

PRODUCT INFORMATION BULLETIN

D/C # 22

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

FROM: PETER SIESSEL – VICE PRESIDENT, HYSTER MARKETING

SUBJ: Product changes on W40Z and W45Z

Please note the following changes on the W40Z and the W45Z walkie pallet trucks.

W40Z

- The optional **9" x 5" Press-On** rubber drive tire will replace the **9" x 4" Molded-On** rubber drive tire as STANDARD equipment on the W40Z trucks built after December 1, 2003.
 - The 9" x 4" Molded-On rubber drive tire will be available as a N/C option.
 - The list price on the W40Z will increase by \$60.00 to cover the drive tire change (price effective January 1, 2004).

W40Z and W45Z

- The Bolt-On Stability Tabs have been re-designed and will become a N/C option on the W40Z and the W45Z trucks. NOTE: Please review the sales training information for the W40Z and W45Z models and order stability casters or stability tabs as appropriate for the application. Casters or stability tabs are still required with 18" and 22" fork spread (Width Across Forks).

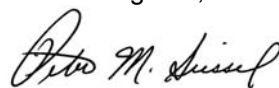
The drive tire options and pricing are now consistent between the W40Z and W45Z trucks. The changes result in the following option price reduction to the W40Z optional tires and stability tabs.

W40Z Option Changes	Option No.	Old List Price	New List Price
9" x 4" Molded-On Rubber Drive Tire	061-01	STD	N/C
9" x 5" Press-On Rubber Drive Tire	061-05	90	STD
9" x 4" Molded-On Polyurethane Drive Tire	061-02	80	35
9" x 5" Press-On Non-Marking Rubber Drive Tire	061-03	115	65
9" x 5" Press-On Polyurethane Drive Tire	061-06	120	70
9" X 5" Press-On Micro-Siped Poly Drive Tire	061-04	155	105
Stability Tabs (W40Z and W45Z)	049-02	75	N/C

Please take these changes into account as you place orders for new trucks. For your convenience, attached are the new price page detail covering these changes. In the near future we will be providing the formal distribution of these pages, however they will be available on-line at www.hysterusa.com immediately. These price pages will be effective Monday December 1, 2003. ***Please remember to refresh HERO by selecting the "completely reload tables" option in the download area of the price book thereby activating this change.***

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

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