



PRODUCT INFORMATION BULLETIN

D/C # 18

September 10, 2003

Series Impact: D010, D187, E001

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES

FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING

SUBJ: Mazda Gasoline Engine Availability for S25-40XMS, S40-65XM and H25-40XMS Products

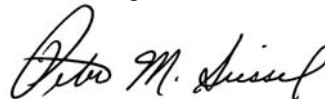
The 2004 Environmental Protection Agency (EPA) emissions legislation requires Hyster Company to certify all internal combustion engines into the U.S. starting January 1, 2004. In order for us to meet the required deadline for this government regulation, we want to ensure we utilize our engineering resources effectively. With this in mind the Mazda 2.0L and 2.2L gasoline engine options on our S25-40XMS, S40-65XM and H25-40XMS products **will not be available** after January 1, 2004.

This decision was made due to low option usage (**2% of units sold**) for units ordered with Mazda 2.0 L and 2.2 L gasoline engines over the last 18 months. By not certifying these engines it will allow us to focus our engineering resources to the higher volume engines.

The product gap will be from January 2004 (the start of emissions legislation) until March 2005. Between now and January we would encourage you to advise the people in new truck sales to make every effort to notify current users, close any outstanding quotes and discuss replacement strategy for the future.

As always, we appreciate the support of our distribution network and the sales organization.

Sincere Regards,



Peter M. Siessel
Vice President of Marketing – Hyster Company

The information contained in this bulletin is for information purposes only, Hyster Company reserves the right to change the design of our products without incurring an obligation to modify previously manufactured products.

Marketing Department

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