



PRODUCT INFORMATION BULLETIN



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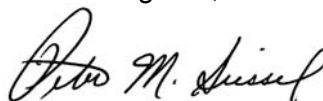
TO: ALL HYSTER DEALER PRINCIPALS, SALES MANAGERS, & SALES REPRESENTATIVES
FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING
SUBJ: Simplification of Valve and Hose Group Options

This bulletin is to notify you that the option codes for Hydraulic Control Valves and Hose Groups found in the standard price pages (dated February 18, 2004) for H170-360HD and H360HD-EC4 products have changed, and are now in option number sequence. This change will assist your new truck sales representatives and sales coordinators by providing a chronological flow of option numbers and functions when selecting specific Hydraulic Control Valve and Hose Group options required to meet the needs of the customer.

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 found in the download area of the price book thereby activating this change. Updated standard price pages are available to electronically 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.