



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Jaime McNeill
Discount Administrator
Greenville

1-01

November 10, 2001

TO: ALL HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRES., SALES, COUNTERBALANCED TRUCKS

SUBJECT: COOPER INDUSTRIES/STEWART & STEVENSON DEALER MAJOR ACCOUNT

As a reminder, attached is the signed agreement and also listed below are the key divisions involved. In order for this agreement to yield the maximum benefit for both parties, the corporate office requests all inquiries be worked through the Houston office at Stewart & Stevenson – Bill Kelleher at (713) 671-6315 or see attached.

The other divisions that are part of Cooper are listed here:

- B-Line
- Bussmann
- Crouse – Hinds
- Cooper Lighting
- Cooper Power System
- Cooper Tools
- Cooper Wiring Devices

Please help us gain additional share with this important customer.

Very truly yours,

HYSTER COMPANY

Vice-President, Sales
Counterbalanced Trucks

Dave Hoehn

DH/wgw



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Dave Hoehn
Vice President – Sales
Counterbalanced Trucks
Hyster Company, Greenville, NC

July 5, 2001

Revised

TO: ALL HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, VICE PRESIDENT SALES, COUNTERBALANCED
TRUCKS

Attached you will find a copy of the signed dealer major account agreement between Stewart & Stevenson – Houston and Cooper Industries.

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

Also note when ready please contact Bill Kelleher at Stewart & Stevenson at 713-671-6300 for all pricing/leasing input required. Alternatively, you can contact Galen Gardner at 713-671-6382.

Thanks for your cooperation. We hope this new agreement will secure a greater percentage of Cooper Industries material handling requirements. We are one of two suppliers.

Very truly yours,

HYSTER COMPANY

Dave Hoehn

Vice-President, Sales
Counterbalanced Trucks

Stewart & Stevenson

COOPER



NATIONAL FORKLIFT PROGRAM

January 11, 2001

PRESENTED BY:

**STEWART & STEVENSON SERVICES - HOUSTON, TX.
HYSTER COMPANY and HYSTER DEALER NETWORK**

DEALER REPRESENTATIVE:

Bill Kelleher- Major Account Sales.

OFFICE PHONE #: 713-671-6315

OFFICE FAX #: 713-671-6386

MOBILE PHONE #: 713-252-9370

CONROE, TX. OFFICE #: 936-321-3583

CONROE, TX. FAX #: 936-321-8498

E-MAIL ADDRESS: B.KELLEHER@SSSS.COM

E-MAIL ADDRESS: BILLK@MCIA.COM

EQUIPMENT REPRESENTED:

**HYSTER FORKLIFTS
AND LIFT ATTACHMENTS**

PROGRAM OBJECTIVE:

- 1. PROVIDE COOPER INDUSTRIES AND AFFILIATED PARTNERS WITH A SINGLE NATIONAL SUPPLIER SOURCE FOR THE ABOVE MENTIONED EQUIPMENT.**
- 2. PROVIDE TURNKEY - TYPE SERVICE THAT INCLUDES:**
 - TAILOR SPECIFIED EQUIPMENT AND ACCESSORIES**
 - STANDARDIZED PRICING / QUOTE LEGWORK**
 - HANDLING ALL LOCATIONS COMMUNICATION NEEDS WITH SPECIFICATIONS AND SERVICE RELATED ISSUES WITH LOCAL HYSTER DEALERS**
 - SETTING UP ALL COMMUNICATION LINES BETWEEN HYSTER DEALER PERSONNEL AND COOPER OPERATIONS FOR PARTS AND SERVICE**
 - STRATEGIC STOCK PROGRAM BY STEWART & STEVENSON IN HOUSTON FOR EQUIPMENT THAT IS PRE-ORDERED AND TAILORED AROUND COOPER SPECIFICATIONS AND IS READILY AVAILABLE AT COOPER'S REQUEST DATES.**

(ONLY A HANDFULL OF U.S. LIFT TRUCK DEALERS HAVE THE FINANCIAL CAPABILITY TO OFFER THE ABOVE.)
- 3. PLANNED EQUIPMENT REPLACEMENT PROGRAM THAT:**
 - REDUCES OBSOLETE EQUIPMENT AND "DEAD" ASSETS, REDUCES UNNECESSARY MAINTENANCE COSTS BEING SPENT ON OUTDATED, UNPRODUCTIVE EQUIPMENT, AND INCREASES COOPER PRODUCTIVITY WITH THE "UP-TIME" ADVANTAGES THAT NEWER UNITS BRING.**
 - HELP DEVELOP A TRACKABLE FLEET MANAGEMENT PROGRAM THROUGH A NATIONAL FULL MAINTENANCE OR PERIODIC MAINTENANCE SERVICES PROGRAM.**

