



## **HYSTER COMPANY**

*Americas Division*

May 30, 2008

**TO:** CERTAIN DEALER PRINCIPALS AND SALES MANAGERS  
**FROM:** STUART JACOVER, VICE-PRESIDENT, SALES – CENTRAL REGION  
**SUBJECT:** ABC SUPPLY COMPANY, INC.

This is to confirm a Dealer Managed National Account Agreement for Hyster product between ABC Supply Company, Inc. and MEE Material Handling Equipment – Beloit, Wisconsin 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.

MEE Material Handling Equipment – Beloit, Wisconsin 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 MEE Material Handling Equipment office in Beloit, Wisconsin. ABC Supply Company, Inc. will be responsible for informing their locations of this agreement.

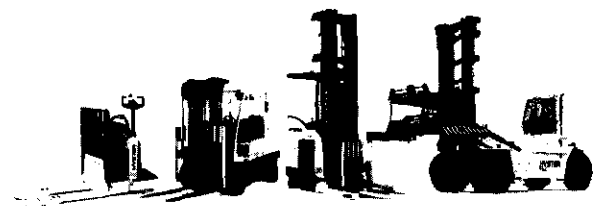
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be April 4, 2011.

If you have any questions concerning this account, please contact Edward Gergets, Major Accounts/Fleet Services at (414) 333-4051, fax (608) 313-8623 or e-mail him at [egergets@meelift.com](mailto:egergets@meelift.com).

Sincerely,

Stuart Jacover, Vice-President, Sales  
Central Region

cc: Ed Gergets, MEE Material Handling Equipment  
Mark Heyrman, MEE Material Handling Equipment  
Gary Cutsy, Hyster Company



MATERIAL HANDLING  
AND  
INDUSTRIAL EQUIPMENT



CUSHMAN  
ALLIED LINES



**MATERIAL HANDLING L.L.C.**

SALES - RENTALS - SERVICE - PARTS - LEASING

11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2294 / PHONE 414-353-3300 / 800-242-5452

BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-766-5521 / 800-242-3313

SHEBOYGAN, WISCONSIN / PHONE 920-452-6145

BELOIT, MADISON, WISCONSIN / ROCKFORD, ILLINOIS / 800-242-5452



Website: [www.meelift.com](http://www.meelift.com)

ABC Supply Company, Inc.  
4 ABC Drive  
Beloit, WI 53511

Mr. Robert Kislia

**SUBJECT: HYSTER DEALER MAJOR ACCOUNT AGREEMENT**

MEE is pleased to present this Letter of Agreement in establishing a formal Dealer Major Account Agreement between ABC Supply Company and MEE Material Handling. MEE Material Handling's sole responsibility will be to administer and coordinate all sales of new Hyster products to ABC Supply Company locations nationwide.

Hyster Company has extended most favorable Dealer Major Account level pricing, with provisions for the administering dealer MEE Material Handling, and for the participating Hyster dealers who will be responsible for delivering and maintaining your new Hyster equipment after the delivery date for each new sale.

All Hyster equipment orders will be placed centrally through ABC Supply Company - Beloit, WI Division directly to MEE Material Handling with Edward Gergets being the sole point of contact as Major Accounts / Fleet Services

**I. MEE MATERIAL HANDLING/HYSTER RESPONSIBILITIES**

- a. Inform all participating Hyster dealers with the current and future ABC Supply Company locations in their current territories.  
- Including location address and point of contact information.
- b. To supply discount levels and all quotes to participating Hyster dealers in a timely fashion so quotes can be delivered to ABC Supply Company locations nationwide and locally to ABC Supply Company - Beloit, WI Division.
- c. Help coordinate the delivery and implementation of all new Hyster equipment through participating Hyster dealers on all new orders of Hyster equipment.

**II. ABC SUPPLY COMPANY RESPONSIBILITIES**

- a. To supply MEE Material Handling with all yearly Request for Quotation (RFQ) requirements.  
-Including specified requirement options, delivery locations, and delivery requirements
- b. Advise and inform all ABC Supply Company nationwide locations of this Dealer Major Account Agreement and its terms.
- c. Supply a complete listing of all ABC Supply Company locations, which will be distributed to the Hyster Dealer Network.

