



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

DATE: March 2, 2010
TO: North American Hyster Dealers
FROM: Don Chance
SUBJECT: 2009 Dealer of Distinction Results

The Hyster Dealer of Distinction Program is designed to recognize dealers with focused leadership who have driven their companies to the highest level of performance in all areas of the business. Annually the dealers that make this commitment to strive for distinction elevate their organization to this elite level.

The Dealer of Distinction Program for 2009 has been a consistent program since 1994 to honor Hyster dealers. In 2009 six Hyster dealers achieved this industry leading level of performance in ten total dealership divisions. Please join me in congratulating this group of true professionals for their outstanding achievement in earning the title of "Hyster Dealer of Distinction".

Dealers of Distinction

Dealership

Arnold Machinery – Utah
Deep South Equipment Company
Equipco Division Phillips Corp.
MH Equipment – Iowa Machinery
MH Equipment – Illinois
Papé Material Handling, Inc. – Portland
Papé Material Handling, Inc. – Eugene
Papé Material Handling, Inc. – Central Washington
Papé Material Handling, Inc. – Spokane
Sellers Equipment, Inc.

Dealer Principal

Russ Fleming & Rex Mecham
John Parsons
Carl Swanson
John Wieland & Darrell Randall
John Wieland & Randy Kaluza
Chris Wetle & Paul Jensen
Chris Wetle & Terry McCabe
Chris Wetle & Ken Pollard
Chris Wetle & Emmett Forman
David Sellers

Hyster Dealers of Distinction will be honored with a special celebration on Tuesday, April 20, 2010 in Cleveland, OH. Complete details of this DOD event will be provided to all Hyster Dealer of Distinction achievers in a separate letter this week.

Hyster's Dealer of Distinction Program for 2010 again raised the bar to the higher standards that our industry demands to be a leader. Our expectations are steadfast that all Hyster dealers will achieve one of the two levels of recognition performance in 2010. Hyster's objective is to work with you toward this goal and collectively increase the value of our most valued asset – The Hyster Dealer Network.

Once again, congratulations to all of our 2009 Distinction achievers!

Sincerely,

Donald L. Chance
President, NMHG Sales

