

**HYSTER CAPITAL**

A Division of NMHG Financial Services, Inc.

STANDARD RATE CARD**Payments in Advance**

Effective February 6, 2008 through March 31, 2008

Revision 020608 (Replaces 010708 effective February 6, 2008)

Full Payout (Lease with \$1 Purchase Option or Loan & Security Agreement)**One Monthly Payment in Advance****FINANCE TERM (Months)**

		<u>12</u>	<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>
All New & Used Hyster Equipment	Rate	6.77%	6.77%	6.19%	6.71%	7.00%	8.08%
All New Non Hyster Equipment over \$10K		.08594	.04442	.03035	.02368	.01969	.01745
		<u>12</u>	<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	
All Non Hyster Equipment Under \$10K	Rate	11.00%	11.00%	11.00%	11.00%	11.00%	
		.08758	.04618	.03244	.02561	.02154	

Used Equipment: Terms up to 48 months for transactions over \$10,000; Term may be reduced based on age of equipment or credit. Down payment may be required.

Allied Products: Terms up to 36 months for transactions less than \$10,000; Maximum term of 60 months for transactions over \$10,000; Term may be reduced based on equipment or credit.

Tax Lease (Fair Market Value P.O.) For Units Ordered February 6, 2008 thru March 31, 2008**New Equipment Only****One Monthly Payment in Advance****FINANCE TERM (Months)**

		<u>24</u>	<u>36</u>	<u>48</u>	<u>60</u>	<u>72</u>
S70XM-S155XL2	Payment Factor:	.03395	.02426	.02029	.01729	.01619
	Purchase Option	FMV	FMV	FMV	FMV	FMV
S30FT-S70FT	Payment Factor:	.03395	.02401	.02011	.01729	.01619
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H70XM-H155XL2	Payment Factor:	.03207	.02328	.01959	.01674	.01619
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H30FT-H70FT	Payment Factor:	.03170	.02303	.01942	.01688	.01619
	Purchase Option	FMV	FMV	FMV	FMV	FMV
H170HD-H360HD;	Payment Factor:	.03433	.02499	.02046	.01729	.01619
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E25Z-E65Z; J30ZT-J60Z	Payment Factor:	.03433	.02475	.02046	.01756	.01641
	Purchase Option	FMV	FMV	FMV	FMV	FMV
E70Z-E120Z; E30HSD-E40HSD	Payment Factor:	.03885	.02744	.02221	.01852	.01652
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All N Series and V Series	Payment Factor:	.03809	.02720	.02203	.01838	.01673
	Purchase Option	FMV	FMV	FMV	FMV	FMV
All R Series	Payment Factor:	.03885	.02744	.02238	.01879	.01673
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W20-40ZC; W20-40ZA; W20-30ZR	Payment Factor:	.04442	.03035	.02368	.01969	.01745
	Purchase Option	FMV	FMV	FMV	FMV	FMV
W40-45Z; W60-80Z; B60-80Z; T5Z-T7Z; C60-C80Z	Payment Factor:	.04442	.03035	N/A	N/A	N/A
	Purchase Option	FMV	FMV	FMV	FMV	FMV
Attachments (with truck only)	Payment Factor:	.04442	.03035	.02368	.01969	.01745
	Purchase Option	FMV	FMV	FMV	FMV	FMV
Sold Alone Attachments - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV
Battery & Charger (with truck only)	Payment Factor:	.04442	.03035	.02368	.01969	.01745
	Purchase Option	FMV	FMV	FMV	FMV	FMV
Sold Alone Battery/Charger - Full Payout only	Purchase Option	FMV	FMV	FMV	FMV	FMV

TERMS AND CONDITIONS

- * 2,000 Annual Operating Hours
- * Normal/Clean Application
- *One Monthly Payment in Advance
- * All Engine Types
- *2 or 3 Stage Upright

***Quotes based on competitive sell prices**

*For deals that do not meet these specifications please call for a custom quote at 1 (877) 497-8227 and ask for a Hyster Capital Account Manager.

* Please call Hyster Capital for all Stated Purchase Option Quotes

Hyster Capital Contact Information**Toll Free: (877) HYSTCAP (497-8227)**

Bob Sattler: Vice President Dealer Dev./Hyster Capital Ext 7102

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Chris Flower: Remarketing Manager Ext 5666

Tres Frank: Asst Remarketing Mngr Ext 7109

Billy Cowart: Field Sales Manager (866) 497-8372

All transactions are subject to credit approval by Hyster Capital and subsequent execution of all required documentation. Rates will be protected for delivery up to 90 days from date of credit approval. A one time documentation fee of \$95 will apply to all new Lease Agreements. Interim rent is applicable for all Tax Lease transactions. Verification of physical damage and liability insurance is required prior to funding. Published rates and payment factors are subject to change without prior notice.