



PRODUCT INFORMATION BULLETIN



D/C # 17
Series Impact: D187

October 15, 2004

TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: KELLY SMITH – DIRECTOR, HYSTER MARKETING
SUBJ: S40-65XM Availability

Effective immediately we are announcing that the S40-65XM series is sold out. This is due to several unexpected large orders which have consumed all planned available product based on the upcoming phase in of the new Fortis™ S40-70FT series. We apologize for this gap in product supply.

The new S40-70FT replacement series will be available for sale soon. We are in the process of putting together necessary product support information now and will release it as soon as possible. The new series will be available for shipment in February 2005.

We are reviewing all orders received on the S40-65XM series and will attempt to turn into firm orders by October 29, 2004. Until this time the Berea plant will only accept option specification changes as option availability permits. No changes will be allowed after October 29, 2004.

Any order(s) already received by Product Supply that we are unable to fill will be cancelled. In this instance your dealership will be notified by the Product Supply Department. At that time, you will be requested to re-enter the order as the new Fortis™ series.

Please remember to refresh HERO by selecting the “completely reload tables” option in the price book download area thereby capturing the change to this series.

As always, we appreciate the support of our distribution network and the sales organization.

Sincere Regards,

Kelly A. Smith
Director – Hyster Marketing

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