

**HYSTER CAPITAL**

A Division of NMHG Financial Services, Inc.

STANDARD RATE CARD**Payments in Arrears**

Effective August 1, 2009 thru August 31, 2009

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	7.25%	7.25%	7.25%	7.50%	7.50%	8.00%
All New Non Hyster Equipment over \$10K		.08664	.04489	.03099	.02418	.02004	.01753
		<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 Ordered August 1, 2009 thru August 31, 2009**New Equipment Only****Payments in Arrears**

		FINANCE TERM (Months)				
		<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>
S70FT-S155FT	Payment Factor:	.03431	.02518	.02068	.01811	.01679
	Purchase Option	FMV	FMV	FMV	FMV	FMV
S30FT-S70FT	Payment Factor:	.03431	.02494	.02051	.01811	.01679
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H70FT-H155FT	Payment Factor:	.03242	.02422	.01999	.01758	.01679
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H30FT-H70FT	Payment Factor:	.03204	.02397	.01981	.01771	.01679
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H170HD-H360HD;	Payment Factor:	.03469	.02591	.02086	.01811	.01679
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E45XN-E65XN; J30ZT-J65Z	Payment Factor:	.03469	.02567	.02086	.01837	.01700
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E70Z-E120Z; E30HSD-E40HSD	Payment Factor:	.03924	.02833	.02260	.01930	.01710
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All N Series and V Series	Payment Factor:	.03848	.02808	.02242	.01917	.01731
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All R Series	Payment Factor:	.03924	.02833	.02277	.01957	.01731
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W25-40ZC; W20-40ZA; W20-30ZR	Payment Factor:	.04489	.03099	.02418	.02004	.01753
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W40-50Z; W60-80Z; B60-80Z; T5Z-T7Z; C60-80Z	Payment Factor:	.04489	.03099	N/A	N/A	N/A
	Purchase Option	FMV	FMV	FMV	FMV	FMV
Attachments (with truck only)	Payment Factor:	.04489	.03099	.02418	.02004	.01753
Sold Alone Attachments - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV
Battery & Charger (with truck only)	Payment Factor:	.04489	.03099	.02418	.02004	.01753
Sold Alone Battery/Charger - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV

TERMS AND CONDITIONS

- * 2,000 Annual Operating Hours
- * Normal/Clean Application
- * Monthly Payment in Arrears
 - * All Engine Types
 - * 2 or 3 Stage Upright

***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 a Hyster Capital Account Manager.

* Please call Hyster Capital for all Stated Purchase Option Quotes

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

Bob Sattler: Vice President Dealer Dev. /Hyster Capital Ext 7102
 Russell Brown: Manager Financial Services (252) 931-5884
 Don Batts: Account Manager (252) 931-5683
 Mark Hall: Field Sales Manager (252) 864-8184
 Will Brinson: Field Sales Manager (252) 355-0323
 Nathan Morgan: Asst. Remarketing Manager Ext (252) 931-5680
 Mary Patterson: Marketing Coordinator (252) 931-5678
 Jacqueline Lee: Asst. Remarketing Manager. (252) 931-5434
 Nic Gaines: Account Manager (252) 931-5176
 Kelly Smith: Director Sales & Marketing (252) 931-7895

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.