



HYSTER COMPANY

Americas Division

February 29, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: TOM SAPUTO, VICE-PRESIDENT SALES – WESTERN REGION & CANADA
SUBJECT: 3M COMPANY

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between 3M Company and RDO Material Handling Company – Eagan, Minnesota who is responsible for administering the account.

Please note the attached listing of plants/operations in your area and make contact with your local plant as soon as possible.

RDO Material Handling Company – Eagan, Minnesota will be responsible for placing orders with Hyster Company and coordinating the delivery and installation of new equipment. All orders for locations on the attached sheet are to be placed through the RDO Material Handling Company office in Eagan, Minnesota. 3M Company will be responsible for informing their locations of this agreement.

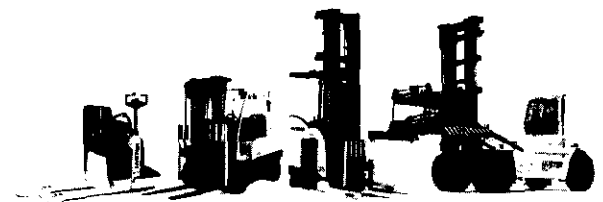
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be August 16, 2010.

If you have any questions concerning this account, please contact Ryan Abrahamson at (651) 905-7025, fax (651) 905-7035 or e-mail rabrahamson@rdoequipment.com.

Sincerely,

Tom Saputo, Vice-President Sales
Western Region & Canada

c: Ryan Abrahamson, RDO Material Handling Company
Randy Sabatka, RDO Material Handling Company
Kerry Hockemeyer, Hyster Company



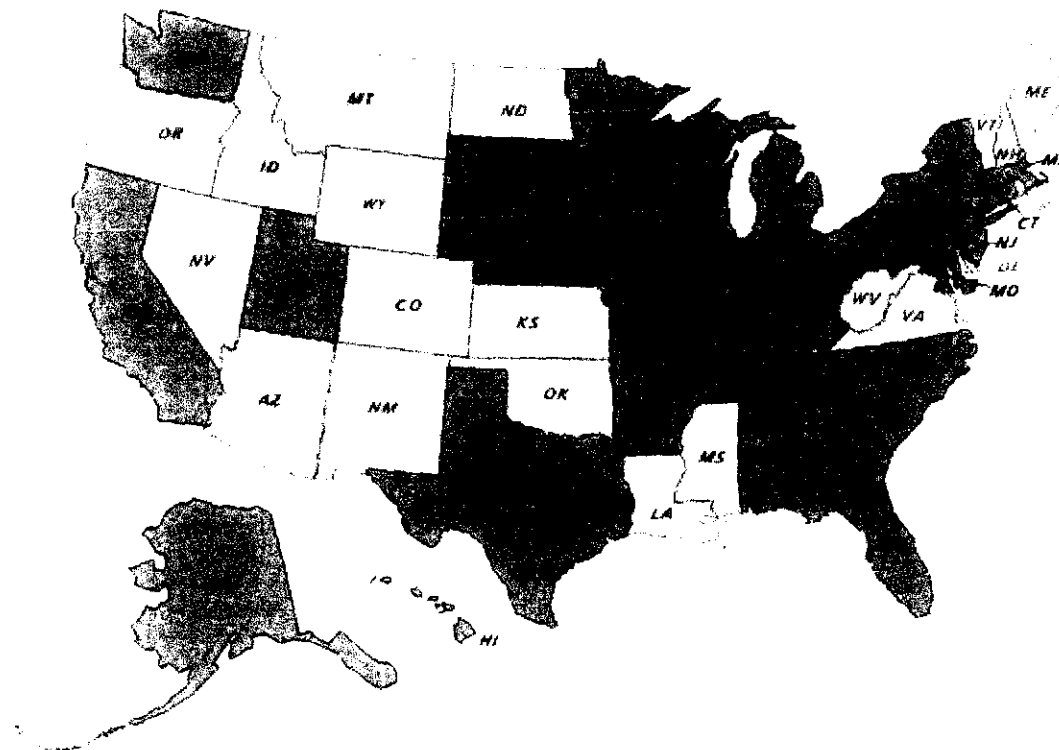
Search 3M.com:

United States [Char

[Products & Services](#)[Brands](#)[Technologies](#)[Our Company](#)[Partners & Suppliers](#)[United States > Our Company > Company Information > U.S. Locations](#)**Company Information**[3M Businesses](#)[Who We Are](#)[3M Facts](#)[3M Leadership](#)[History](#)[U.S. Locations](#)[Contact Us](#)

U.S. Locations

Headquartered in St. Paul, Minnesota, 3M has operations in the more than 30 states shown in blue below. For location and contact information, please select a state from the list on the right.

**3M U.S. Locations**

3M Corporate Headquarters

Alabama

Alaska

Arkansas

California

Connecticut

District of Columbia

Florida

Georgia

Hawaii

Illinois

Indiana

Iowa

Kentucky

Maryland

Massachusetts

Michigan

Minnesota

Missouri

Nebraska

New Jersey

New York

North Carolina

Ohio

Pennsylvania

South Carolina

South Dakota

Tennessee

Texas

Utah

Washington

Wisconsin

3M: [News](#) | [Careers](#) | [Investor Relations](#) | [Advanced Search](#) | [MSDS Search](#) | [A-Z Product Index](#) | [Contact 3M](#)

[Legal Information](#) | [Privacy Policy](#)

© 3M 2008. All Rights Reserved