



PRODUCT INFORMATION BULLETIN



D/C # 16

October 1, 2004

Series Impact: E114, G108, C098, A416, J160

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

FROM: DALE GRINDER – INSIDE SALES MANAGER

SUBJ: New light configurations and/or pricing for all series listed above. Introducing LED brake and back up light packages for E70-120XL3 and J40-65Z

Hyster Company released Product Information Bulletin # 0422.04 in April of this year, which announced the new LED (Light Emitting Diode) brake and back-up light packages on specified Class I, Class IV, and Class V products. Hyster's continuous improvement efforts have enabled us to now offer the LED brake and back-up light packages on the E70-120XL3 and J40-65Z Class I products.

The new LED brake and back up light package will enhance our current package and offer the following benefits to our customers:

- LEDs are solid state and have no filaments; therefore, they are much more tolerant to vibration.
- LED life expectancy is in the 10,000-hour range, which is many times longer than incandescent light bulbs.
- LEDs draw fewer amps than incandescent light bulbs, as much as four to five times less.
- LEDs are low profile and therefore provide less visual obstruction and are positioned closer to the truck overhead guard...lessening the chance of inadvertent damage.

*Note: Service kits will be available for those customers wanting to add the LED brake and back up light packages to their trucks in the field.

Another dimension of Hyster Company's continuous improvement efforts is to be consistent across products where applicable options apply, and to align pricing on these options as much as possible. To this point, Hyster has established new light configurations, and/or new light option pricing for the following models, E25-40ZS, E45-65Z, E70-120XL3, J30-40ZT, J40-65Z. The new light option configurations and new pricing are listed below and on the next page for the specified models.

E25-40ZS		
Option Number	Description	Price
086-03	(2) 12v LED Brake / Tail / Back Up Lights	\$500
086-01	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated	\$505
086-02	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated, (2)12v LED Brake / Tail / Back Up Lights	\$775

E40-65Z		
Option Number	Description	Price
086-03	(2) 12v LED Brake / Tail / Back Up Lights	\$500
086-01	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated	\$505
086-02	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated, (2)12v LED Brake / Tail / Back Up Lights	\$775

J40-65Z		
Option Number	Description	Price
086-04	(2) 12v LED Brake / Tail / Back Up Lights	\$500
086-05	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated	\$505
086-06	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated, (2) 12v LED Brake / Tail / Back Up Lights	\$775

E70-120XL3		
Option Number	Description	Price
086-07	(2) 12v LED Brake / Tail / Back Up Lights	\$500
086-08	(2) 12v Front Drive Lights OHG mounted-switch operated	\$435
086-09	(2) 12v Front Drive Lights MAST mounted-switch operated	\$450
086-10	(2) 12v Front Drive Lights OHG mounted-switch operated, (2) 12v LED Brake / Tail / Back Up Lights	\$760
086-11	(2) 12v Front Drive Lights MAST mounted-switch operated, (2)12v LED Brake / Tail / Back Up Lights	\$790

J30-40ZT		
Option Number	Description	Price
086-03	(2) 12v LED Brake / Tail / Back Up Lights	\$500
086-01	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated	\$505
086-02	(2) 12v Front Drive Lights OHG mounted-switch operated, (1) 12v rear drive light - switch operated, (2)12v LED Brake / Tail / Back Up Lights	\$775

The 12-volt drive lights and work lights are designed with Halogen bulbs, and are powered by a 12-volt DC/DC converter. Halogen bulbs are used because of their lumens output, efficiency (draw very little current in relationship to lumens output), and the new housing assemblies can better withstand the vibrations that occur during certain lift truck applications. These lights provide excellent functionality, superb service life, and reflect our desire to continuously improve the quality of our product.

The new light configurations will effect all orders slotted with a December 2004 build date forward. All remaining build date slots filled during October and November will be supplied with the current light configurations and current pricing. Orders already slotted beyond December 1, 2004 will be price protected. Normal supplementation rules apply.

Please remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this change.

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

Sincere Regards,



Dale E. Grinder
Inside Sales Manager – Hyster Company

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