VARIANCES PER REGION:

1. FREIGHT COSTS FROM FACTORY TO DEALERS
2. INSTALLATION LABOR RATES PER DEALER
FOR DEALER INSTALLED ITEMS
3. SPECIFICATION VARIANCES PER DC AND RDC'S
4. ATTACHMENT FREIGHT TO DEALERS

MAINTENANCE PROGRAMS:

1. P.M. MAINTENANCE: QUOTED PER UNIT PER REGION BY DEALER
2. FULL PARTS AND LABOR MAINTENANCE:

QUOTED BY STEWART AND STEVENSON IN CONJUNCTION WITH
EACH LOCAL SERVICING DEALER

ITEMS NECESSARY TO QUOTE EACH UNIT CONSISTS OF THE
FOLLOWING:

1. ACCURATE USAGE HOURS PER YEAR.
2. LENGTH TERM OF LEASE
3. OPERATING CONDITIONS
4. APPLICATION SURVEY FORM MUST BE
FILLED OUT AND SIGNED BY AN
AUTHORIZED COOPER PLANT MGR.

AGREEMENT:

THIS AGREEMENT IS EVERGREEN AND CAN BE CANCELLED BY EACH PARTY WITH A 30
DAY WRITTEN NOTICE.

PRICING:

WILL BE REVIEWED YEARLY

Proposal By Bill Kelleher

Major Account Sales

01/11/01
(date)

Excepted By John Ricci

John A. Ricci 1/12/01
Director, Commodity Sourcing Metals and
Transportation

US Cooper Sites

S-Line		Business		Crews-Holds		Lighting		Power Systems		Tools		Writing Devices	
Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location
7294 SW Tech Center Drive Portland, OR 97223 (503) 620-0636	M	114 Old State Road Ellenwood, GA 30041 (404) 364-2877	M	Myers Hold 1130 South Yel Avenue Monroeville, CA 95040 (925) 724-0460	M	Lumen Design 1250 Calle Buena Carlsbad, CA (760) 438-4561	M	Western Power Products 900 Pioneer Avenue Hood River, OR 97031 (503) 368-4561	M	Campbell Chain 8765 E Marginal Way S. Seattle, WA 98108-3406 (206) 797-0326	SO	2028 S. Fraser Street Georgetown, SC 29442 (803) 546-2516	M
1708 Lupton Drive Modesto, CA 95354 (209) 824-5261	M	Cooper Electronic Technologies Research and Development 114 Old State Road Ellenwood, GA 30041 (404) 364-2877	OH	1801 Farmers Avenue Aurora, IL 60009 (708) 358-4565	M	Corolla 4875A Holly Street Denver, CO 80215-4407 (303) 363-1822	M	Transformer Products 2315 South East Stallings Drive South Loop 224 East Neacogochia, TX 75961 (936) 566-9422	M	Campbell Chain 15760 Midway Street Corona, CA 92703 (951) 823-4100	SO	3602 W. Washington St. Suite 3 Phoenix, AZ 85009 (602) 468-0263	DC
13765 Broad Blvd. Riverside, CA 92504-0260 (714) 677-0855	M	Customer Satisfaction/Distribution 114 Old State Road Ellenwood, GA 30041 (404) 364-2877	DC	Model Products 4759 Washington Street Lafayette, CA 94501 (925) 885-3014	M	HQ Lighting 5035 Highway 61 South P.O. Box 60624 Vicksburg, MS 39180 (601) 638-1622	M	Kearney 3680 S. School Ave. Fayetteville, AR 72701 (501) 851-3700	M	7007 Pleasant Drive Houston, TX 77040 (713) 462-4821	M	45-31 Court Square Long Island City, NY 11101 (718) 937-0000	OH and M
21600 East 32nd Parkway Aurora, CO 80011 (303) 375-0000	M	7300 West Wilson Avenue Chicago, IL 60716-4762 (708) 867-4800	M	Distribution Center 1700 Blue Hills Drive, N.E. Atlanta, GA 30412-8601 (404) 883-1300	M	ER Grove Village, IL 60007-3185 (847) 858-0400	DC	Transformer Products 160 Industrial Parkway Lumberton, NJ 30455-9402 (601) 798-4285	M	Campbell Chain 3073 Reach Street Houston, TX 77026-1311 (713) 673-5663	SO	Arroyo West Writing Devices 41 Cherry Road Branford, ME 04611 (207) 728-5734	M
4900 Marshall Street Shawnee, KS 66204 (913) 813-1745	M	3801 Overland Blvd. Bryan, TX 77801 (817) 752-8000	M	Outlet Boxes Country Club Road Cockeysville, PA 19347 (717) 226-7321	M	Fed-Safe Lighting 6721 W. 72nd Street Overland Park, KS 66205 (913) 654-0100	M	Components 1045 Midway Street Pewaukee, WI 53072-3762 (262) 861-0070	M	1825 North Theobald Street Greenville, SC 29615 (803) 536-2581	M	9910 Long Creek Park Drive Suite S Charlotte, NC 28208 (704) 586-1870	DC
608 West Marina Street Highland, IL 62249 (618) 654-2184	OH and M	1000 Campground Road Black Mountain, NC 28711-2547 (828) 688-9442	M	Wolf & 7th North Streets Syracuse, NY 13221-4699 (315) 477-7000	OH and M	4 Huntington Lane Edinburg, AL 36027 (334) 687-5761	M	Distribution Switchgear 2600 North Avenue South Milwaukee, WI 53172-3220 (414) 762-1200	M	Campbell Chain 12223 S. Laramie Avenue Aurora, IL 60005-3126 (708) 396-6060	SO		
818 Lynne Drive Troy, IL 62294 (618) 687-5779	M	210 Data Trail Goldboro, NC 27530-7167 (919) 734-3000	M	Alpert Lighting Products 1200 Kennedy Road Whitford, CT 06090 (860) 863-4300	M	Model Lighting 1101 Southfield Road Ann Arbor, MI 48106 (313) 824-8000	M	Distribution Switchgear 11131 Adams Road Fridleville, WI 53126-0520 (262) 835-2921	M	Trail Lab 2128 Second Avenue S.W. Ocala, FL 32665 (352) 734-5363	M		
6655 Corners Industrial Court Norcross, GA 30092 (770) 447-6003	M		M	4115 S. Broad Street Henry, IL Evanston, IL 60120 (815) 837-5210	M	Transformer Products 1600 E. North Street Waukegan, WI 53188-3699 (262) 847-1251	M	Transformer Products 600 Delaware Avenue OH and M	M	782 West Stewart Street Dayton, OH 45408 (937) 222-7871	M		

