

HYSTER COMPANY TEST REPORT
COUNTERBALANCED DEVELOPMENT CENTER
PORTLAND, OR

HYSTER E50XN vs. TOYOTA FBCU25
vs. CATERPILLAR® E5000
vs. CROWN FC 4525-50

Over a period of several months in 2008, a Hyster E50XN, a Toyota FBCU25, a Caterpillar E5000 and a Crown FC 4525-50 were vigorously evaluated at the Counterbalanced Development Center in Portland, OR. The purpose of this testing was to accurately document the respective performance and efficiency capabilities of these trucks under controlled test conditions. Certain guidelines and test procedures were followed in order to assemble fair and accurate data –

1. Prior to testing, the trucks were checked and 'set-up' according to the manufacturer's recommended procedures and specifications and utilized a fully charged battery.
2. The operators selected drove all three trucks and were familiar with operating trucks in the 5000 pound capacity counterbalanced electric range.
3. A variety of operational requirements were utilized to ensure equitable comparison of full operating cycles. (See addendums A, B & C)
4. Any cycle times that included operator error were eliminated from the overall average cycle calculation, ensuring representative results of the trucks were achieved.

The test results obtained from the evaluation are given on the following pages.



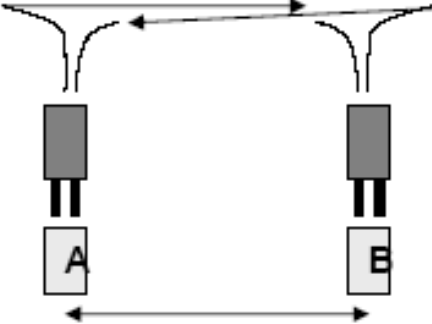
- Test results listed in this report are the actual performances recorded by the Counterbalanced Development Center Technical Staff. They are based on the competitive trucks that Hyster purchased for this evaluation and may not be representative of every truck in the series. Details of the cycle courses used in the testing are attached in addendums a, b & c.

Addendum A

Energy Management Basic VDI Energy Consumption Course

Global Test Cycle for ICE and Electric Trucks:

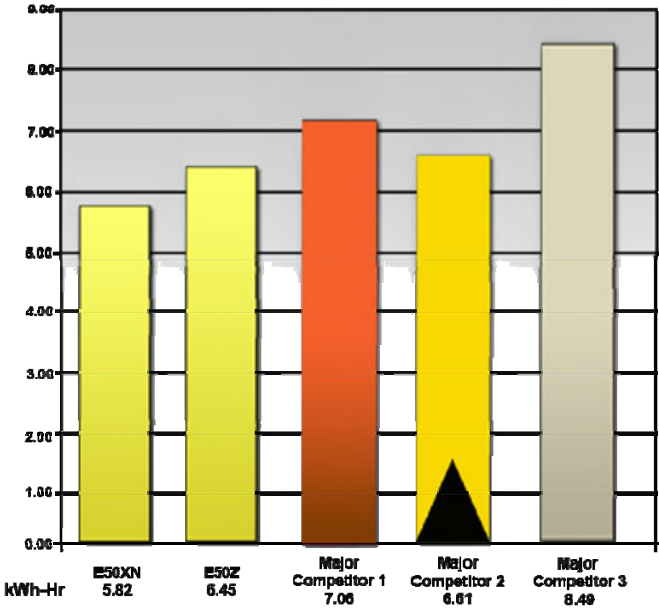
- Travel from Point A to Point B (100 feet)
- Turn 90° and advance forward twice the load center distance
- Stop and return mast to vertical
- Lift 6 feet, lower and backward tilt mast
- Turn back and advance to Point A
- Turn 90° and advance forward twice the load center distance
- Stop and return mast to vertical
- Lift 6 feet, lower and backward tilt mast
- Repeat cycle 60 times in 60 minutes
- Ensures the same amount of work is completed in the same amount of time



