

HYSTER COMPANY SPED PRICE LIST APPLICATIONS ENGINEERING DEPARTMENT	INTRODUCTION
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Introduction

Availability Estimating Guide - Complete Unit with Special Items

- A. For SPED PRICE LIST items, note the availability for each special item required and use the longest. Contact Applications Engineering to determine if the special items have been engineered and obtain any additional engineering lead-time required.
- B. For NON-SPED PRICE LIST special items, the availability for ALL THE SPECIAL ITEMS QUOTED is shown on each quotation.
- C. Contact the Product Supply Department for the estimated availability of a basic unit with the desired P.L. options.
- D. To allow for installation of the special items, two weeks should generally be added to the basic unit availability. This total availability should be compared with the special item availability. The complete unit availability will be the longer of the two.
- E. Add the factory availability time to any shipping time and dealer pre-delivery time.

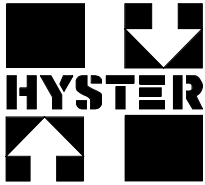
Availability & Lead Time - Special Items

- A. Availabilities are shown to assist in the usage of this price list. They are provided only as a guide to assist in the approximate determination of total unit availability from the factory.
- B. Availabilities quoted on NON-SPED PRICE LIST quotations are an estimate based on the best information at the time that the quotation is prepared. The availability value shown is the time, expressed in weeks, needed to engineer, fabricate, assemble and install ALL the special items at the factory.
- C. Availabilities shown in this SPED PRICE LIST are estimates for EACH special item. The availability value is the time, expressed in weeks, needed to fabricate, assemble and install an ENGINEERED special item. These availabilities do NOT include any backlog time or design time for special items that are NOT ENGINEERED.
- D. It is possible that special items are engineered, but when ordered in conjunction with certain special items and/or Price List options, additional engineering time may be required. This could affect the availability accordingly.
- E. Items that can be ordered either as FACTORY INSTALLED or NOT INSTALLED have the availability estimated based on FACTORY INSTALLATION only.
- F. Orders for special items are subject to prior sale and basic model availability. Order levels at time of order entry or large quantity orders may extend availability. The actual availability of each order is determined only **AFTER** an order is placed.
- G. IF THE AVAILABILITY OF SPECIAL ITEM IS CRITICAL TO THE SALE OF A UNIT, CONTACT Applications Engineering.

F.O.B. Point - Special Items

Unless otherwise specified, units factory equipped with special items will be shipped from the basic truck's point of manufacture. The point of manufacture and shipment of **NOT INSTALLED** special items will be determined after receipt of order.

Prices, availability, and lead times are subject to change without notice. The pricing, availability, and lead time information contained in NOMS and HERO is the correct and current information. Be sure to download your HERO price book at least once a week. It is also recommended that you verify quotes against the HERO information before giving them to a prospective customer.



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General Comments

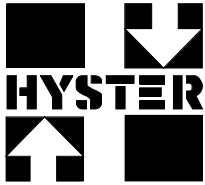
- A. The Introduction to this **SPED** Price List provides the applicable terms, conditions, policies and procedures for the **SPED** Price List and all other **SPED** quotations issued.
- B. This price list is offered as a means of providing information on certain special product items that have been sufficiently repetitive to remove most of the unknowns. The listing by no means represents the full offering by the Applications Engineering Department. For information on items not listed, contact **SPED**.
- C. **THE USE OF SPECIAL ITEMS MAY ADVERSELY AFFECT TRUCK SPECIFICATIONS OR OPERATING CHARACTERISTICS DESCRIBED IN HYSTER LITERATURE. CONTACT SPED IF CERTAIN SPECIFICATIONS ARE CRITICAL TO THE CUSTOMER'S TRUCK OPERATION.**