B-Line

Bueemann

Cross-Hands

Lighting

Power Systems

Tools

Wire Devices

Highway 411
P.O. Box 100
Fountain, CO 80624
(303) 652-1105

Requid Lighting
2811 Lufkin Drive
Burlington, NC 27215
(336) 226-3411

Alma, Inc.
57-47 47th Street
Bayside, NY 11379
(718) 497-0284

Neo-Ray
537 Johnson Avenue
Brooklyn, NY 11237
(718) 488-7400

Shaner Lighting
1141 Melrose Way S
Richmond, CA

2303 Butler Drive
Washington, WI 53188-0851
(262) 847-3946

Transformer Products
1319 Lincoln Avenue
Washington, WI 53188
(262) 854-3300

Capacitor Products
1620 Emerald Road
Greensboro, NC 27406
(844) 223-5311

Composites
80 North Burton Street
East Stroudsburg, PA 18301-0487
(610) 478-3500

Composites
1448 Cherry Road
Olean, NY 14758-0285
(716) 375-7100

Idlevale, OH 43026
(419) 542-7711

5302 S. Center Street
Springfield, OH 45505
(937) 323-4881

4121 North Atlantic Blvd.
Auburn Hills, MI 48006
(248) 961-5700

670 Industrial Drive
Lansing, MI 48202
(800) 366-1200

Forged Products
14448 Cherry Road
Olean, NY 14758-0285
(716) 375-7100

Weller
815 State Road
Chesam, SC 29520
(843) 837-8167

3535 Glenwood Avenue
Raleigh, NC 27612
(919) 781-7200

Copper Tools (Blent)
Lufkin Road
Acon, NC 27802
(919) 387-0096

Forged Products
3015 Morrisville
Morrisville, NC 27560
(704) 288-8488

Campbell Chain
3800 East Market Street
York, PA 17402-3786
(717) 785-2003

Nicholson Distribution Center
3800 East Market Street
York, PA 17402-3786
(717) 785-1640

46 Cleveland Street
Corfield, NY 13045
(807) 786-2821



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
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General Letter Book
Sales Department
Wanda Woods

July 5, 2001

Revised

TO: ALL HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, VICE PRESIDENT SALES, COUNTERBALANCED
TRUCKS

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Stewart & Stevenson – Houston and Cooper Industries.

