



## HYSTER COMPANY

*Americas Division*

January 27, 2009

**TO:** CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

**FROM:** VAN CLARKSON, VICE-PRESIDENT, SALES – EASTERN REGION

**SUBJECT:** ABBOTT NUTRITION

This is to confirm a Dealer Managed National Account Agreement for Hyster product between Abbott Nutrition, a Division of Abbott Laboratories, with central purchasing in Columbus, Ohio and MH Equipment Company – Columbus, Ohio who is responsible for administering the account.

This agreement pertains only to the Nutrition Group. All other Abbott divisions do not apply.

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

MH Equipment Company – Columbus, Ohio 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 MH Equipment Company office in Columbus, Ohio. Abbott Nutrition 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 December 16, 2011.

If you have any questions concerning this account, please contact Hersh Atkinson, Equipment Sales Manager at (614) 871-1571 or his cell number at (614) 738-1410.

Sincerely,

Van Clarkson, Vice-President, Sales  
Eastern Region

c: Hersh Atkinson, MH Equipment Company  
John Sekinger, MH Equipment Company





**MH Equipment Company**  
**2055 Hardy Parkway**  
**Grove City, Ohio 43123**  
**614-871-1571**

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## **Dealer Managed National Account Purchase Agreement (DMNA)**

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### **AGREEMENT**

MH Equipment Company is pleased to present this Letter of Agreement in establishing a Dealer Managed National Account Purchase Agreement (DMNA) between Abbott Nutrition/Abbott Laboratories and MH Equipment Company, Columbus, Ohio for the sole purpose to administer and coordinate the partnership in providing Hyster products as the preferred source of supply of lift trucks to Abbott Nutrition locations.

- Hyster Company will provide DMNA pricing discounts to MH Equipment Company which will be applied to the list price of equipment in effect at time of order so as to provide a "best price" acquisition policy based on historic and projected total spend.

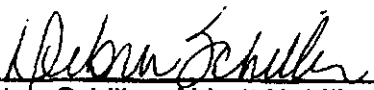
- Hyster products for all Abbott Nutrition locations will be ordered through MH Equipment Columbus, Ohio. MH Equipment contact is Hersh Atkinson, Equipment Sales Manager for Abbott Nutrition. His number is 614-738-1410(cell) or 614-871-1571(office)

### **MH Equipment Company responsibilities**

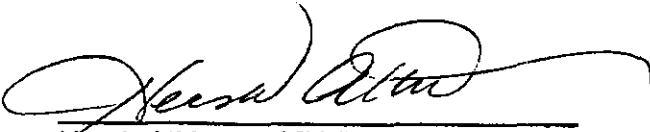
- Hyster Company's dealer network is regarded as the premier network in the industry and MH Equipment Company as one of the strongest dealerships within the network. MH Equipment Company will coordinate with each servicing Hyster dealership that participates in the sale of the equipment through the Dealer cooperative agreement, insuring that all Abbott Nutrition facilities receive a consistent level of service and support.
- To assist in specification, facilitate quotations, coordinate logistics, secure production availability slots and oversee the delivery and installation of Hyster equipment to all Abbott Nutrition facilities.

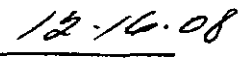
Abbott Nutrition responsibilities

- To supply MH Equipment Company with material handling equipment requests for all locations.
- Advise and inform all Abbott Nutrition locations of this Dealer Managed National Account Purchase Agreement and terms
- Supply an updated listing of all facilities with current location address and contact information to be distributed to the Hyster Dealer network

  
Debra Schiller, Abbott Nutrition

  
Date

  
Hersch Atkinson, MH Equipment Company

  
Date

**Abbott Nutrition sites :**

U.S Highway 29 North  
AltaVista, VA 24517  
434-369-3285

198 Pearl Street East  
Brockville, K6V 1R4  
Ontario Canada

1250 W. Maricopa Hwy  
Casa Grande, AZ 85222  
520-421-6200

2592 E Hannah Rd  
Casa Grande, AZ 85222  
520-421-6231

585 Cleveland Ave  
Columbus, Ohio 43215  
614-624-5470

3300 Stelzer Rd  
Columbus, Ohio 43219  
614-624-5009

350 N Fifth St  
Columbus, Ohio 43215  
614-624-3126

1033 Kingsmill Parkway  
Columbus, Ohio 43229  
614-624-3174

6550 Singletree Dr  
Columbus, Ohio 43229  
614-624-6660

2302 Courage Drive  
Fairfield, California 94533  
707-399-1177

901 N. Centerville Rd  
Sturgis, Michigan 49091  
269-651-0858