



## HYSTER COMPANY

*Americas Division*

July 17, 2009

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

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

**SUBJECT:** B-WAY CORPORATION

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been executed between B-Way Corporation, a leading manufacturer of plastic and metal containers and packaging with centralized purchasing in Cincinnati, OH, and MH Equipment-Ohio South in Cincinnati (MH) who will be responsible for administering the account.

B-Way has 21 locations across North America in Illinois, Wisconsin, Ohio, Indiana, California, Texas, Georgia, Tennessee, New Jersey, Pennsylvania, Utah and Indiana, as well as Ontario and Alberta, Canada. They currently have 150 forklifts in their fleet and will purchase between 25-50 new trucks per year. **Please note the attached listing of plants with key contact names in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer network.

MH and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. MH will be solely responsible for placing all orders and coordinating the delivery and installation of all new equipment. B-Way Corporation will be responsible for informing their locations of this agreement.

This agreement will expire in three (3) years from the date of the attached agreement which will be July 1, 2012.

If you have any questions concerning this account, please contact Pat Dean at (513) 681-2200 or e-mail him at [pdean@mhequipment.com](mailto:pdean@mhequipment.com).

Sincerely,

Van Clarkson, Vice-President, Sales  
Eastern Region

c: Coit Edison, MH Equipment Company  
Pat Dean, MH Equipment Company





106 Circle Freeway  
Cincinnati, OH 45246  
(513) 681-2200 office  
(513) 276-9853 cell  
pdean@mhequipment.com

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

**AGREEMENT:** MH Equipment Company, is pleased to present this Letter of Agreement in establishing a DMNA between B-Way Corporation and MH Equipment Company, Cincinnati, 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 B-way Corporation locations.

- Hyster Company will provide DMNA pricing discounts to MH Equipment Company which will be applied to the list price in effect at time of order in order to provide a "best price" acquisition policy based on historic and projected total spend.
- Hyster products for all B-way Corporation locations will be ordered through B-way Corporation of Cincinnati from MH Equipment Company.

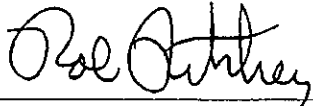
### **MH Equipment Company Responsibilities:**

- Hyster Company's Dealer network is regarded as the premier network in the industry; and MH Equipment Company as one of the strongest individual Dealerships within the network. MH Equipment Company will coordinate with each servicing Hyster Dealer that participates in the sale of the equipment through the Dealer cooperative agreement, insuring that all B-Way Corporation facilities receive a consistent level of service and support.
- To assist in specification, facilitate quotations, coordinate logistics, and assist in securing production availability slots and with the delivery of Hyster equipment to all B-Way Corporation locations.

### **B-Way Corporation Responsibilities:**

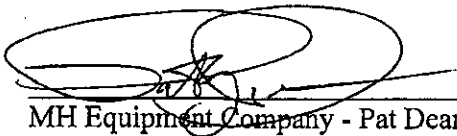
- To supply MH Equipment Company with all Material Handling equipment requests for all locations.
- Advise and inform all B-way Corporation locations of this Dealer Managed National Account Purchase Agreement and the terms.

- Supply a complete listing of all facilities with location and management contact information to MH Equipment Company to be distributed to the Hyster Dealer Network.



B-way Corporation - Rob Ritchey

7/1/09  
Date



MH Equipment Company - Pat Dean

7/1/09  
Date

**Rob Ritchey**  
Corporate Procurement Manager

Direct: (513) 388-2348  
Cell: (513) 259-3517  
rob.ritchey@bwaycorp.com



Telephone: (513) 388-2200  
Fax: (513) 388-2215  
8200 Broadwell Road  
Cincinnati, Ohio 45244