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suppliers.

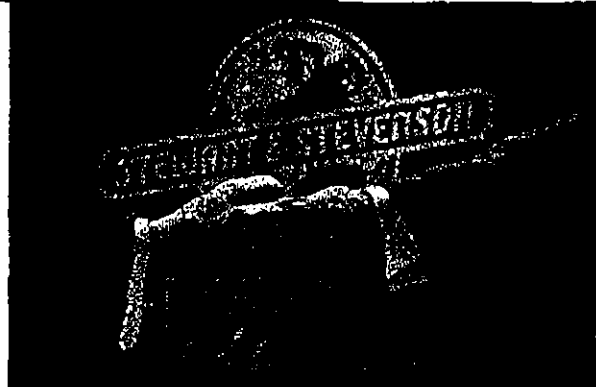
Very truly yours,

HYSTER COMPANY

Dave Hoehn

Vice-President, Sales
Counterbalanced Trucks

Stewart & Stevenson COOPER



NATIONAL FORKLIFT PROGRAM

January 11, 2001

PRESENTED BY:

**STEWART & STEVENSON SERVICES - HOUSTON, TX.
HYSTER COMPANY and HYSTER DEALER NETWORK**

DEALER REPRESENTATIVE:

Bill Kelleher- Major Account Sales.

**OFFICE PHONE #: 713-671-6315
OFFICE FAX #: 713-671-6386
MOBILE PHONE #: 713-252-9370
CONROE, TX. OFFICE #: 936-321-3583
CONROE, TX. FAX #: 936-321-8498
E-MAIL ADDRESS: B.KELLEHER@SSSS.COM
E-MAIL ADDRESS: BILLK@MCIA.COM**

**EQUIPMENT REPRESENTED:
HYSTER FORKLIFTS
AND LIFT ATTACHMENTS**

ATIONAL PROGRAM SUMMARY (CONTINUED)

Page 2

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TIONAL PROGRAM SUMMARY (CONTINUED)

Page 4

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WILL BE REVIEWED YEARLY

Proposal By Bill Kelleher

Major Account Sales

01/11/01
(date)

