



VALULEASE PROGRAM

An Important Program Announcement from Hyster Company – Greenville, North Carolina

Date: January 5, 2010
To: Hyster Dealer Principals
Cc: NMHG President's Staff, Hyster Regional Sales Manager, and Hyster Marketing Staff
From: Tina Goodwin, Director Financial Services

Hyster Capital is pleased to continue to provide you with the Valulease Program for the 1st quarter of 2010. This subsidized interest program is designed to provide your dealership with the ability to offer your customers competitive True Lease Payments in order to acquire new Hyster lift trucks. In addition, we will continue to offer the Full Payout or "Same as Cash" option for 12 months and 24 months at 0% for qualifying models. Please see the attached Valulease Rate Card for program rates and qualifying models. Combine these program rates with "Deal Closer" discounts for an unbeatable offer.

Program Highlights & Rules

- Rates identified in the attached Valulease Rate Card are valid for qualifying trucks retail booked January 1, 2010 thru March 31, 2010.
- Valulease rates cannot be used with any transactions utilizing special discounting (SC). Please contact your Regional Finance Manager in competitive situations to meet payment requirements.
- Hyster Special Discount Program trucks do not qualify for Valulease rates (except "Deal Closer" trucks which do qualify for Valulease rates).
- Dealer margin limitation of 6% for all Valulease transactions is required and is subject to audit.
- All price book options qualify for the above rates including (1) battery and (1) charger.
- Non-price book items, attachments, and additional batteries/chargers must be priced at standard Hyster Capital interest rates.
- Up to 2% rate participation will be paid at the time of funding on any units under the Valulease program.
- Any orders delivering after March 31, 2010 must be credit approved by Hyster Capital no later than April 15, 2010.
- Hyster Direct and Decentralized National Accounts are not eligible under this program.
- Hyster Capital will not fund any Valulease transaction that fails to comply with the above guidelines.
- All transactions are subject to credit approval by Hyster Capital and subsequent execution of all lease documentation and proof of insurance.
- All rates and program descriptions are subject to change at any time.

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