



PRODUCT INFORMATION BULLETIN

D/C #5

March 14, 2003

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

FROM: PETER SIESSSEL – VICE PRESIDENT, HYSTER MARKETING

SUBJ: H170-360HD UPDATES.

With the two-year anniversary of the H170-360HD range of trucks quickly approaching, Hyster Company is delighted with this model's initial success in the market. In our continual pursuit of a "best-in-class" product, we have examined the option availability and are pleased to introduce several additions to the offering. The attached price pages outline the updates to the F007 and E019 series. Please note the following highlights:

CATEGORY	DESCRIPTION
New Options Added	- The Perkins 1106-60TA will replace the 1006-60T - Severe Duty Axle Ends (H230-280HD)
Options with Price Decreased	Wet Disc Brakes
Options with Price Increased	- Locking Console - Engine Block Heater
Options Moved to [SPED]	Training Seat

Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating the changes in this series. The "New Options" are outlined below:

New Perkins Engine 1106-60TA ~ Emission Compliant

In accordance with U. S. Government (EPA) Regulations, Hyster is going forward with the introduction of the next series of Emission Compliant Diesel engines that are EPA compliant. The Perkins 1106-60TA (Tier II compliant) will be available in this series beginning with production in late April of this year, and will replace the current Perkins 1006 Tier I compliant engine. Available for nationwide use, this EPA Tier II compliant Perkins engine retains the same horsepower and torque of its predecessor while delivering improved fuel efficiency. This engine requires additional componentry that will incur a cost increase. Therefore all HD series trucks will increase their base truck List price by approx. \$2,500. Here is a general overview of the main changes to this Perkins engine:

- An air-to-air intercooler is mounted on the outside of the engine radiator.
- Only a puller fan option will be available on this engine due to the configuration noted in the bullet above. (Reason – To get the engine performance for Tier II an air to air Intercooler has been fitted on the counterweight (outside) side of the engine radiator, the Puller fan draws air in through the counterweight ensuring optimal performance. The Cummins engine will retain both Pusher & Puller fan availability).
- New timing case gears reduce engine compartment noise.
- A new Square Wave / Beta Weld type radiator has been added to the design.

Severe Duty Axle Ends ~ H230-280HD

We are also introducing a new option to the H230-280HD series; Severe Duty Axle Ends (Available only with the Wet Disc Brake option). This option is recommended for applications that feature one or more of the following. One, particularly short shuttle operations may benefit from the installation of this option. Two, those applications where the ground can rapidly change from loose dirt or mud to concrete or asphalt should be considered as candidates. Three, clamp applications that involve pushing of the load warrant examination.

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