

NOTES FOR DEALER PRINCIPAL CONSIDERATION/INCLUSION IN WRAP/UP PORTION OF “INVITATION TO COMPARE”.

WRAP-UP REMARKS:

Hyster Company and (dealership) thank you for the time you have taken to compare our new J40XN/T electric trucks with those offered by Crown and Toyota. The design and purchase criteria discussed are the result of extensive consultation with you all as end-users and our commitment to provide you the most productive, reliable lift truck delivering the best value to your operation.

This commitment from Hyster Company is matched by the commitment from (dealership)

We at (dealership) WILL (dealer to choose)

- Commit back-up support (stock on hand and on order)
- Commit to have fully trained staff supporting your account
- Commit to certified technicians to work on your Hyster lift trucks; and any competitive models you might own
- Commit to a specialist resource to assist your company in the right choice of equipment for your particular application
- Commit to have rental equipment available

_____ dealership successes to date and invite customers to _____ (dealership and Hyster Company) for lunch.

Thank you for your commitment to be with us, please visit with (dealership) Account Managers and Hyster factory people manning the trucks. They will be glad to answer any further questions you may have and receive your feedback. Of course, besides a closer inspection, you are free to drive the equipment should you chose to do so.

Thank you for attending “Invitation to Compare”.