| <b>Plant</b>              | <b>Address</b>                                                                             | <b>Telephone/Fax<br/>Number</b>              | <b>Contact</b>                                              | <b>Products<br/>Produced</b>                                                                           |
|---------------------------|--------------------------------------------------------------------------------------------|----------------------------------------------|-------------------------------------------------------------|--------------------------------------------------------------------------------------------------------|
| <b>METAL DIVISION</b>     |                                                                                            |                                              |                                                             |                                                                                                        |
| Chicago, IL<br>(Kilbourn) | 1440 South<br>Kilbourn Avenue<br><br>Chicago, IL 60623<br><br><a href="#">Location Map</a> | (773) 893-2100<br><br><br>(773) 893-2110 (F) | Howard<br>Saubert/Dave<br>Leber-Plant Mgr                   | Paint Cans                                                                                             |
| Cincinnati, OH            | 8200 Broadwell Rd.<br><br>Cincinnati, OH<br>45244<br><br><a href="#">Location Map</a>      | (513) 388-2200<br><br><br>(513) 388-2215 (F) | Curtis Welchons,<br>Walt<br>Valentine/Ed<br>Bibro-Plant Mgr | Aerosol Cans /<br>Material Center<br>Services                                                          |
| Fontana, CA               | 11440 Pacific<br>Avenue<br><br>Fontana, CA 92337<br><br><a href="#">Location Map</a>       | (951) 361-4100<br><br><br>(951) 361-4110 (F) | Ron<br>Gonzalez/Jerry<br>Powers-Acting<br>Plant Mgr         | Paint Cans /<br>Specialty Cans                                                                         |
| Garland, TX               | 3737 Miller Park<br>Drive<br><br>Garland, TX 75042<br><br><a href="#">Location Map</a>     | (972) 535-1100<br><br><br>(972) 535-1110 (F) | Guy Reed/Jamie<br>Weimer-Acting<br>Plant Mgr                | Paint Cans /<br>Oblong Cans                                                                            |
| Homerville, GA            | Highway 84 West<br>Homerville, GA<br>31634<br><br><a href="#">Location Map</a>             | (912) 487-4000<br><br><br>(912) 487-4010 (F) | Troy Riberon<br>/Ray Horner-<br>Plant Mgr                   | Paint Cans /<br>Specialty Cans /<br>Steel Pails /<br>Ammunition<br>Boxes / Material<br>Center Services |
| Memphis, TN               | 4651 Hickory Hill<br>Road                                                                  | (901) 251-2800                               | David<br>Cannon/Randy<br>Duerksen-Plant                     | Oblong Cans                                                                                            |

Suite 101 Memphis,  
TN 38141

Mgr

Location Map (901) 251-2810 (F)

Sturtevant, WI 10277 Venice (262) 417-1201 Bruce Aerosol Cans  
Avenue Sturtevant,  
WI 53177 Winn/Chris  
O'Donnell-Plant  
Mgr

Location Map

(262) 417-1210 (F)

Trenton, NJ Six Litho Road (609) 493-1000 Richie Material Center  
Trenton, NJ 08638 Shenowski/Russ Services  
Rohrman-Acting  
Plant Mgr

Location Map

(609) 493-1010 (F)

York, PA 599 Davies Drive (717) 840-2100 Shannon Paint Cans  
York, PA 17402 Zirkle/Daveen  
Hostetter/Jim  
Bernardi-Plant  
Mgr

Location Map

(717) 840-2110 (F)

## PLASTIC DIVISION

| Plant           | Address                                                                           | Telephone/Fax                                                              | Products                                      |
|-----------------|-----------------------------------------------------------------------------------|----------------------------------------------------------------------------|-----------------------------------------------|
|                 |                                                                                   | Number                                                                     | Produced                                      |
| Bryan , TX      | 1591 N. Harvey<br>Mitchell Pkwy<br><br>Bryan , TX 77803<br><u>Location Map</u>    | Stephan Dechert- (979) 779-5900<br>Plant Mgr<br><br>(979) 823-1358<br>(F)  | Open Head<br>Pails<br><br>Tight Head<br>Pails |
| Cedar City , UT | 1033 N. Production<br>Road<br><br>Cedar City , UT<br>84721<br><u>Location Map</u> | Shane<br>Sorensen/Tom<br>Dimmick-Plant<br>Mgr<br><br>(435) 865-1992<br>(F) | Open Head<br>Pails<br><br>Tight Head<br>Pails |