Sincerely Yours,

Edward J. Gergets  
Major Accounts/Fleet Services

ACCEPTED BY:

|                                                                                            |                                                                                             |
|--------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|
|  4-4-08 |  4-4-08 |
| Mr. Robert Kislia - National Fleet Buyer                                                   | Edward J. Gergets - Major Accounts/Fleet Services                                           |

**Abilene, TX 182 SW**  
4341 Crawford Dr  
Abilene, TX 79602-7827  
P- 325-692-4449  
F- 325-692-5032  
John Foster

**Albany, NY 149 NE**  
15 Kairnes St  
Albany, NY 12205-5310  
P- 518-489-5581  
F- 518-489-7533  
Tom Dennison

**Atlanta, GA 042 SE**  
5700 Tulane Dr SW  
Atlanta, GA 30336-2423  
P- 404-699-6760  
F- 404-699-6802  
Jim Crew, MP

**Austin, TX 039 SW**  
901 E Saint Johns Ave  
Austin, TX 78752-3200  
P- 512-454-0400  
F- 512-454-0408  
Steve Feigate, MP

**Baltimore, MD 020 NE**  
4111 Washington Blvd  
Baltimore, MD 21227-4136  
P- 410-247-2424  
F- 410-247-5476  
Jerry Gombol, MP

**Benton Harbor, MI 335 MW**  
1875 Meadowbrook Rd  
Benton Harbor, MI 49022-9672  
P- 269-925-2368  
F- 269-925-3087  
Kyle Havlik

**Boise, ID 322 W**  
6941 Supply Way  
Boise, ID 83716-5540  
P- 208-331-0751  
F- 208-331-0755  
Bill Kausler

**Bryan, TX 300 SW**  
3000 Highway 21 E  
Bryan, TX 77803-2928  
P- 979-778-3848  
F- 979-778-8938  
Matt Belcher

**Calhoun, GA 337 SE**  
388 Richardson Rd SE  
Calhoun, GA 30701-3617  
P- 706-602-8447  
F- 706-624-9163  
Jason Torrence

**Abingdon, VA 291 SE**  
588 Cummings St  
Abingdon, VA 24210-3240  
P- 276-676-0090  
F- 276-623-8387  
Dan Warner

**Albuquerque, NM 061 SW**  
705 Comanche Rd NE  
Albuquerque, NM 87107-4105  
P- 505-345-6588  
F- 505-345-7875  
Shae Garrett

**Auburn, MA 317 NE**  
19 Technology Dr  
Auburn, MA 01501-3210  
P- 508-832-2398  
F- 508-832-3748  
Wes Fling

**Avon, MA 198 NE**  
59 Littlefield St  
Avon, MA 02322-1914  
P- 508-588-7749  
F- 508-588-8902  
Rick Desrochers

**Baraboo, WI 138 MW**  
E10620 Highway 33  
Baraboo, WI 53913-9470  
P- 608-355-0011  
F- 608-355-0022  
Jim Lenerz, MP

**Berlin, CT 141 NE**  
61 Massirio Dr  
Berlin, CT 06037-2322  
P- 860-828-5100  
F- 860-829-0462  
Steve Parker, Jr., MP

**Bozrah, CT 142 NE**  
6 Commerce Park Rd  
Bozrah, CT 06334-1122  
P- 860-889-4240  
F- 860-889-4963  
Frank Sitaro, MP

**Buffalo, NY 289 NE**  
266 Broadway St  
Buffalo, NY 14204-1435  
P- 716-852-2531  
F- 716-852-1957  
Jim Colligan

**Cambridge, MD 279 NE**  
828 Fieldcrest Rd  
Cambridge, MD 21613-9402  
P- 410-221-8550  
F- 410-221-8548  
Rob Campani

**Addison, IL 268 MW**  
133 S Rohlfing Rd  
Addison, IL 60101-3027  
P- 630-932-6653  
F- 630-932-6897  
Mike Stanley

**Amarillo, TX 133 SW**  
4601 S Washington St  
Amarillo, TX 79110-2617  
P- 806-374-7709  
F- 806-374-1202  
Bill Machen, MP

**Augusta, GA 103 SE**  
999 5th St  
Augusta, GA 30901-2416  
P- 706-724-7040  
F- 706-724-6440  
Brannon Clark

**Bakersfield, CA 269 W**  
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Bakersfield, CA 93308-6147  
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F- 661-633-9939  
Mike Marques, MP

**Baton Rouge, LA 286 SW**  
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Baton Rouge, LA 70814-2719  
P- 225-201-0773  
F- 225-216-2744  
Carl McNair

**Birmingham, AL 058 SE**  
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Birmingham, AL 35203-3917  
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F- 205-328-2498  
Gary Lindsey, MP

**Bradenton, FL 211 SE**  
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Bradenton, FL 34208-2143  
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David Lennox, MP

**Burlingame, CA 247 W**  
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F- 650-558-9531  
Matt Galla, MP

**Canton, OH 193 NE**  
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Canton, OH 44706-1602  
P- 330-456-3164  
F- 330-456-4872  
Cindy Smith

