



## **HYSTER COMPANY**

*Americas Division*

November 30, 2007

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

**FROM:** TOM SAPUTO, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA

**SUBJECT:** BUILDING MATERIALS DISTRIBUTORS, INC.

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Building Materials Distributors, Inc. (BMD) and Papé Material Handling – Sacramento, California 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.

Papé Material Handling – Sacramento, California 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 list are to be placed through the Papé Material Handling office in Sacramento, California. Building Materials Distributors, 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 November 9, 2010.

If you have any questions concerning this account, please contact Paul West, Account Manager at (916) 847-2263 or e-mail him at [pwest@papemh.com](mailto:pwest@papemh.com).

Sincerely,

Tom Saputo, Vice-President, Sales  
Western Region & Canada

c: Paul West, Papé Material Handling  
Chris Blythe, Papé Material Handling  
Harry Adamson, Papé Material Handling  
Barry Larrain, Hyster Company



  
**MATERIAL  
HANDLING**

September 19, 2007

Scott Sheridan  
Operations Manager  
Building Materials Distributors, Inc.  
225 Elm Avenue  
Galt, CA 95632

Scott:

Building Materials Distributors, Inc. (BMD), Hyster Company and Papé Material Handling who is responsible for administering the account, hereby enter into a Dealer Managed Agreement.

Through this agreement, Papé Material Handling is extending our most favorable levels of equipment pricing to BMD with provisions for the administering dealer (Papé Material Handling) and for all local dealers who will be responsible for delivering and maintaining your equipment during the term of this agreement which is three (3) years. All orders are to be placed with Papé Material Handling through the Sacramento, CA office. Papé Material Handling will be responsible for timely placement of factory orders and the coordination with the Hyster dealer network involving installation of new equipment at all locations.

It is the responsibility of BMD to advise all their management of this agreement and to provide Papé Material Handling with up to date information regarding the affected BMD locations and contacts. This information is necessary to ensure the delivering/servicing dealers are prepared to support the equipment.

This is an agreement for outlining mutually beneficial purchasing procedures only. BMD is not required to purchase Hyster lift trucks nor is this a binding agreement. Papé Material Handling, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service your account. I will be assigned as the account manager and will be your point man to handle all matters.

Should you have any questions regarding the Dealer Managed Account program, please call me at (916) 847-2263 or email at [pwest@papemh.com](mailto:pwest@papemh.com). We look forward to our continued partnership.

Sincerely,



Paul West  
Territory Manager  
Pape Material Handling

cc: Chris Blythe - Pape Material Handling  
Harry Adamson - Pape Material Handling  
Barry Larrain - Hyster Company

Accepted by:

Sign:   
Title: Operations Manager  
Date: Nov. 9, 2007



# **Building Material Distributors, Inc.**

## **California Locations**

|                                                   |                                      |                          |
|---------------------------------------------------|--------------------------------------|--------------------------|
| <b>Galt Headquarters</b>                          |                                      | <b><u>Extensions</u></b> |
| 225 Elm Avenue, Galt, CA 95632                    | Jon Look, Director of Operations     | 2256                     |
| Phone: 209-745-3001                               | Scott Sheridan, Operations Manager   | 2287                     |
| Fax: 209-745-9100                                 |                                      |                          |
| <b>Walnut Creek</b>                               |                                      | <b><u>Extensions</u></b> |
| 1425 Treet Blvd., Suite A, Walnut Creek, CA 94596 | Bruce Garrett, Manager               | 16                       |
| Phone: 925-295-9460                               |                                      |                          |
| Fax: 925-295-0223                                 |                                      |                          |
| Toll-Free: 866-288-8325                           |                                      |                          |
| <b>North Coast Building Product Operations</b>    |                                      | <b><u>Extensions</u></b> |
| 1200 West Del Norte Street, Eureka, CA 95501      | John Kime, Branch Manager (VM Only)  | 2099                     |
| Phone: 707-444-9666                               |                                      |                          |
| Fax: 707-444-0140                                 |                                      |                          |
| <b>Visalia</b>                                    |                                      | <b><u>Extensions</u></b> |
| 1320 N. Shirk Road, Visalia, CA 9321              | Steve Wagner, Branch Manager         | 12                       |
| Phone: 559-625-3050                               |                                      |                          |
| Fax: 559-625-3045                                 |                                      |                          |
| <b>Southern Ca. Building Product Operations</b>   |                                      | <b><u>Extensions</u></b> |
| 555 Palmyrita Avenue, Riverside, CA 92507         | Ron Shea, Branch Manager             | 17                       |
| Phone: 951-341-0708                               | Steve Warner, Transportation Manager | 14                       |
| Fax: 951-341-0798                                 | James Watson, Marvin Manager         | 12                       |
| <b>Stockton #023</b>                              |                                      | <b><u>Extensions</u></b> |
| 1005 Humphrey Street, Stockton, CA 95203          | Charlie Graham, Branch Manager       | 12                       |
| Phone: 209-465-5154                               | Shannon Davis, Logistics Manager     | 11                       |
| Fax: 209-465-5564                                 |                                      |                          |

