**HYSTER CAPITAL**

*A Division of NMHG Financial Services, Inc.*

# Inventory Finance Guide

# Inventory Financing Programs

This inventory financing program guide will provide you with assistance in using our inventory financing programs to your best advantage. You will find the following information in this guide:

- Programs and Services
- Funding Steps
- Invoicing and Billing
- Contact List – Your Telephone Guide

# Inventory Financing Programs

We provide quick, flexible and simple inventory financing programs that help dealers get inventory to the people that need it most, their customers. Hyster Capital provides inventory services to strengthen your business and dealership capabilities.

**NEW FLOOR PLAN**

- New Hyster units, batteries and chargers
- Interest – Prime Rate plus 50 basis points – floating
- Interest starts sixty (60) days from the invoice date
- Twelve (12) months – no principle payments due
- Maturity in twelve (12) months
- May be rolled into the Rental Fleet Financing program anytime during the twelve (12) month term or at maturity – for a maximum of sixty (60) additional months
- Allied Equipment (non-competitive) – same as Hyster equipment except there is no interest free period.

**USED FLOOR PLAN**

- Used Hyster or Allied Equipment (value must be approved by the Hyster Capital Remarketing Department
- Interest – Prime Rate plus 50 basis points – floating
- Six (6) months financing – no principle payments due
- No interest free period – interest starts on the day of funding
- May be rolled over into the Rental Fleet financing program anytime during the six (6) months terms or at maturity – for a maximum of thirty-six (36) additional months

**CUSTOMER FLOOR PLAN**

- For units sold to customers
- New Hyster units, batteries and chargers
- Interest – Prime Rate plus 50 basis points – floating
- Interest starts forty-five (45) days from the invoice date
- Ninety (90) days – no principle payments due
- Maturity in ninety (90) days

**NEW RENTAL FLEET**

- New Hyster units, batteries and chargers
- Interest – Prime Rate plus fifty (50) basis points – floating
- Allied Equipment (non-competitive) – same as Hyster Equipment
- Sixty (60) months maximum – monthly curtailments (principal and interest)
- Interest starts on the invoice date

# Inventory Financing Programs
(Cont'd)

**USED RENTAL FLEET**

- Used Hyster or Allied Equipment (value must be approved by Hyster Capital Remarketing Department)
- Interest – Prime Rate plus 50 basis points – floating
- Thirty-six (36) months maximum – monthly curtailments (principal and interest)

**ALL UNITS WHEN SOLD ARE PAYABLE IN FULL UPON COLLECTION FROM CUSTOMER OR FIFTEEN (15) DAYS FROM THE DATE OF SALE – WHICHEVER OCCURS FIRST.**

# Inventory Finance Funding Steps

Once you have completed the initial documentation and a credit line has been approved for your dealership, Display and/or Rental Fleet financing is accomplished by the following:

A) New Hyster Equipment
- Display financing is processed directly with Hyster. At the time the equipment is ordered, designate the unit as “Hyster Capital Display” in the payment terms section of your order. If you do not order via HERO, please designate the payment terms as Hyster Capital by typing your preference in the Order comments section. A Notification of Extension of Credit (Exhibit B) will be forwarded to you via fax as confirmation of fundings. There are no additional inventory financing documents to complete.
- Rental Fleet financing requests please use the following steps:
  a. Complete the direct floor Plan Request form (Exhibit A) and submit with manufacturer invoices and wire instructions via fax to Hyster Capital at 1-800-723-0621
  b. Hyster Capital will review the Floor Plan Financing request; verifying documentation, requested advance amounts and Display Plan line availability.
  c. All funding requests received by 12:00pm (noon) EST will be processed on the same business day. Approved fundings will be confirmed by a faxed “Notification of Extension of Credit” form (Exhibit B).

B) Used Hyster Equipment and New or Used Allied Equipment
- Floor Plan financing requests please use the following steps:
  a. Complete the direct floor Plan Request form (Exhibit A) and submit with manufacturer invoices and wire instructions via fax to Hyster Capital at 1-800-723-0621
  b. Hyster Capital will review the Floor Plan Financing request; verifying documentation, requested advance amounts and Display Plan line availability.
  c. All funding requests received by 12:00pm (noon) EST will be processed on the same business day. Approved fundings will be confirmed by a faxed “Notification of Extension of Credit” form (Exhibit B).

# Customer Invoicing/Billing

## Monthly Invoice

You will receive a Monthly Invoice (Exhibit C) with interest and principle payments due on the fifteenth of each month.  When paying your monthly invoice, include a copy of the invoice with your remittance indicating the units that you are paying.

When paying off sold units, please use the attached Remittance Advise Form (Exhibit D) to expedite your payment application

# Inventory Finance Contact List

Hyster Capital – Inventory Finance
Mail Stop 34A
10 Riverview Drive
Danbury, CT  06810

Fax:  513-770-5224

## WHOLESALE FINANCE STAFF

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