



# HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

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**DATE:** February 15, 2011  
**TO:** North American Hyster Dealers  
**FROM:** Don Chance  
**SUBJECT:** 2010 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. Each year, the goals for Distinction are raised. Annually the dealers that make this commitment to strive for distinction elevate their organization to this elite level.

The Dealer of Distinction Program for 2010 has been a consistent program since 1994 to honor Hyster dealers. In 2010 five Hyster dealers achieved this industry leading level of performance in eleven total dealership divisions with this program's revamped criteria and simplified dealer input. 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

Equipco Division Phillips Corp.

MH Equipment – Iowa Machinery

MH Equipment – Illinois

MH Equipment – Ohio South

Papé Material Handling, Inc. – Portland

Papé Material Handling, Inc. – Eugene

Papé Material Handling, Inc. – Central Washington

Papé Material Handling, Inc. – Spokane

Papé Material Handling, Inc. – Fresno

Wajax Industries – Prairie

### Dealer Principal

Russ Fleming, Mike Brown &  
Kirk Reese

Carl Swanson

John Wieland & Darrell Randall

John Wieland & Randy Kaluza

John Wieland & Coit Edison

Chris Wetle & Paul Jensen

Chris Wetle & Cory Carroll

Chris Wetle & Ken Pollard

Chris Wetle & Emmett Forman

Chris Wetle & Dennis Brown

Brian Dyck

Hyster Dealers of Distinction will be honored with a special celebration on Wednesday, April 20, 2011 in New York City. 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 2011 again raised the bar to higher standards and the growing industry demands that our businesses require of a leader. 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 2010 Distinction achievers!

Sincerely,

Donald L. Chance  
President, NMHG Sales

cc: R. Sattler  
B. Schemerhorn  
W. Nowicki

