



Supplier Discount Program

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

Date: February 19, 2010

To: Hyster Dealers

Copy: Hyster Marketing Staff, Regional & Hyster Capital Managers, and National Account Managers

From: Brett Schemerhorn

Hyster Company has created a **“Supplier Discount Program”** that offers Hyster approved Suppliers a discount on the purchase of any new Hyster® lift truck ordered through an authorized Hyster Dealer.

The NMHG Purchasing group is communicating with our suppliers to inform them of this program and to encourage them to contact their local dealer for any current lift truck needs. There are over 500 suppliers with multiple locations that represent strategic partners and potential customers.

To receive a special discount authorization, follow the normal SC process by submitting a discount request through EHERO.

Any questions regarding this program or to verify a supplier's eligibility please contact Randy Cales at arcales@nmhg.com.

Best regards,

Brett Schemerhorn
Vice President, Hyster Dealer Sales