|                      |                                                                                         |                                                            |                       |                                     |
|----------------------|-----------------------------------------------------------------------------------------|------------------------------------------------------------|-----------------------|-------------------------------------|
| Cidra, PR            | Road 172 KM 13.4<br>Cidra, PR 00739<br><a href="#">Location Map</a>                     | Anna<br>Garcia/Cristobal<br>DeJesus-Plant<br>Mgr           | (787) 739-7401        | Tight Head<br>Pails                 |
|                      |                                                                                         |                                                            | (787) 739-7403<br>(F) | Plastic Drums                       |
| Dayton , NJ          | 7 Wheeling Road<br>Dayton , NJ 08810<br><a href="#">Location Map</a>                    | Larry Smith,<br>Judy Dwyer/Jim<br>Kallicragas-Plant<br>Mgr | (609) 860-0337        | Open Head<br>Pails                  |
|                      |                                                                                         |                                                            | (609) 860-0754<br>(F) | Tight Head<br>Pails                 |
| Indianapolis ,<br>IN | 6061 Guion Road<br>Indianapolis , IN<br>46254<br><a href="#">Location Map</a>           | Amy Grove/Jody<br>Wood-Plant Mgr                           | (317) 298-6155        | Plastic Bottles                     |
|                      |                                                                                         |                                                            | (317) 298-6153<br>(F) | Twist and<br>Pour™ Paint<br>Bottles |
| Lithonia , GA        | 2160 Lithonia<br>Industrial Blvd<br>Lithonia , GA 30058<br><a href="#">Location Map</a> | Frances<br>Carr/Dave<br>Collins-Plant Mgr                  | (770) 482-7318        | Open Head<br>Pails                  |
|                      |                                                                                         |                                                            | (770) 482-7798<br>(F) |                                     |
| Toccoa , GA          | 6134 Industrial<br>Boulevard<br>Toccoa , GA 30577<br><a href="#">Location Map</a>       | Anthony<br>McCurry/Mike<br>Beecher-Plant<br>Mgr            | (706) 886-7414        | Open Head<br>Pails                  |
|                      |                                                                                         |                                                            | (706) 886-7417<br>(F) | Tight Head<br>Pails                 |
| Valparaiso , IN      | 4002 Montdale Drive<br>Valparaiso , IN 46383<br><a href="#">Location Map</a>            | Cheri<br>Jabaay/Ronnie<br>Ray-Plant Mgr                    | (219) 462-8915        | Open Head                           |
|                      |                                                                                         |                                                            | (219) 462-9641<br>(F) |                                     |

#### INDUSTRIAL CAN LIMITED (ICL) Canadian Market

|                               |                                                                                                                                    |                         |
|-------------------------------|------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
| Etobicoke Plant:<br>(Plastic) | 100 North Queen Street<br>Etobicoke, ON<br>M8Z 2E2<br>(416) 231 5020<br>Plant Manager: Peter Beaven<br>Purchasing: Monica Ferguson | 416-230-5020, ext 15228 |
|                               |                                                                                                                                    |                         |
| St. Albert Plant:             | 35 Calder Place                                                                                                                    |                         |

(Plastic)

St. Albert, AB  
T8N 5A6  
(780) 458 5355  
Plant Manager: Bob Pharoah  
Purchasing: Monica Ferguson (in Etobicoke)

Brampton Plant  
(Metal)

27 Hansen Road South  
L6W 3H7  
(905) 453 8802  
Plant Manager: Robert Thiessen  
Purchasing: Judy Rose

905-453-8802