**Akron, OH 120 NE**  
1320 Starlight Dr  
Akron, OH 44306-4024  
P- 330-785-7000  
F- 330-785-7006  
Scott Morgan

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Joe Couch

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Stuart Rosenzweig, MP

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Paul Moravec

**Bloomington, IN 339 MW**  
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Bloomington, IN 47403-3187  
P- 812-339-3835  
F- 812-339-3920  
Ray Ozuna

**Bridgeport, CT 143 NE**  
2475 Fairfield Ave  
Bridgeport, CT 06605-2648  
P- 203-333-2108  
F- 203-333-4752  
Lou Rossi

**Burlington, WI 126 MW**  
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F- 262-763-4707  
Tony Taylor, MP

**Cape Girardeau, MO 197 MW**  
2340 Rusmar St Unit A  
Cape Girardeau, MO 63703-7616  
P- 573-335-7222  
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Stan Miller

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Castroville, CA 95012-3208  
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F- 831-633-3360  
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2502 Park Ave  
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F- 937-235-4560  
David Arnold

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Roofing  
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F- 303-293-3058  
Bob Snowden, MP

Cedar Rapids, IA 105 MW  
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P- 319-364-5037  
F- 319-362-0862  
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F- 828-466-3865  
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Dade City, FL 33523-6009  
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F- 352-523-2227  
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F- 386-254-5060  
Bill Klomp

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Siding  
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F- 303-294-9253  
Chris Moore

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F- 217-356-4092  
David Brison

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F- 423-553-1948  
Steve Sapp, MP

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F- 618-345-0268  
Sonny Hogue

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F- 614-575-0736  
Kirk Stitt

Conroe, TX 174 SW  
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Conroe, TX 77301-4235  
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Delran, NJ 08075-1758  
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F- 856-461-7198  
Ray Cox

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Des Moines, IA 50317-3607  
P- 515-265-6135  
F- 515-265-6473  
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Charleston, SC 29405-7560  
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Tim Gentry

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P- 301-386-4400  
F- 301-386-2777  
Mark Margolia, MP

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F- 513-853-8347  
Keith LaRochelle, MP

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Colorado Springs, CO 80903-402  
P- 719-635-5500  
F- 719-635-4386  
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F- 706-563-6202  
Randy Turner

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F- 361-857-0542  
Danny Gutierrez

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Larry Wakeland, MP

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Stucco  
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F- 303-534-3141  
Lynn Alexander

Dubuque, IA 196 MW  
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Dubuque, IA 52003-7424  
P- 563-557-9920  
F- 563-557-1477  
Mike Doneyer, MP

**Durham, NC 223 SE**  
2204 Tobacco Rd  
Durham, NC 27704-5041  
P- 919-688-4320  
F- 919-688-4868  
Tony Schalliol

**Edmond, OK 152 SW**  
309 W 33rd St  
Edmond, OK 73013-3801  
P- 405-359-8540  
F- 405-359-8528  
Mike Terpening

**Endwell, NY 150 NE**  
3125 Pearl St  
Endwell, NY 13760-5755  
P- 607-786-3316  
F- 607-786-7552  
Bruce Brown

**Everett, WA 073 W**  
2315 W Casino Rd  
Everett, WA 98204-1439  
P- 425-290-9556  
F- 425-290-9557  
Joe Conner, MP

**Fayetteville, NC 154 SE**  
3297 Doc Bennett Rd  
Fayetteville, NC 28306-8421  
P- 910-435-0918  
F- 910-435-0908  
Kurt Dismukes, MP

**Fond du Lac, WI 016 MW**  
815 S Pioneer Rd  
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Fond du Lac, WI 54935-9184  
P- 920-921-1222  
F- 920-921-9439  
Michael Schneider, MP

**Fort Myers, FL 217 SE**  
17195 Jean St  
Fort Myers, FL 33967-6022  
P- 239-437-4778  
F- 239-437-4030  
Jim Haley, MP

**Fredericksburg, VA 082 NE**  
234 Industrial Ct  
Fredericksburg, VA 22408-2442  
P- 540-710-0800  
F- 540-710-0844  
Tony Detrick, MP

**Gainesville, GA 325 SE**  
1 Short St  
Gainesville, GA 30501-7301  
P- 770-536-8200  
F- 770-536-4230  
Ken Massey

**Easley, SC 187 SE**  
4797 Highway 153  
Easley, SC 29642-9161  
P- 864-220-2556  
F- 864-220-2606  
Doug Hammitt

**El Cajon, CA 188 W**  
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El Cajon, CA 92020-3104  
P- 619-447-9995  
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Greg Lanphear

