



PRODUCT INFORMATION BULLETIN



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Model / Series Impact: Hyster H190-360HD₂ series

To: Hyster Dealer Principals, Sales Managers and Sales Representatives
From: J.B. Mayes, Manager, Product Strategy – Internal Combustion Products

SUBJ: New Hyster H190-360HD₂ series introduction

Hyster Company is announcing that the new H190-360HD₂ series will be available to order on January 24, 2011 with first shipments expected to arrive in late May/early June.

The new H190-360HD₂ series replaces the popular HD series, taking a robust product and adding increased reliability, operator comfort, and performance, with a lower cost of ownership for the customer. The new H230HD₂S model features full capacity with additional maneuverability in tight yard conditions. The H360HD₂ EC4 Empty Container Handler unit is also included in this introduction.

The H190-360HD₂ series features the new “Power-on-Demand” load-sensing hydraulic system. This innovative system offers many benefits in all aspects of truck operation and ownership. Utilizing a variable-displacement hydraulic pump, the system significantly improves fuel economy and increases durability.

An exciting new transmission option is now available for tough applications. The ZF Industries WG161 3-Speed autoshift transmission delivers long life in tough applications. This robust transmission is designed to handle over 200 horse power, 30% more input power than our 155 HP Cummins QSB 6.7L Turbocharged diesel engine produces, further extending component life and minimizing ownership costs.

Highlights of the new series include:

OPTIMAL RELIABILITY

- Redesigned Hydraulic System
 - New “Power-on-Demand” load-sensing hydraulic system lowers hydraulic system temperature by pumping hydraulic fluid only when required. During low load conditions, drivers don’t need to increase engine RPMs to get fast hydraulic speeds.
 - By only pumping oil when necessary, system temperatures are significantly reduced, directly extending component life
 - Other benefits include:
 - The new system continues to use O-Ring Face Seal fittings on all high pressure connections to ensure reliability and avoid downtime
 - A comprehensive filtration system maintains oil cleanliness down to 5 micron.
 - The Hydraulic System Protection option monitors hydraulic oil temperatures and prevents damage to components if system temperatures exceed recommended levels. If oil gets too hot (or cold), the truck’s performance will be adjusted, helping protect the truck components from damage.
- ZF Heavy Duty Transmission Option
 - In addition to the TE-10 transmission, a ZF Industries WG161 3-speed Autoshift transmission option is available for customers with extreme applications and tough duty cycles.
 - The WG161 is a time-proven performer used in many industrial applications since over the last 10 years. The new transmission option is designed to accommodate engine power input levels above 200 horsepower, 30% above our Cummins QSB 6.7L Turbodiesel. This additional capacity further extends system life.

OUTSTANDING SERVICEABILITY

- Standard Gull-wing hoods and a tilting operator compartment provide excellent access to all components. A powered operator compartment tilt option is available.
- The new "Power-on-Demand" load-sensing hydraulic system can extend hydraulic fluid change intervals up to 6,000 hours (with periodic oil sampling)
- The air brake system features an air dryer to eject moisture from the system while all major components are located together with common line sizes and quick connect fittings for easy service
- The new ZF WG161 transmission option features a fluid change interval of 2,000 hours, vs. the 1000 hour interval of the standard TE-10 transmission.

LOWER COST OF OWNERSHIP

- The new "Power-on-Demand" load-sensing hydraulic system reduces operating costs in several ways:
- Delivers a significant improvement in fuel economy (up to 20%) by running the hydraulic pump only when a function is actuated
- Hydraulic system temperatures are reduced, thus extending the life of all components
- Oil change intervals can be extended up to 6000 hours with oil sampling
- Simplified hydraulic plumbing reduces the number of lines and connections, reducing the potential for leaks
- TE-10 transmissions feature new components including a pressure based inching control system for long service life
- The new ZF WG161 transmission option is rated for engine power well above our requirements, providing system service life spans well beyond 10,000 hours.
- Longer service intervals reduce downtime for periodic maintenance
- Oil cooled wet brakes used with the WG161 require very little service and last significantly longer than conventional drum brakes.
- Additional truck options have been added to prevent or reduce damage to the truck during operations, including:
- Various traction speed limiter options
- Lockable fuel caps and lockable external battery disconnects
- Steer wheel lug protection rings to prevent damage from scuffs against immovable objects.

EXCELLENT PRODUCTIVITY

- The new "Power-on-Demand" load-sensing hydraulic system features two levels of performance versions for competitive and high productivity
- Maximum hoist speeds are maintained with the engine at idle speed while lifting up to 70% of the rated truck load
- Maximum tilt and auxiliary function speeds can also be achieved without having to increase engine speed.
- Industry leading lift speeds are available with the optional High-Performance hydraulic system for added productivity
- The new ZF WG161 transmission option takes productivity to the next level
- Higher travel speeds and tractive effort compared to the TE-10
- Longer component life increases productivity by staying out in the yard rather than being parked in the service bay.

UNEQUALED ERGONOMICS

- Already considered one of the most comfortable trucks to operate in the industry, additional enhancements and optional equipment can further increase operator comfort with less fatigue over the length of their shift
- The Comfort Cab II option continues to provide excellent visibility in all directions with front, rear, top wipers and a high output heater/defroster
- Air conditioning is available and features a cabin air cleaner to prevent airborne dirt from entering the operator compartment.
- New deluxe seat options provide a new level of operator comfort with air ride suspension and air adjustable lumbar support, fore-aft dampening, and is available with or without heated cloth seating surfaces
- The new "Power-on-Demand" load-sensing hydraulic system reduces noise by pumping oil only when required

The introduction of the H190-360HD₂ will further advance our position in the marketplace by providing unmatched reliability, serviceability, performance, and ergonomics resulting in an even lower cost of ownership for our customers. We are very excited about the release of this very important addition to our Big Truck family and the many opportunities and competitive advantages the new series will provide.

On the Hyster Digital Dealer site, you will find further information, including:

- Sales Brochure / Tech Guide
<http://www.hysterusa.com/DealerArea/InformationLibrary/> (Select IC Pneumatic Tire)
- Price Pages (Standard and SPED Price Pages)
<http://www.hysterusa.com/DealerArea/PriceListPages/PL-Challenger.asp>
* Price pages will be published Friday 1/21/2011

Sales Training's launch materials:

<http://www.hysterusa.com/Dealerarea/Training/H190-360HD/H190-360.asp>

Highlift sheets are available on the Highlift home page on the Hyster Dealer Resource site:

<http://www.hysterusa.com/DealerArea/ProductHighliftPages/class5.asp>

For further detail or assistance, please contact:

Herman Klaus, Director of Big Truck Operations at (252) 931-5698 (email herman.klaus@hyster.com) or your Regional Big Truck Sales Manager.

As always, we appreciate the support of our distribution network and the sales organization.

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