

Master Rental Fleet Program

An Important Program Announcement from Hyster Company – Greenville, North Carolina.



The Safe Choice

Date:

January 16th, 2008

To:

Hyster Dealer Principals,
Branch Managers,
Sales Managers, Rental
Managers and Sales
Administrators

cc:

Hyster President's Staff,
Regional Sales Mgrs,
National Account Sales
Mgrs, and Marketing
Staff

From:

Robert Sattler
VP Hyster Capital



Program Description

To help promote the Hyster® dealer network penetration into Class II market segments, Hyster Company is making a fleet of reach trucks and order pickers available to Hyster dealers on a month to month rental basis. Hyster dealers will be able to rent the fleet units for a minimum of (2) months and maximum of (6) months at a rate of 4% of the stated capitalized cost of the equipment, inclusive of power (chargers not included). The first trucks will be available February 2008. A Master Rental Agreement must be executed prior to rental request submission (see attached sample). Original agreements will be provided to dealer principals in a separate e-mail. The rental request (see attached) must be completed, submitted to and approved by Jeff Meyers via e-mail or fax prior to any truck being committed to a customer.

Program Highlights

- 100 fleet units available starting in February 2008 (see attached schedule and specifications)
- Rent for 4% capitalized cost plus monthly administrative fee (\$10/mo/truck)
- 2 month minimum/6 month maximum
- Underlying lease assumable by dealer or customer at any time
- Purchase option available to dealer or customer
- Dealer responsible for shipping, set-up & tear down
- Dealer responsible for all maintenance (including battery maintenance)
- Dealer responsible for customer abuse
- Each truck will be equipped with a telemetry device to automatically report truck hours
- Battery chargers are the responsibility of the Dealer

- Pre-rent commitments due by 1/25/08
- Contact Jeff Meyers at jeff.meyer@hyster.com or 252-931-5687 with program questions or further details.

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