

**NOTES FOR DEALER PRINCIPAL CONSIDERATION/INCLUSION IN
WELCOME PORTION OF “INVITATION TO COMPARE” – COMPARING THE
3-WHEEL ELECTRIC TRUCKS OF HYSTER, CROWN AND TOYOTA.**

WELCOME REMARKS:

Welcome to Hyster Company’s “Invitation to Compare”!

Hyster Company’s commitment to materials handling is built on more than 80 years of history in the counterbalanced forklift production; and is truly the only full-line lift truck offering in the United States - from 2,500# to 115,000# capacities.

Starting from a clean sheet of paper, Hyster Company has developed its new electric sit-down line by consulting with end-users and distributors throughout the development process, from market needs to the introduction of dependable, thoroughly tested, productive equipment. In-Application testing hours alone have involved over 30 sites and well over 100,000 hours.

The aim today is to provide you an objective look at the new Hyster truck alongside its main competitors, Crown and Toyota. You will be introduced to the features of all these trucks fairly and openly and provided a tool for your own personal assessment of which Brand offers you the best value for your investment. Thank you for taking the time to be with us and welcome to (dealership).

The Hyster factory team, lead by, will now take you through the presentation and in-the-iron comparison. I look forward to receiving your feedback and to spending time with each of you at lunch, which will be served immediately following the hands-on comparison.

Again, welcome to “Invitation to Compare”!