



PRODUCT INFORMATION BULLETIN

D/C #11

July 3, 2003

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

FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING

SUBJ: NEW CASCADE HANG-ON SIDESHIFTERS

Effective August 1, 2003, a new hang-on sideshifter will be provided when ordering Option 159-01 from the standard price book for the Masted Walkie Straddle W30-40ZA, the Masted Walkie Counterbalanced W25-40ZC and the Narrow Aisle Straddle N50XMA3 models. The new sideshift assemblies will be supplied to us by the Cascade Corporation and are similar to the hang-on sideshift assemblies presently available through Hyster Aftermarket. Hyster Company will no longer supply the NMHG manufactured hang-on sideshift assemblies for new truck sales.

Re-sourcing to Cascade allows us to provide a better visibility window while maintaining the same 33.7" width just like the current production Hyster manufactured hang-on sideshift assembly and will accept the front mounted load backrest without requiring modification. There will be two Cascade sideshifts used, one with 4" of total travel, used on the W30-40ZA and N50XMA3 and one with 8" total travel, used on the W25-40ZC. Both hang-on sideshift assemblies will measure 33.7" wide, just like current production. There will be no change in pricing or capacity.

W25-40ZC

- 8" Total Travel (4" per side)

W30-40ZA & N50XMA3

- 4" Total Travel (2" per side)
- Requires minimum 41" open end clearance for sideshift clearance inside basearms

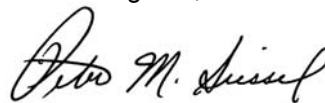
Note: A 37" OEC base-arm width is **NOT** compatible with sideshift option 159-01

Please take these changes into account as you place orders for new trucks and provide aftermarket parts support to your customers.

Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this series. Updated standard price pages are also available to you electronically through the dealer portal by visiting www.hysterusa.com

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

Marketing Department

HYSTER