Excepted By John Ricci

John A. Ricci 1/12/01
Director, Commodity Sourcing Metals and
Transportation

US Co. Sites

B-Line		Bussmann		Crouse-Hinds		Lighting		Power Systems		Tentis		Wiring Devices	
Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location	Site Location	Type of Site Location
728 SW 7th Street Portland, OR 97223 (503) 620-4835	M	114 Old State Road Elgin, IL 60121-5642 (815) 394-2377	M	Myers Hulse 1130 South Val Avenue Mantoloking, NJ 08046 (201) 724-4425	M	Lumens Design 1250 Cella Square Cambridge, CA (617) 452-1522	M	Western "Power Products" 400 Parkway Avenue Mantoloking, NJ 08046 (201) 724-4425	M	Campbell Chain 8735 E. Marginal Way S. Denver, CO 80231 (303) 761-4253	SO	2028 S. Fraser Street Georgetown, SC 29442 (803) 546-2316	M
1705 Lapham Drive Modesto, CA 95354 (209) 524-5251	M	Cooper Electronic Technologies Research and Development 114 Old State Road Elgin, IL 60121-5642 (815) 414-2645	DC	1801 Farmers Avenue Aurora, IL 60018-4017 (815) 354-4585	M	Condit 4675A Holly Street Denver, CO 80218-4407 (303) 363-1822	M	Transformer Products 2315 South East Stallings Drive South Loop 224 East Neapoleone, TX 78681 (850) 569-9422	M	Campbell Chain 13780 Midway Street Centex, CA 90703 (902) 823-0100	SO	3602 W. Washington St Suite 3 Phoenix, AZ 85009 (602) 456-0363	DC
13755 Steel Blvd Reno, NV 89506-7280 (775) 877-0655	M	Customer Satisfaction/Distribution One Center Street Elgin, IL 60121-5642 (815) 527-3877	DC	Model Products 1758 Washington Street Mantoloking, NJ 08046 (201) 724-4425	M	HD Lighting 4233 Highway 61 South P.O. Box 100 Vancouver, BC V6P 1B8 (604) 836-1822	M	Kearney 4650 S. School Ave. Portland, OR 97201 (503) 521-3700	M	7037 Pleasant Drive Houston, TX 77040 (713) 462-4521	M	45-31 Court Square Long Island City, NY 11101 (718) 831-6000	DH and M
21000 East 32nd Parkway Aurora, CO 80011 (303) 375-4800	M	7300 West Wilcox Avenue Chicago, IL 60709-4782 (708) 967-4800	M	Distribution Center 1700 Blue Hills Drive, N.E. Roslindale, MA 02126-8001 (617) 883-1300	DC	400 Busse Road Ea. Grove Village, IL 60007-2195 (815) 956-9400	M	Transformer Products 100 Industrial Parkway Lumberton, MS 39455-9402 (601) 798-4255	M	Campbell Chain 3373 Rauch Street Houston, TX 77024-1311 (713) 873-5963	SO	Arrow Hart Wiring Devices 81 Creeley Road Brunswick, ME 04011 (207) 729-4734	M
4000 Marshall Street Shawnee, TX 75089 (817) 813-1746	M	3601 Quantum Blvd Boynton Beach, FL 33426 (561) 752-6000	M	Quail House Country Club Road Meadowlands, PA 15347 (724) 225-7333	M	Fak-Safe Lighting 8721 W. 7th Street Bedford Park, IL 60639 (708) 924-6100	M	Composites 1045 Midway Street Pewaukee, WI 53072-3792 (262) 691-0070	M	1525 North Thorndale Street Greenville, MS 38703 (601) 335-2351	M	5910 Long Creek Park Drive Suite S Charlotte, NC 28289 (704) 566-1970	DC
500 West Monroe Street Highland, IL 62249 (618) 654-2184	DH and M	1000 Champaign Road Black Mountain, NC 28711-2547 (828) 699-5462	M	Wolf & 7th North Streets Syracuse, NY 13221-6950 (315) 477-1000	M	4 Hummingbird Lane Erie, PA 16502 (814) 861-5761	M	Distribution Switchgear 2505 Main Avenue South Plainfield, NJ 07080-3220 (609) 762-1200	M	Campbell Chain 12223 S. Lorraine Avenue Chicago, IL 60628-3129 (708) 366-8000	SO		
818 Lyons Drive Troy, IL 61829 (618) 687-4779	M	210 Oak Trail Goldboro, NC 27530-7167 (919) 734-3800	M	Airport Lighting Products 1200 Kennedy Road Whitaker, CT 06095 (860) 883-4300	M	Medison Lighting 1101 Southern Road Americus, GA 31709 (912) 924-4000	M	Distribution Switchgear 11131 Adams Road Franksville, WI 53126-8028 (262) 595-2621	M	2138 Second Avenue S.W. Cullman, AL 35055 (256) 734-8363	M		
6658 Corners Industrial Court Norcross, GA 30062 (770) 447-6303	M		M	4115 S. Second Street May 19 Elkhart, IN 46506 (219) 937-5210	M	Transformer Products 1908 E. North Street Waukegan, WI 53186-3600 (262) 547-1251	M	763 West Stewart Street Dayton, OH 45409 (603) 222-7871	M		M		
				Pretec	M	Transformer Products	DH and M	800 Dullance Avenue	M				

B-Line	Bussmann	Crouse-Hinds	Lighting	Power Systems	Tools	Winth...
Highway 41 South P.O. Box 166 Preston, CA 91024 (912) 628-2155				2300 Budget Drive Waukegan, WI 53186-9951 (262) 547-3646	Holmes, OH 43526 (419) 542-7711	
Regent Lighting 2011 Larkins Drive Dorchester, MA 01922 (508) 256-2411			DC	Transformer Products 1316 Lincoln Avenue Waukegan, WI 53186 (262) 547-3300	M	M
Alle, Inc. 57-47 47th Street Manhasset, NY 11379 (718) 487-4394			M	Capacitor Products 1520 Emerald Road Greenwood, SC 29646 (804) 223-2311	M	M
Nico-Ray 537 Johnson Avenue Brooklyn, NY 11237 (718) 456-7460			M	Components 80 North Burton Street East Stroudsburg, PA 18041-0497 (610) 416-2500	M	DI and M
Shaper Lighting 1141 Marina Way S Richmond, CA			M	Components 1840 Dugan Road Olean, NY 14760-0068 (716) 375-7100	M	M
					Weller 815 State Road Pawnee, OK 73070 (843) 537-5107	M
					3535 Glenwood Avenue Raleigh, NC 27612 (919) 781-7200 (919) 302-7511	Administrative Office
					Cooper Tools (plain) Lufkin Road Apex, NC 27502 (919) 387-0098	M
					Forced Products 3012 Mason St. Morris, NC 28110 (704) 286-8408	M
					Campbell Chain 3900 East Market Street York, PA 17402-3709 (717) 755-2833	M
					Nicholson Distribution Center 3990 East Market Street York, PA 17402-3709 (717) 757-1640	DC
					45 Cleveland Street Corliss, NY 13045 (807) 786-2321	M

