HYSTER CAPITAL

A Division of NMHG Financial Services, Inc.

Inventory Finance Guide

Inventory Financing Program

This inventory financing program guide will provide you with assistance in using our inventory financing programs to your best advantage. You will find the following information in this guide.

- **Programs & Services**
- **Finding Steps**
- **Invoicing and Billing**
- **Contact List – Your Telephone guide**
- **New “Customer Floor” Program**

Inventory Financing Programs

We provide quick, flexible and simple inventory financing programs that help dealers get inventory to the people that need it most, their customers. Hyster Capital provides inventory services to strengthen your business and dealership capabilities.

NEW FLOOR PLAN – *Factory Shipments* *(Order Entry Code HD)*

- New Hyster trucks, batteries, and chargers
- Interest – Prime Rate plus .50% floating
- Interest starts sixty (60) days from the date of the invoice
- Twelve (12) months – no monthly principal curtailments
- Maturity in twelve (12) months
- May be rolled over into rental fleet anytime during the twelve (12) month term or at maturity for a maximum of sixty (60) months
- Allied equipment (non-competitive) – same as Hyster equipment except no interest free period.

USED FLOOR PLAN

- Used Hyster or Allied equipment (value must be approved by remarketing department)
- Interest – Prime Rate plus .50% floating
- Six (6) months – no monthly principal curtailments
- No interest free period – interest starts on day of funding
- May be rolled over into rental fleet anytime during the six (6) months or at maturity for a maximum of thirty-six (36) months

NEW FLEET RENTAL – *Factory Shipments* *(Order Entry Code HR)*

- New Hyster trucks, batteries, and chargers
- Interest – Prime Rate plus .50% floating or fixed at best retail rate in effect at time of shipment
- Allied equipment (non-competitive – same as Hyster equipment except no interest free period)
- Sixty (60) months maximum – monthly curtailments (principal & interest)

USED FLEET RENTAL

- Used Hyster or Allied equipment (value must be approved by remarketing department)
- Interest – Prime Rate plus .50% floating
- Thirty-six (36) months maximum – Monthly curtailments (principal & interest)
- No interest free period – Interest starts on date of funding

<u>ALL UNITS WHEN SOLD ARE PAYABLE IN FULL UPON COLLECTION FROM CUSTOMER OR FIFTEEN (15) DAYS FROM THE SALE (WHICHEVER OCCURS FIRST).</u>

Inventory Finance Funding Steps

Once you have completed the initial documentation and a credit line has been approved for your dealership, Display and/or Rental Fleet financing is accomplished by the following:

A) New Hyster Equipment Display and Fleet financing is processed directly with Hyster. At the time the equipment is ordered, designate the unit as either Hyster Capital Display or Hyster Capital Rental in the Payment Terms section. If you don't have a new version of the software please designate the payment terms as Hyster Capital Display or Hyster Capital Rental by typing your preference in the Order Comments section. A Notification of Extension of Credit (Exhibit B) forwarded to your via fax as confirmation of fundings. There is no additional inventory financing documents to complete.

B) Used Hyster Equipment and New or Used Allied Equipment floorplan financing requests require use of the following steps:

Step 1

Complete the Direct Floor Plan Request Form (Exhibit A), and submit with manufacturer invoices and wire instructions via fax to Hyster Capital at 1-800-723-0621.

Step 2

Hyster Capital will review the Floor Plan Financing request: verifying documentation, requested advance amounts, and Display Plan line availability.

Step 3

All funding requests received by 12:00PM (EST) will be processed on the same business day. Approved fundings will be confirmed by a faxed "Notification of Extension of Credit" form (Exhibit B).

Customer Invoicing/Billing

Monthly Invoice

You will receive a Monthly Invoice (Exhibit C) with interest and principle payments due on the fifteenth of each month. When paying your monthly invoice include a copy of the invoice with your remittance indicating the units that you are paying.

When paying off sold units please use the attached Remittance Advise Form (Exhibit D) to expedite your payment application.

Inventory Finance Contact List

Hyster Capital – Inventory Finance
42 Old Ridgebury Road
Box 1923-H
Danbury, CT 06810

Toll Free: (800) 828-3793
Fax: (800) 723-0621

Steve Kopitskie	Risk Manager	(203) 796-2393
Patrice Rusigno	Wholesale Manager	(203) 796-5641
Denise Langdon	Accounts Receivable Coordinator	(203) 796-1459
Nicole DaSilva	Operations Support Specialist	(203) 790-2714
Jennifer Kaiser	Inventory Account Specialist	(203) 796-2381
Karen O’Connor	Operations Supervisor	(203) 796-1444

Customer Display Program

As announced in the Dealer Principal Fastbreak 2001 Kick-Off meeting held In February of 2001, Hyster Capital is please to offer a new financing program - "CUSTOMER FLOOR", designed for financing customer units.

This new program is in addition to and separate from the current Hyster Capital Display Plan, which provides financing for stock units.

This new "CUSTOMER FLOOR" program is being introduced to you as a short-term alternative financing program for your customers' product. It conserves your cash under a variety of circumstances: for those known late payers, for those customers given extended terms, for units which are known to arrive before the scheduled date, and for orders with a requested early delivery due to a fixed customer commitment date.

The new "CUSTOMER FLOOR" program is for customer units only. It is a ninety-day program, with the first forty-five days interest free. Interest only for the second forty-five days is calculated at US Prime Rate plus 50 basis points. Principle is due in total the earlier of either receipt for payment from your customer or at the end of the 90 days. There is no cash discount for units financed in this program.

If you have not been paid for the unit by your customer by the end of the forty-five day interest free period, you may elect either to pay the entire principle balance and avoid any interest charges, or simply not pay the principal balance which will automatically begin the forty-five day interest only period.

There will be a separate inventory plan classification for this new program for tracking purposes. As this program is designed to be only a ninety-day program, payments not received by day ninety-one are considered to be sold-out-of-trust and will carry an interest cost of US Prime plus 300 basis points.

After factory shipment and invoicing, transfers between this new "CUSTOMER FLOOR" program and the current "DISPLAY PLAN" are available only upon prior written approval of the NMHG Credit Department.

Use of the new "CUSTOMER FLOOR" program does require that your dealership to be eligible for use of the Hyster Capital inventory programs. If your dealership has not become eligible and you would like to make use of the programs we offer, contact Steve R. Johnson.

When ordering units, simply enter “CUSTOMER FLOOR” as the order terms contained in the pull-down table within HERO when you confirm your order for entry.

Hyster Capital is continually searching for products and programs to enhance your competitiveness. We trust you will find this new “CUSTOMER FLOOR” program beneficial to your business strategy.