D. Abbreviations and Definitions:

BOF	-Bottom of forks	Option	-Price List production option
Crg.	-Carriage	Parts	-Parts Depot
EFI	-Electronic fuel injection	P.L.	-Industrial Truck Price List
Fct.	-Function	P/N	-Part number
FFL	-Full free lift	P.O.	-Purchase order
FL	-Free lift	PR	-Ply rating
I.T.	-Industrial Truck	Prod.	-Production
Item	-Special item offered by SPED	PDC	-Parts and Service Operations
LBRE	-Load backrest extension	Ref.	-Reference
L.C.	-Load center	Series	-All units in a model group. Generally the first model is stated. i.e.: E45XM series includes E45XM, E50XM, E60XM models, etc.
LFL	-Limited free lift	SFL	-Semi free lift
Ltd.	-Limited	SIO	-Special items order number prefix
MFH	-Maximum fork height	S.O.	-Sales order
Mtg.	-Mounting	SPED	-Special Products Engineering Department
NA; N/A	-Not available; Not applicable	S.P.L.	-SPED Price List
N.A.	-North American	SQ	-Special quote number prefix
NASO	-North American Sales Operations	Std.	-Standard with option or item ordered
N/C	-No charge	Stg.	-Stage
NFL	-No free lift	TOF	-Top of forks
OAEH	-Overall extended height	Uprt.	-Upright (discontinued; see MAST)
OALH	-Overall lowered height	WTG	-Warehouse Technology Group
OAW	-Overall width		
OHG	-Overhead guard		

- E. All special items listed in the **SPED** Price List are available on a **FACTORY INSTALLED** basis only unless otherwise specified. Orders for **NOT INSTALLED** items are for current production equipment only. For all other **NOT INSTALLED** kits, contact **SPED**.

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LOAD BACKREST EXTENSION/OVERHEAD GUARD Policy

The rules governing the use of special load backrest extensions and overhead guards are identical to the policy listed in the Terms and Conditions section of the Industrial Truck Price List.

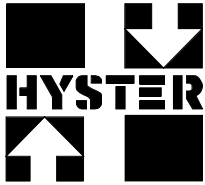
Ordering Procedure - Special Items

- A. For complete lift truck ordering instructions, consult the "**DEALER ORDER ENTRY PROCEDURES**" manual.
- B. All orders should be placed through **HERO** with the **Greenville Product Supply Department**. Any variation from this procedure can cause unnecessary delays in processing your order.
- C. When orders contain special items, the items are processed from Product Supply to **SPED** via a **SPECIAL ITEMS ORDER (SIO)** document. This SIO is then scheduled, designed, part numbers assigned and released to manufacturing for completion.
- D. Although this price list is similar to the Industrial Truck Price List, special items **CANNOT** be ordered in the same manner as price list options. Enter **ALL** required information on your order for each special item. The computerized order entry system will reject any ordered special item if improperly ordered or if any of the required information is not ordered.

ORDERS FOR SPECIAL ITEMS MUST INCLUDE:

- 1. **SPECIAL QUOTE NUMBER (SQ)** - All SPED quotes are issued with a SQ number. This price list is a quotation. Its quote number is SQ 84-00001.
- 2. **ITEM NUMBER** - Every special item on a SPED quotation has an item number assigned. Please note that the item numbers used in the SPED Price List are similar in format to the option numbers listed in the Industrial Truck Price List. In some instances, the base code of an item number is the same as an option number. For example, 052-01 item number is also an option number in certain price lists. 052 is the special item code for a CAB DEFROSTER and the option code for an ENGINE. This does not present a problem unless the SPED quote number is not ordered.
- 3. **QUANTITY** - Specify the quantity required for each item ordered. For new truck orders, the quantity specified is on a per truck basis. Understand the quantity represented by the pricing terms before ordering.
- 4. **DIMENSION** - If a dimensional range is specified, a **DIMENSION MUST BE SPECIFIED ON THE ORDER**. U-type masts, for example, would require a lift height dimension. Understand the type of dimension to be ordered. If the mast's range is specified as bottom of forks (BOF), the lift dimension on the order must also be BOF. In addition, understand the incremental criteria for the range. If lifts are available in two-inch increments and the dimension ordered does not calculate to a two-inch increment, it will cause the ordered item to be rejected.
- 5. **BATTERY AFFECTS** - When an item for an electric truck includes the statement "BATTERY SPECIFICATIONS AFFECT THIS ITEM", complete battery specifications **MUST BE INCLUDED WITH THE ORDER**.
- 6. **DESCRIPTION** - A brief description of the special item will assist Product Supply personnel in processing your order.