March 1, 2001

TO: ALL HYSTER DEALER PRINCIPALS AND SALES MANAGERS

SUBJECT: DEALER MAJOR ACCOUNT LETTER OF AGREEMENT

This letter is to confirm a formal Dealer Major Account Agreement between **Cooper Industries and Affiliated Partners and Stewart & Stevenson Services, Houston**, which is responsible for administering the account.

Through this agreement Hyster Company is extending our most favorable "National Account" equipment pricing with provisions for both Stewart & Stevenson and the delivering dealers. The latter will be responsible for supporting the equipment after the sale.

Stewart & Stevenson Services, Houston, Texas 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 Stewart & Stevenson office in Houston, Texas. Cooper Industries will be responsible for informing their plant locations of this agreement. Any questions concerning this account should be directed to Bill Kelleher at (713) 671-6315.

Very truly yours,

HYSTER COMPANY



Dave Hoehn

Vice President, Counterbalanced Equipment

Cc: Bill Kelleher – Stewart & Stevenson, Houston, TX
Rod Hornor – Hyster Company

Name	Division	Work Phone	Mobil Phone	Fax Number	E-Mail Address
Division - Sourcing					
Brian Biittner	Crouse-Hinds	(315) 477-5127		(315) 477-5555	Brian.biittner@crouse-hinds.com
Rich Ruedin	Bussmann	(636) 527-1290		(636) 527-1469	RRuedin@buss.com
Mark Berlin	Lighting	(770) 486-4792		(770) 486-4402	Mberlin@cooperlighting.com
Mike Kline	Power Systems	(262) 524-4414		(262) 691-1148	Mkline@cooperpower.com
David Evans	Menvier	011-44-1295-755202		011-44-1295-272453	David.Evans@coopermenvier.co.uk
Phil Hanna	Wiring Devices	(718) 361-4828		(718) 482-0160	Phanna@eagle-electric.com
Dave Schwind	B-Line	(618) 654-9154		(618) 654-6029	dschwind@sial.com
Jay Rojek	Cooper Tools	(803) 951-7555		(803) 951-7572	Rojekj@cooperpowertools.com

Division IT Leaders					
Bob Pilecki	Crouse-Hinds	(315) 477-5354		(315) 477-5717	Bob.Pilecki@crouse-hinds.com
Byron Escobar	Bussmann	(636) 527-1647		(636) 627-1482	Bescobar@buss.com
Gary Walcott	Lighting	(847) 806-3700		(847) 806-3760	Gwalcott@cooperlighting.com
Gary Miller	Power Systems	(262) 524-3330		(262) 513-5181	Gmiller@cooperpower.com
Vic Toplisek	Menvier	011-44-1295-755216		011-44-1295-272453	Vic.Toplisek@coopermenvier.co.uk
Will Sprang	Power Tools	(803) 951-7504		(803)	Sprangw@cooperpowertools.com

Division IT					
Rick Bono	Crouse-Hinds	(315) 477-5735		(315) 477-5717	Rick.Bono@crouse-hinds.com
Dick Galarneau	Airport Lighting	(860) 683-4360		(860) 683-4354	Richard.galarneau@crouse-hinds.com
Alejandra Ramirez	C-H Domex	011-52-5-686-3749		011-52-5-804-4099	Chd_alejandra@ibm.net
Jim Organ	Bussmann	(636) 527-1324		(636) 527-1482	Jorgan@buss.com
Jim Hebein	Cooper Lighting	(847) 806-3843			Jhebein@cooperlighting.com
Mike Gieringer	Power Systems	(262) 524-4613		(262) 524-4565	Mgieringer@cooperpower.com
Ed Strube	Power Tools	(803) 951-7505		(803) 951-7578	Strubee@cooperpowertools.com
Ron Farrow	Cooper Tools	(919) 387-2781		(919) 387-9200	Ron.Farrow@coopertools.com



NATIONAL FORKLIFT PROGRAM

January 11, 2001

PRESENTED BY:

**STEWART & STEVENSON SERVICES - HOUSTON, TX.
HYSTER COMPANY and HYSTER DEALER NETWORK**

DEALER REPRESENTATIVE:

Bill Kelleher- Major Account Sales.