## **Colorado Locations**

|                                                      |                                |                          |
|------------------------------------------------------|--------------------------------|--------------------------|
| <b>Colorado Springs</b>                              |                                | <b><u>Extensions</u></b> |
| 4220 Mark Dabbling Blvd., Colorado Springs, CO 80907 | Ian Malagon, Warehouse Manager | 102                      |
| Phone: 719-528-6000                                  |                                |                          |
| Fax: 719-528-8814                                    |                                |                          |
| <b>Denver</b>                                        |                                | <b><u>Extensions</u></b> |
| 150 West 60th Place, Denver, CO 80216                | Jo Snow, Warehouse Manager     | 102                      |
| Phone: 303-427-9333                                  |                                |                          |
| Fax: 303-427-9333                                    |                                |                          |
| <b>Grand Junction</b>                                |                                | <b><u>Extensions</u></b> |
| 830 South 12th Street, Grand Junction, CO 81501      | Elroy Thiessen, Manager        | 2844                     |
| Phone: 303-427-9333                                  |                                |                          |
| Fax: 303-427-9333                                    |                                |                          |

## Oregon Locations

Coming Soon

## New Mexico Locations

|                                                                                                                     |                      |                                  |
|---------------------------------------------------------------------------------------------------------------------|----------------------|----------------------------------|
| <b>Albuquerque</b><br>4019 Edith Blvd. NE, Albuquerque, NM 87107<br>Phone: 505-345-7768<br>Fax: 505-345-9257        | Kyle Slocum, Manager | <b><u>Extensions</u></b><br>2843 |
| <b>Santa Fe</b><br>1512 Pachecho Street, Unit C-103, Santa Fe, NM 87505<br>Phone: 505-345-7768<br>Fax: 505-345-9257 | Kyle Slocum, Manager | <b><u>Extensions</u></b><br>2843 |

## Texas Locations

Coming Soon

## Washington Locations

|                                                                                                                                                      |             |                                 |
|------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---------------------------------|
| <b>Spokane</b><br>911 N. Thieman Road, Spokane, WA 99212<br>Phone: 509-535-3808<br>Fax: 509-535-3833<br>Yard 509-891-5725<br>Toll Free: 800-315-4685 | George Shea | <b><u>Extensions</u></b><br>203 |
|------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|---------------------------------|

## Wyoming Locations

|                                                                                                                    |                    |                                  |
|--------------------------------------------------------------------------------------------------------------------|--------------------|----------------------------------|
| <b>Cheyenne Wyoming</b><br>300 North American Road, Cheyenne, WY 82007<br>Phone: 307-634-7936<br>Fax: 307-778-7641 | Jen Bomar, Manager | <b><u>Extensions</u></b><br>2845 |
|--------------------------------------------------------------------------------------------------------------------|--------------------|----------------------------------|