



HYSTER COMPANY

Automotive Industrial Group

Hyster National Account Update – June 2006

Account: Federal Mogul

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General Account Strategy: Federal Mogul became a national account in 2003, with a two year agreement that has been renewed through 2006 and will be renewed annually. They are part of The Icahn Group, a buying group of companies partially owned by Carl Icahn. Hyster Company is currently negotiating with The Icahn Group to become the exclusive supplier for all of their companies.

Current Opportunity: Federal Mogul is in Chapter 11 due to the purchase of a company in the United Kingdom that came with significant asbestos litigation exposure. One of their obligations under reorganization is to show cost savings in their mobile equipment fleet. They have been eliminating old, owned equipment and replacing a very mixed fleet with new, leased Hyster equipment. Many plants still have old units that need to be replaced.

Products/Applications: Federal Mogul is an automotive supplier of friction products, lighting systems, power cylinder systems, and sealing systems. They supply not only the Big Three US automakers, but also the foreign brands. They have just acquired the majority share (50.1%) in a joint venture in India.

Recent Wins: This month we entered 15 trucks for their Glasgow, KY facility.

Challenges: Federal Mogul has the challenge of emerging from Chapter 11. It is particularly difficult in the United Kingdom. They have been very close to emergence twice since we began our relationship. We have assisted them with equipment and with financing through Hyster Capital.

Competitive Landscape: While we are considered the exclusive supplier, local plants do sometimes get and submit quotes from competitors and we are given the opportunity to respond. Our ability to provide financing has been a differentiator.





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Next Steps: How can we drive incremental sales?

Be in close contact with the local Federal Mogul facility. A list is attached. If you see an opportunity that would benefit from a national account manager visit, please contact Marj Welchans. Promote the Fortis, the upcoming reach truck and the walkie for unloading trucks. They order sit down and stand drive electrics, reach trucks, cushion tired Fortis, walkies, pallet walkie/riders and some orderpickers.

Sincerely,

Marj Welchans

National Account Manager

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