OFFICE PHONE #: 713-671-6315

OFFICE FAX #: 713-671-6386

MOBILE PHONE #: 713-252-9370

CONROE, TX. OFFICE #: 936-321-3583

CONROE, TX. FAX #: 936-321-8498

E-MAIL ADDRESS: B.KELLEHER@SSSS.COM

E-MAIL ADDRESS: BILLK@MCA.COM

EQUIPMENT REPRESENTED:

**HYSTER FORKLIFTS
AND LIFT ATTACHMENTS**

NATIONAL PROGRAM SUMMARY (CONTINUED)**Page 2****PROGRAM OBJECTIVE:**

1. PROVIDE COOPER INDUSTRIES AND AFFILIATED PARTNERS WITH A SINGLE NATIONAL SUPPLIER SOURCE FOR THE ABOVE MENTIONED EQUIPMENT.

2. PROVIDE TURNKEY - TYPE SERVICE THAT INCLUDES:

- TAILOR SPECIFIED EQUIPMENT AND ACCESSORIES
- STANDARDIZED PRICING / QUOTE LEGWORK
- HANDLING ALL LOCATIONS COMMUNICATION NEEDS WITH SPECIFICATIONS AND SERVICE RELATED ISSUES WITH LOCAL HYSTER DEALERS
- SETTING UP ALL COMMUNICATION LINES BETWEEN HYSTER DEALER PERSONNEL AND COOPER OPERATIONS FOR PARTS AND SERVICE
- STRATEGIC STOCK PROGRAM BY STEWART & STEVENSON IN HOUSTON FOR EQUIPMENT THAT IS PRE-ORDERED AND TAILORED AROUND COOPER SPECIFICATIONS AND IS READILY AVAILABLE AT COOPER'S REQUEST DATES.

(ONLY A HANDFULL OF U.S. LIFT TRUCK DEALERS HAVE THE FINANCIAL CAPABILITY TO OFFER THE ABOVE.)

3. PLANNED EQUIPMENT REPLACEMENT PROGRAM THAT:

REDUCES OBSOLETE EQUIPMENT AND "DEAD" ASSETS, REDUCES UNNECESSARY MAINTENANCE COSTS BEING SPENT ON OUTDATED, UNPRODUCTIVE EQUIPMENT, AND INCREASES COOPER PRODUCTIVITY WITH THE "UP-TIME" ADVANTAGES THAT NEWER UNITS BRING.

-HELP DEVELOP A TRACKABLE FLEET MANAGEMENT PROGRAM THROUGH A NATIONAL FULL MAINTENANCE OR PERIODIC MAINTENANCE SERVICES PROGRAM.

ATIONAL PROGRAM SUMMARY (CONTINUED)

Page 4

VARIANCES PER REGION:

1. FREIGHT COSTS FROM FACTORY TO DEALERS
2. INSTALLATION LABOR RATES PER DEALER
FOR DEALER INSTALLED ITEMS
3. SPECIFICATION VARIANCES PER DC AND RDC'S
4. ATTACHMENT FREIGHT TO DEALERS

MAINTENANCE PROGRAMS:

1. P.M. MAINTENANCE: QUOTED PER UNIT PER REGION BY DEALER
2. FULL PARTS AND LABOR MAINTENANCE:

QUOTED BY STEWART AND STEVENSON IN CONJUNCTION WITH
EACH LOCAL SERVICING DEALER

ITEMS NECESSARY TO QUOTE EACH UNIT CONSISTS OF THE
FOLLOWING:

1. ACCURATE USAGE HOURS PER YEAR.
2. LENGTH TERM OF LEASE
3. OPERATING CONDITIONS
4. APPLICATION SURVEY FORM MUST BE
FILLED OUT AND SIGNED BY AN
AUTHORIZED COOPER PLANT MGR.

AGREEMENT:

THIS AGREEMENT IS EVERGREEN AND CAN BE CANCELLED BY EACH PARTY WITH A 30
DAY WRITTEN NOTICE.

PRICING:

WILL BE REVIEWED YEARLY

Proposal By Bill Kelleher


Major Account Sales

01/11/01
(date)

Excepted By John Ricci


Director, Commodity Sourcing Metals and
Transportation

Home Phone: 936.321.3583
Home Fax: 936.321.8496
HOUSTON OFFICE
PHONE 713.671.6315
FAX 713.671.6386

**STEWART &
STEVENSON**

Fax

To: Dave Hoehn	From: Bill Kelleher
FAX: 252-931-5682	Date: 02-20-01
Phone: 252-931-5692	Page's 4
CO: Cooper Industries	CC:
☐ Urgent ☒ for Review ☐ Please Comment ☐ Please Reply ☐ Please Recycle	

Good morning Dave

Attached is more information on Cooper . I will send you location list as soon as I receive.