✓ Pure energy consumption test

Energy Management

VDI Energy Consumption Course

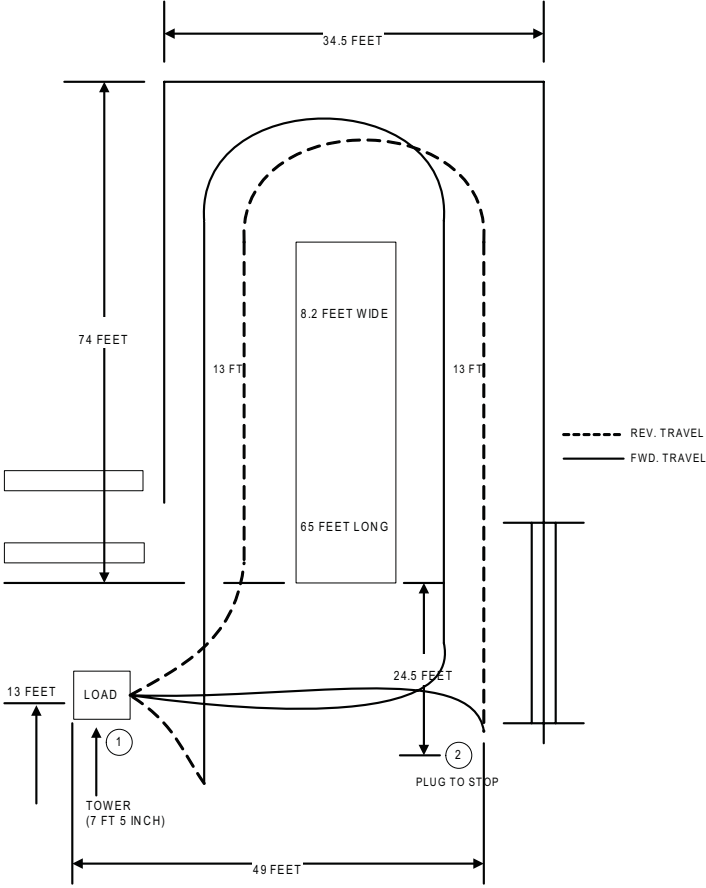


The E-XN uses 10% less energy than the E50Z, 18% less than Competitor 1, 12% less than Competitor 2, and 31% less than Competitor 3.

Addendum B

Productivity Comparison Standard Course

- Represents a typical customer application for moving loads
- 65' long, 8' wide

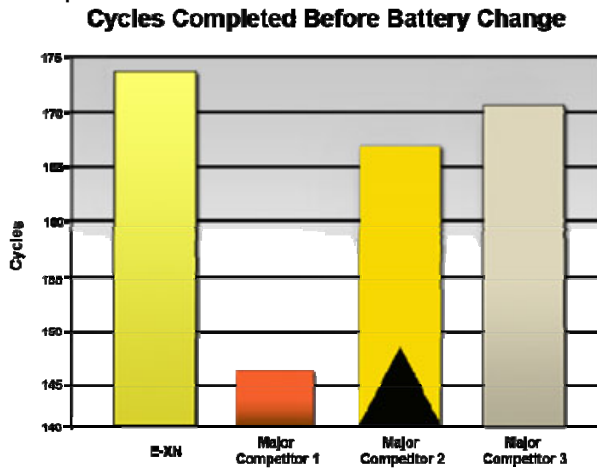


NOTE: RUN AT FULL BACK TILT AND MINIMIZE LIFTING

Productivity Comparison

Standard Course / Standard Performance

- Practical Example #1:

