

**HYSTER  
COMPANY**

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**To:** All Hyster SPED Price Book Holders

**From:** George Marshall – Vice President-Sales, Warehouse Products  
Dave Hoehn – Vice President-Sales, Counterbalanced Products  
Scott Alexander – Director of Marketing

**Subject:** SPED Price Book Update-Effective April 15, 2002

**Date:** March 18, 2002

A review of the SPED Price Book has been completed. Pricing, lead times and descriptions of all special options have been reviewed. Prices on approximately 25% of the items in the book have been changed. Changes included both increases and decreases.

All changes in the book are effective **April 15, 2002**. Orders placed before that date will retain current pricing. The attached pages detail those prices that will be changing.

70 new options have been added to simplify the ordering of items that previously required a SPED quote. Using these new Sales Option Codes will expedite and simplify order entry.

New items include:

*Full Suspension Swivel seats in both Vinyl (Q39811) and Fabric (Q39810) for the E45-65XM2, E70-120XL3, S25-40XM, S40-65XM, S70-120XM, H25-40XM, and H70-120XM.*

*Swivel seat sales option codes have not been released for the S135-155XL, H45-65XM and H135-155XL models. Please contact Applications Engineering for information on swivel seat availability for these models.*

*Special Hose Groups on the S70-120XM, S135-155XL2, H170-280HD, and H70-120XM*

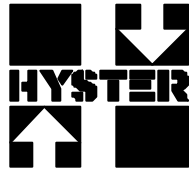
*Load Backrest Extension options on the H170-280HD*

*Drive Tires, Lug, Non-Marking on the E25-40XM2 and E70-120XL3*

A complete listing of new options can be found on the SPED Price Book Website.

Please visit the Hyster SPED Price Book website for additional information on this price book update. The SPED Price Book Website is available via the [hysterusa.com](http://hysterusa.com) dealer logon area. A user ID and password is required.

Access to the information in the SPED Price Book Website can simplify truck ordering, assist sales personnel in looking up options/prices for quoting, and reduce requests for special quotes. If your personnel prefer paper price pages, you may print the PDF files contained in the website.



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If you have questions about a special option description, content, or pricing, contact the Application Engineer responsible for the truck model you are quoting. A current Engineering Contact list is included in the *Contacts* section of the SPED Price Book Website. Please ensure that current contact information is routinely circulated to all of your truck sales personnel.

The SPED Price Book Website is provided as a sales aid and reference tool. Availability, cost, and lead-time information in your HERO Price Book is always the correct and up-to-date information. Therefore, please remember to do a complete HERO download, on April 15, 2002, to implement these changes.

Best regards and good selling!