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Ordering Restrictions & Validations - Special Items

A. Restrictions on the usage of certain special items are shown within their description. It should be understood that, in general, most special items are compatible with one another. However, if several special items are to be used on one truck, it would be to your advantage to contact **Applications Engineering** to determine if there is any conflict in mounting, usage or design of the items involved.

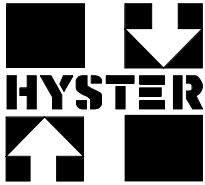
B. Validation statements added to special item descriptions when applicable:

1. **ORDER_____TO_____IN_____INCREMENTS** - The item is available in a defined range in specified increments; requires a valid dimension on order.
2. **ADD \$_____PER_____INCREMENT ABOVE_____** - Item priced in increments; the total price is the increment price times the number of increments above the beginning of the range added to the item's base price.
3. **SPACING IS ITA CLASS_____** - Mounting class for hook type carriages, attachments and forks; classes must match if ordered.
4. **CANNOT BE INSTALLED ON STOCK BASIC/NOT AVAILABLE ON STOCK BASIC** - An in-stock basic unit cannot be used to install the special item; must be a new unit order.
5. **FACTORY INSTALLED** - Will be installed at the factory; a basic unit must be ordered.
6. **WILL NOT BE INSTALLED AT THE FACTORY/NOT INSTALLED** - A kit; no basic unit can be ordered.
7. **CAN BE FACTORY INSTALLED OR SOLD ALONE/FACTORY INSTALLED OR NOT INSTALLED** - Able to order with or without a basic unit.
8. **REQUIRES OPTION/ITEM ON ORDER** - Inclusions; one or more specified options or items required on the order in addition to the item ordered; required options or items will be added to the order if not ordered.
9. **NOT AVAILABLE WITH OPTION/ITEM** - Exclusions; one or more specified options or items cannot be ordered if the item is ordered; excluded options or items will be removed from the order if ordered.
10. **OPTION_____CANNOT BE ORDERED. TOTAL ITEM PRICE IS QUOTED PLUS PRICE FOR OPTION_____** - A Price List option which is used as a price base for a special item whose price term is "ADD-ON" (A/O), the total price of the item ordered will include the price of the option; the base option will be removed from the order if ordered.
11. **BATTERY SPECIFICATIONS AFFECT THIS ITEM** - The battery for an electric truck will determine the overall design criteria for the ordered special item; complete battery specifications must be specified on the order.
12. **VOIDS UL APPROVAL** - The special item does not comply with a UL classification specification; the unit will ship less a UL label.
13. **THIS ITEM SUBJECT TO CAPACITY REVIEW** - The special item has an effect on the ordered unit's load carrying capacity or stability and is subject to review after an order is placed based on design criteria.

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EFFECTIVE: 07/16/01

REPLACES: 01/15/01



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INTRODUCTION

Price - Special Items

A. Prices and specifications are subject to change w/o notice.

Prices on **NON SPED PRICE LIST** quotations are base prices in effect on the date the quotation was prepared. These prices remain in effect only to the expiration date of the quotation. An extension for the quotation must be requested after the expiration date if required. Orders entered for special items after a quotation has expired cannot be accepted.

B. Prices shown are all F.O.B. point of manufacture unless otherwise noted. They are generally at LIST and subject to the usual discounts for the associated parent product. In some instances, prices are quoted at NET and are not subject to any other discount except the normal cash discount.

C. Unless otherwise stated, prices are established on a single unit order quantity basis. Volume pricing can be obtained on many items. Contact **SPED** for a separate quotation in those instances.

D. The prices shown are generally for factory installation. Contact **SPED** for a separate quotation if the item listed is not offered on a not installed basis from this price list.

