



PRODUCT INFORMATION BULLETIN



D/C # 11

July 1, 2004

Series Impact: B218, C215

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING
SUBJ: Product Changes on W40Z and W45Z

As a result of customer feedback and dealer requests, Hyster Company is pleased to announce the following changes to the W40Z and W45Z low lift, walkie pallet trucks.

- The Creep Speed “Turtle” Button, OPTION 255-01, will become **STANDARD** equipment for all W40Z and W45Z units. This change will be effective on all orders received, beginning on August 1, 2004.
- The list price of the W40Z and W45Z will increase by \$30.00.

NOTE: Any W40Z or W45Z unit ordered BEFORE August 1, 2004 will only receive Creep Speed if OPTION 255-01 is selected on the order (as an option).

ALL units ordered ON or AFTER August 1, 2004 will be built with Creep Speed as Standard and be subject to the \$30.00 Truck List Price Increase.

Please take these changes into account as you place orders for new trucks. For your convenience, attached are the new price page detail covering these changes. In the near future we will be providing the formal distribution of these pages, however they will be available on-line at www.hysterusa.com immediately. **These price pages will be effective August 1, 2004.**

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,

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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