**Erie, PA 347 NE**  
1702 Wagner Ave  
Erie, PA 16510-1446  
P- 814-898-1672  
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Gary Jenkins

**Fairfield, CA 178 W**  
2000 Walters Rd  
Fairfield, CA 94533-2761  
P- 707-425-4609  
F- 707-425-8925  
Mike Fried

**Fenton, MO 345 MW**  
2079 Hitzert Ct  
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P- 636-326-2820  
F- 636-326-1242  
Mike Roadt

**Fort Collins, CO 115 SW**  
3825 Canal Dr  
Fort Collins, CO 80524-8544  
P- 970-224-2121  
F- 970-224-2188  
Ron Ferguson

**Fort Smith, AR 295 SW**  
1400 Jackson St  
Fort Smith, AR 72901-7246  
P- 479-646-4016  
F- 479-646-2954  
John Hazeslip

**Freeport, IL 199 MW**  
301 N Henderson Rd  
Freeport, IL 61032-9014  
P- 815-232-0808  
F- 815-232-3817  
Mark Forbes

**Gardena (L.A.), CA 051 W**  
19105 S Figueroa St  
Gardena, CA 90248-4515  
P- 310-217-9152  
F- 310-217-9156  
James Mason

**East Haven, CT 076 NE**  
260 Bradley St  
East Haven, CT 06512-1471  
P- 203-467-1158  
F- 203-467-1167  
Alex Santana

**El Centro, CA 302 W**  
305 S Dogwood Rd  
El Centro, CA 92243-4605  
P- 760-370-0404  
F- 760-370-0812  
Matt Johnson

**Erlanger, KY 332 NE**  
3 Floridian Dr  
Erlanger, KY 41018-1330  
P- 859-341-4500  
F- 859-341-4541  
Rob Marsh

**Fall River, MA 145 NE**  
500 Rodman St  
Fall River, MA 02721-4213  
P- 508-676-6746  
F- 508-676-6751  
Joe Ganhadeiro, MP

**Findlay, OH 297 NE**  
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Findlay, OH 45840-7763  
P- 419-425-9890  
F- 419-425-9870  
Robert Weber

**Fort Lauderdale, FL 135 SE**  
800 NW 65th St  
Fort Lauderdale, FL 33309-2006  
P- 954-938-7607  
F- 954-938-2074  
Ken Dunn

**Fort Worth, TX 011 SW**  
5328 E Lancaster Ave  
Fort Worth, TX 76112-6360  
P- 817-451-2121  
F- 817-451-3190  
Tim Walker

**Fresno, CA 062 W**  
1379 N Rabe Ave  
Fresno, CA 93727-2249  
P- 559-251-6257  
F- 559-251-6282  
Mike Firpo, MP

**Garland, TX 312 SW**  
2855 Marquis Dr Ste 110  
Garland, TX 75042-7866  
P- 972-494-5648  
F- 972-494-5850  
Preston Reece

**East Peoria, IL 273 MW**  
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East Peoria, IL 61611-2001  
P- 309-694-3600  
F- 309-694-9173  
Bob Gieseman

**El Paso, TX 101 SW**  
401 Reynolds St  
El Paso, TX 79905-1612  
P- 915-533-0645  
F- 915-533-3422  
Larry Eck, MP

**Eugene, OR 096 W**  
4227 W 6th Ave  
Eugene, OR 97402-5307  
P- 541-683-3222  
F- 541-683-2698  
Barry Loser, MP

**Farmington, MO 068 MW**  
190 Busenbark Dr  
Farmington, MO 63640-9232  
P- 573-431-7076  
F- 573-431-9011  
Gabe Lee

**Florence, SC 186 SE**  
1229 Broughton Blvd  
Florence, SC 29501-6968  
P- 843-667-1837  
F- 843-667-1838  
Robert Robinson

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Fort Mohave, AZ 86426-9229  
P- 928-768-8383  
F- 928-768-1464  
Brian Hubbard

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Frederick, MD 21703-7156  
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F- 301-846-0109  
Aaron Besch

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5440 NW 13th St  
Gainesville, FL 32653-2135  
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F- 352-378-8421  
Richard Lavalley

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F- 512-869-6629  
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Gilroy, CA 95020-4515  
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F- 408-842-1565  
Mike Konold

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Stucco  
730 Scarlet Dr  
Grand Junction, CO 81505-9430  
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F- 970-245-6770  
Ken Mull

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Drew Leach, MP

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Ray Garcia

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