E. The prices listed are either for a complete item or are in addition (A/O) to an option's price to determine the total price for the complete item. Items priced by increment require total price computation for the complete item based on the price per increment added to the item's base price. Understand the price or pricing method before passing it on to a customer. If in doubt, contact **SPED**.

F. Items listed with the notation "**NOT AVAILABLE ON STOCK BASIC**" are not priced to be installed on an "in-stock" basic unit. There are instances where this item can be installed on a stock basic truck at a premium cost. Contact **SPED** for details.

G. All prices in the SPED Price List are in U.S. currency.

Price Terms - Special Items

A. The terms used in this price list and other **SPED** quotations define the conditions of the quoted price and do not imply financial terms of payment.

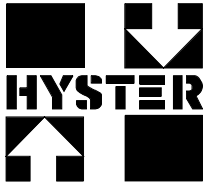
B. Price terms assist in the identification of the quoted price for discounting, order quantifying and for mathematical computation purposes. Complete price terms use combinations of the following basic terms to qualify the quoted price:

- | | |
|----------------|--|
| 1. Currency | - U.S. |
| 2. Discount | - LIST or NET (see PRICE - SPECIAL ITEMS for details) |
| 3. Quantity | - EACH (one), PAIR (two), SET (3 or more) |
| 4. Mathematics | - A/O (add-on), CREDIT (negative price) |

C. Price term codes and description:

<u>Terms Code</u>	<u>Terms Description</u>	<u>Terms Code</u>	<u>Terms Description</u>
ea.	U.S. LIST EACH	netp	U.S. NET PER PAIR
pr.	U.S. LIST PER PAIR	nets	U.S. NET PER SET
set	U.S. LIST PER SET	ncr	U.S. NET CREDIT EACH
A/O	U.S. LIST ADD-ON EACH	ncrp	U.S. NET CREDIT PER PAIR
A/OP	U.S. LIST ADD-ON PER PAIR	ncrs	U.S. NET CREDIT PER SET
A/OS	U.S. LIST ADD-ON PER SET		
cr.	U.S. LIST CREDIT EACH		
crpr	U.S. LIST CREDIT PER PAIR		
crse	U.S. LIST CREDIT PER SET		
net	U.S. NET EACH		

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Service Parts - Special Items

- A. Special Service Parts Manuals are assembled for all orders for special items. These manuals include the necessary design and service parts details to permit field servicing of a special item. The Special Service Parts Manuals are a supplement to the parent truck's Parts and Service Manual.
- B. Special Parts Manuals are supplied with every unit containing special items. Two copies are normally provided - one for the servicing dealer and one for the customer.
- C. Requests for assistance in special part identification or for additional manuals should be directed to the **SPED** service parts contact. Your inquiry should include the truck model, serial number, Hyster sales order (SO) number, special items order (SIO) number and any part number references.
- D. Inquiries regarding service problems should be directed to Hyster's Service Engineering Department. SPED Engineers are not responsible for resolving service problems, but will work closely with the Service Engineers when necessary.
- E. Special parts are ordered through the Hyster Parts Depot and are considered non-returnable. For special service parts pricing and availability, contact the Hyster Parts Depot, Parts Pricing Department.
- F. Special parts are not normally stocked and their availability for replacement could be subject to a lead-time of up to 90 days or more, depending on the part. The dealer or customer must assume the responsibility to stock any special parts identified as critical to the application of the trucks. In an emergency, drawings of special parts only can be furnished so that they may be fabricated or procured locally to reduce lead-time. Contact **SPED** in those instances. Service Engineering policies may prohibit certain modifications or fabrications in the field.

SPED Offices

- A. Special Products Engineering Department is headquartered in Greenville, North Carolina.
- B. To contact **SPED**, you are encouraged to make your inquiries by e-mail or Fax. However, if voice contact is absolutely essential, please telephone the appropriate Applications Engineering using the contact list contained in this book.

Stock - Special Items

There will be no attempt made to stock special items. All special items should be considered "**NON-STOCK**".

