

PRODUCT HYSTER INFORMATION BULLETIN

D/C # 17

Series Impact: G118, D174

Date: August 19, 2003

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING
SUBJ: OrderPicker Fan and Light Package Options

In an effort to standardize and accurately reflect the correct Fan / Light package and Work Light options, the standard price book descriptions and prices for the R30XM₂, R30XMA₂, R30XMF₂ and R30XMS₂ models have been changed. The Dome Lights and 2 Speed Fans are standard on all OrderPicker products. The two Work Area Spot Lights (mounted under the overhead guard) are **OPTIONAL** on all OrderPicker trucks. This change affects all orders received today, August 19, 2003.

The following are a summary of the changes affecting the R30XM₂, R30XMA₂, and R30XMF₂ products.

- | | | |
|--|----------|------------|
| • Dome Lights and 2-Speed Fans | Standard | |
| • WITHOUT Dome Lights and 2-Speed Fans | (Deduct) | (\$250.00) |
| • 2 - Work Area Spot Lights (mounted under overhead guard) | Optional | \$220.00 |

The following are a summary of changes affecting the R30XMS₂ product.

- | | | |
|--|----------|----------|
| • Dome Lights and 2-Speed Fans | Standard | |
| • 2 - Work Area Spot Lights (mounted under overhead guard) | Optional | \$220.00 |

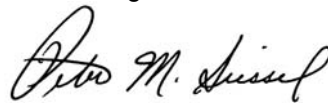
Unlike large chassis products, there will be **NO DEDUCT** on the R30XMS₂ without Dome Lights and 2-Speed Fans. Prior to this announcement the Fan and Lights were listed as both *Standard* and *Optional* and the Dome Light and 2-Speed Fan Option had a list price of \$730.00 dollars. As a result the R30XMS₂ Complete Truck and Basic Truck prices have been adjusted.

Please take these changes into account as you place orders for new trucks and **remember to refresh HERO by selecting the “completely reload tables” option in the download area of the price book thereby activating this change.**

Attached please find the price page detail covering these changes. Updated standard price pages are also available to you online through the dealer portal by visiting www.hysterusa.com.

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

HYSTER