT-S155FT	Payment Factor:	.02386	.02270	.02005	.01748	.01729
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H30FT-H40FTS; H40FT-H70FT; H80FT-H120FT; H135FT-H155FT	Payment Factor:	.02313	.02203	.01935	.01694	.01666
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H170HD-H360HD	Payment Factor:	.02411	.02382	.02058	.01775	.01773
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E25Z-E40ZS; E45Z-E65Z *(Extra batteries and chargers quoted separately)	Payment Factor:	.02607	.02449	.02128	.01829	.01792
	Purchase Option	FMV	FMV	FMV	FMV	FMV
J30ZT-J65Z *(Extra batteries and chargers quoted separately)	Payment Factor:	.02607	.02449	.02128	.01829	.01792
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E70Z-E120Z; E30HSD-E40HSD *(Extra b & c quoted separately)	Payment Factor:	.02804	.02650	.02251	.01910	.01867
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All N Series *(Extra batteries and chargers quoted separately)	Payment Factor:	.02558	.02427	.02093	.01802	.01766
	Purchase Option	FMV	FMV	FMV	FMV	FMV
V30ZMU-V35ZMU *(Extra batteries and chargers quoted separately)	Payment Factor:	.02632	.02471	.02128	.01829	.01792
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All R Series *(Extra batteries and chargers quoted separately)	Payment Factor:	.02705	.02561	.02181	.01869	.01829
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W25-40ZC; W20-40ZA; W20-30ZR	Payment Factor:	.03083	.02870	.02390	.01975	.01920
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W40-50Z; W60-80Z; B60-80Z; T5Z-T7Z; C60-80Z	Payment Factor:	.03083	.02870	.02390	.01975	.01920
	Purchase Option	FMV	FMV	FMV	FMV	FMV
Attachments (with truck only)	Payment Factor:	.03083	.02870	.02390	.01975	.01920
Sold Alone Attachments - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV
**Extra Batteries & Chargers	Payment Factor:	.03083	.02870	.02390	.01975	.01920
Sold Alone Battery/Charger - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV

TERMS AND CONDITIONS

****Electric truck factors include 1 battery and 1 charger. Extra batteries and chargers must be quoted separately using B & C designated factors.**

- * 2,000 Annual Operating Hours
- * Normal/Clean Application
- * Monthly Payment in Arrears
- * All Engine Types

3 Stage Upright ONLY**Quotes based on competitive sell prices**

*For deals that do not meet these specifications please call for a custom quote at 1 (877) 497-8227 and ask for your Hyster Capital Financial Coordinator.

* Please call Hyster Capital for all Stated Purchase Option Quotes.

Hyster Capital Contact Information**Toll Free: (877) HYSTCAP (497-8227)**

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All transactions are subject to credit approval by Hyster Capital and subsequent execution of all required documentation. Rates will be protected for delivery up to 90 days from date of credit approval. A one time documentation fee of \$95 will apply to all new Lease Agreements. Interim rent is applicable for all Tax Lease transactions. Verification of physical damage and liability insurance is required prior to funding. Published rates and payment factors are subject to change without prior notice.