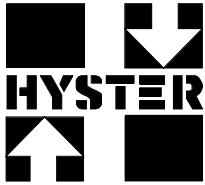
Terms and Conditions of Sale

- A. All sales by Hyster Company and by certain of its subsidiaries are subject to the current published "**Terms and Conditions of Sale of Hyster Company and Certain Subsidiaries**". Copies of such terms and conditions of sale may be obtained from any office of Hyster Company or its subsidiaries.
- B. In addition to the provisions stated herein, Hyster Company's regular terms and conditions apply to special items.

Warranty - Special Items

Hyster Company's standard warranty will apply to special items. If a special item should void any part of the standard warranty, a special warranty policy will be issued.

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Special Item Notes

ATTACHMENT

- A. Contact SPED for attachment types not listed in the SPED Price List.
- B. Certain special attachments require a load backrest extension unless the rules in the Terms and Conditions section of the Industrial Truck Price List are met and the dealer's order contains option 162-99. Compatible load backrest extensions are shown. Special load backrest extensions are located in this SPED Price List.
- C. All attachments listed in the SPED Price List are subject to Hyster Company approval with reduced capacity restriction. Contact SPED for complete attachment specifications and truck capacity.
- D. Fork spacing for certain special attachments is determined at the time of design, after placement of an order. Contact SPED if fork spacing is critical.
- E. Side thrust bearing group options, where offered in the Industrial Truck Price List, are not compatible with integral type attachments.
- F. All special attachments listed in the SPED Price List, unless otherwise specified, are available on a FACTORY INSTALLED or NOT INSTALLED basis for current manufactured masts (integral type), mount to current carriage or other attachment, accept current load backrest extension or accept current forks only.

ATTACHMENT-TIRE HANDLER

- A. Reference information available on tire handling, contact SPED:
SPECIAL PRODUCTS REPORT SP126A
PRODUCT APPLICATION REPORT NO.155
INDUSTRIAL TRUCK NEWS – SPED SPEAKES (June 1972; September 16, 177)
Proposal drawings
- B. Contact SPED for applicable special items, reference:
6-function valve and hose group
Tire handling attachment

CARRIAGE

- A. All carriages in the SPED Price List are available on a FACTORY INSTALLED or NOT INSTALLED BASIS for current manufactured masts only unless otherwise specified.
- B. Fork spacing for special carriages is determined at the time of design, after placement of an order. Contact SPED if fork spacing is critical.
- C. Side thrust bearing group options are compatible with special hook type carriages when required and only where offered in the Industrial Truck Price List. Contact SPED for special side thrust and only where offered in the Industrial Truck Price List. Contact SPED for special side thrust bearings

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REPLACES: 01/15/01



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- A. Unless otherwise stated, all special forks listed in the SPED Price List are vendor manufactured to Hyster Company specifications and are NOT INTERCHANGEABLE with non-current Hyster manufactured forks.
- B. All forks listed in the SPED Price List are subject to Hyster Company approval with reduced capacity. Certain forks listed may reduce overall truck capacity due to the fork capacity limitation. Contact SPED for complete fork specifications and truck capacity.
- C. All high back style forks listed in the SPED Price List are considered a substitute for and are not compatible with a load backrest extension. The dealer's order must contain load backrest extension deletion option 162-99 to meet the rules listed in the TERMS AND CONDITIONS pages of the Industrial Truck Price List.
- D. All forks listed in the SPED Price List are available either on a FACTORY INSTALLED or NOT INSTALLED basis. Pin type forks are compatible with current Hyster manufactured pin type carriages or attachments only.