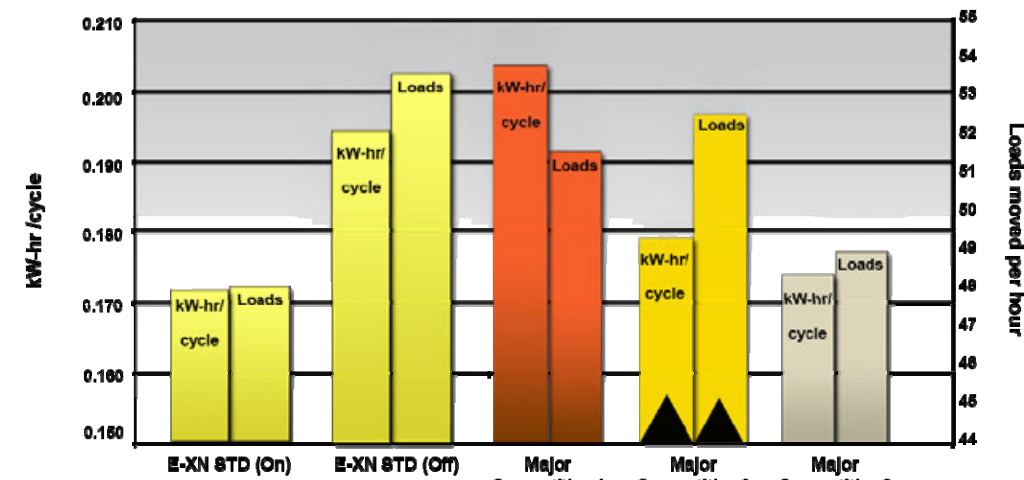


- ✓ The E-XN can move 16.2% more loads than Competitor 1, 4.5% more loads per battery charge with extended shift ON than Competitor 2, and 2.3% more than Competitor 3.

Productivity Comparison

Standard Course / Standard Performance

- Extended shift functionality allows the customer to select between energy efficiency or highest productivity.

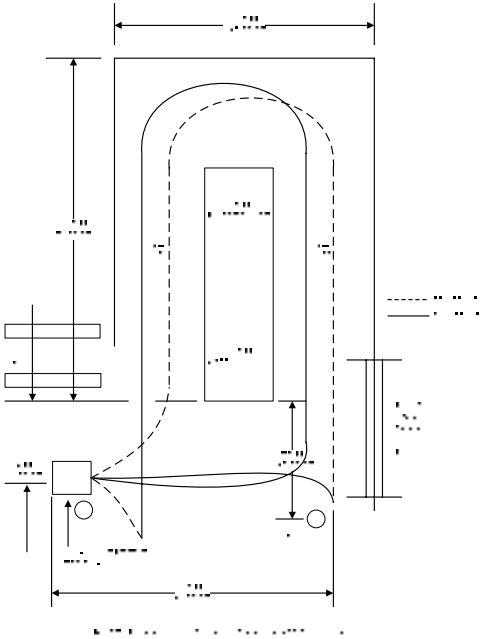


Energy per cycle (kW-hr/cycle)	0.171	0.195	0.204	0.179	0.175
Loads moved per hour	47.80	63.70	51.80	52.40	48.98

Addendum C

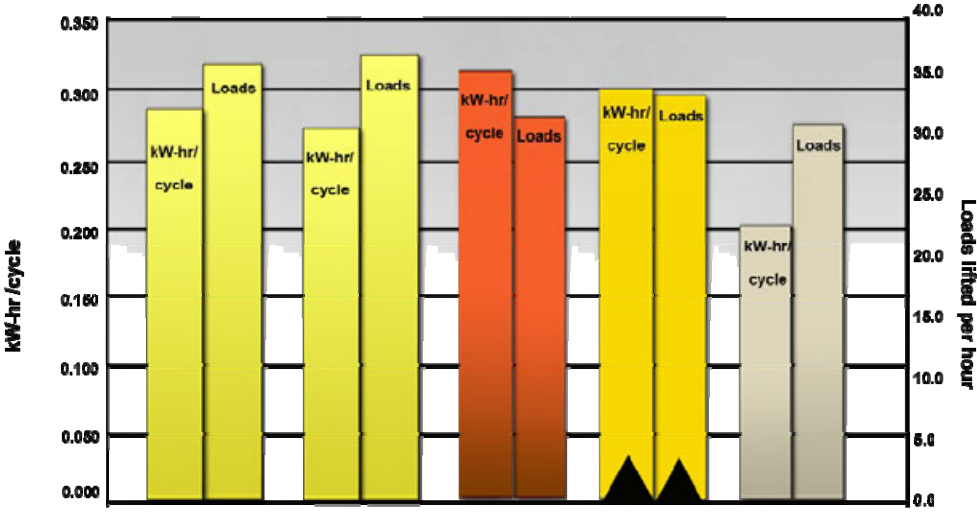
Productivity Comparison Extended Course / PowerPlus Performance

- Doubled the length and width dimensions
- Represents a longer-run customer application for moving loads
- 130' long, 16' wide



Productivity Comparison Extended Course (ICE) / PowerPlus Performance

✓ PowerPlus Performance, on average, provides 14% more productivity than Competitor 1, 9% more than Competitor 2, and 16% more than Competitor 3.



Energy per cycle (kW-hr / cycle)	0.281	0.271	0.321	0.301	0.237
Loads lifted per hour	36.0	36.9	31.3	33.3	30.6