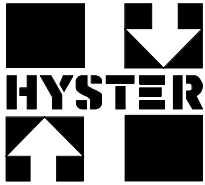
LOAD BACKREST EXTENSION

- A. The rules governing the use of special load backrest extensions are identical to the policy listed in the Industrial Truck Price List. Certain special carriages and attachments require a load backrest extension unless these rules are met and the dealer's order contains option 162-99 (no load backrest extension). Contact SPED for special load backrest extensions not listed.
- B. Most 48" high load backrest extensions for production carriages and attachments are listed in the Industrial Truck Price List. See the Price List for production load backrest extensions offered before quoting a special load backrest extension.
- C. All load backrest extensions listed are available on a FACTORY INSTALLED or NOT INSTALLED basis for current Hyster manufactured carriages or attachments only. If the dealer's order does NOT contain the carriage or attachment for which the load backrest is to be mounted, the part number for the carriage or attachment must be specified on the order.
- D. HEIGHTS BELOW 36" are NOT AVAILABLE on ITA CLASS III HOOK TYPE carriages or attachments.
- E. HEIGHTS BELOW 48" are NOT AVAILABLE on ITA CLASS IV HOOK TYPE and all PIN TYPE carriages or attachments.

MAST

- A. Consult the Industrial Truck Price List to first determine that the mast type or lift height requires is not a production offering. In many instances, the Price List offers incremental lift heights for the mast types listed. These masts are commonly referred to as a "U-TYPE". Most U-type masts can be ordered directly from the Price List. Some U-types may also be listed in the SPED Price List or available by contacting SPED. Contact SPED for complete U-Type Mast specifications.
- B. U-type mast style designations used in Price List option codes (i.e.: 150-TU).
 - R style – Vista type mast with restricted lift cylinder stroke that reduces the maximum fork height and free lift with no reduction in lowered height.
 - S style – Non Vista type mast with variable maximum fork height, lowered height and free lift.
 - T style – Vista type mast with variable maximum fork height, lowered height and free lift.
- C. Lift heights may be specified as TOF (top of forks), BOF (bottom of forks) or MFH (maximum fork height –same as TOF)
- D. Masts listed in the SPED Price List are subject to Hyster Company approval with reduced capacity and mast tilt restriction; contact SPED.
- E. Masts listed in the SPED Price List, unless otherwise stated, are available on a FACTORY INSTALLED or SOLD ALONE basis and accept current manufactured carriages or integral attachments only. NOT INSTALLED masts will ship with prime paint coat only.
- F. ANY SPECIAL MAST THAT WILL NOT ACCEPT A PRODUCTION CARRIAGE OR INTEGRAL ATTACHMENT FOR TESTING PURPOSES MUST ALSO INCLUDE A SPECIAL CARRIAGE OR SPECIAL INTEGRAL ATTACHMENT ON THE ORDER.

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MAST TILT LIMITER

- A. Special tilt limiters are subject to Hyster Company approval due to stability, mast restrictions, mast deflection, and auxiliary equipment such as hose groups and application operation characteristics.
- B. All orders for special back tilt or forward tilt limiters require a corresponding tilt option to establish the total tilt range requirement. If both back and forward tilt limiters are special, a tilt option is not required. Special tilt components will be substituted for option groups ordered.
- C. The maximum total tilt (degrees back plus degrees forward) cannot exceed the standard truck total tilt. Orders for special tilt limiters that are not compatible with the overall truck specifications or usage criteria will not be accepted.
- D. Special tilt limiters are for FACTORY INSTALLATION ONLY. Contact SPED if NOT INSTALLED.
- E. For tilts not listed, consult the Industrial Truck Price List before contacting SPED.

NAMEPLATE

For NOT INSTALLED nameplates, submit "DEALER NAMEPLATE REQUEST FORM". Rating Nameplates will be provided with one load center giving the rating at maximum fork height and the maximum possible rating at a lower fork height. (Metric values with English values referenced)

TIRE GROUP, TIRE-DRIVE, TIRE-DUAL DRIVE, TIRE-STEER

- A. WARNING- DO NOT MIX PNEUMATIC AND PNEUMATIC SHAPE SOLID TIRES.
DO NOT MIX BIAS PLY AND RADIAL TIRES.
- B. Tires listed are FACTORY INSTALLED, unless otherwise specified.
- C. Tire manufacturer selected at Hyster's discretion unless otherwise specified.
- D. Contact SPED for truck capacity with special tires.
- E. Radial tires require higher inflation pressure. Contact SPED for details.

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