**List of Companies: COOPER B-LINE, COOPER BUSSMANN, COOPER CROUSE-HINDS,
COOPER LIGHTING, COOPER MENVIER, COOPER POWER SYSTEMS, COOPER WIRING
DEVICES, COOPER TOOLS AND EAGLE ELECTRIC.**

If you have any questions please call us 936-321-3583.

Thank You

Bill Kelleher

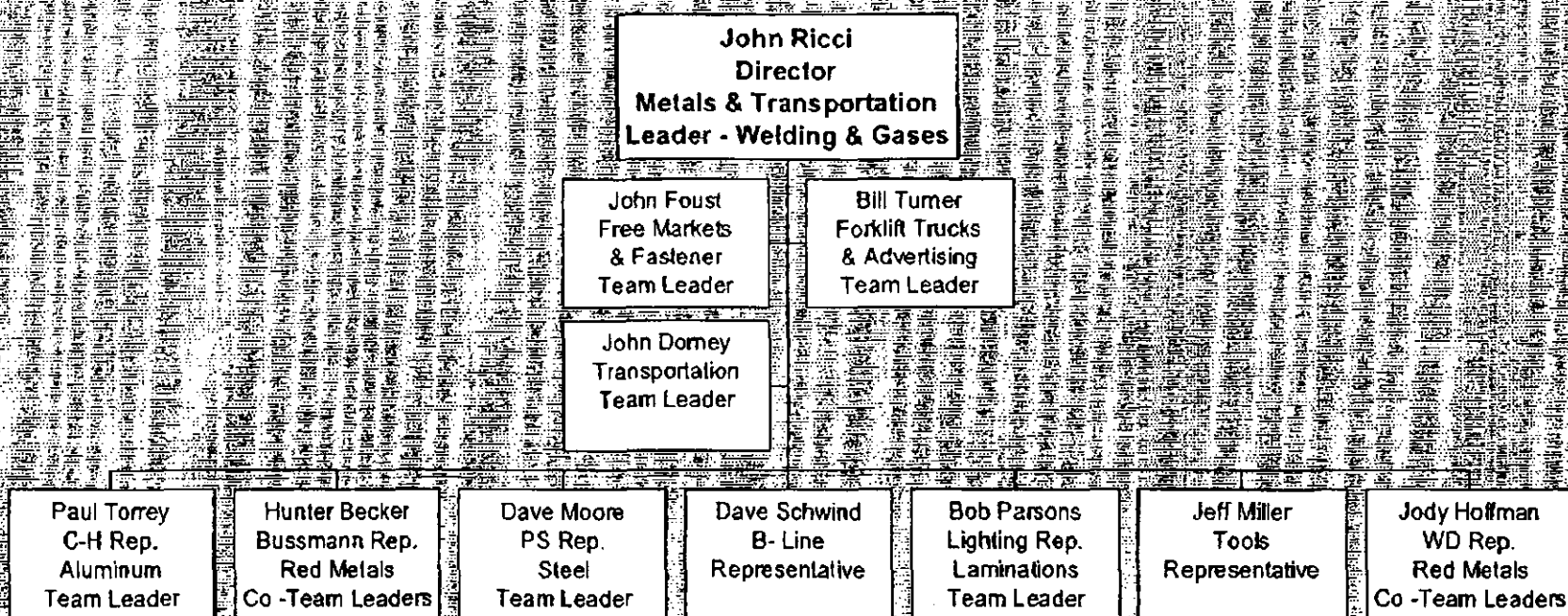
Name	Division	Work Phone	Mobil Phone	Fax Number	E-Mail Address
<i>Division - Sourcing</i>					
Brian Biittner	Crouse-Hinds	(315) 477-5127		(315) 477-5555	Brian.biittner@crouse-hinds.com
Rich Ruedin	Bussmann	(636) 527-1290		(636) 527-1469	RRuedin@buss.com
Mark Berlin	Lighting	(770) 486-4792		(770) 486-4402	Mberlin@cooperlighting.com
Mike Kline	Power Systems	(262) 524-4414		(262) 691-1148	Mkline@cooperpower.com
David Evans	Menvier	011-44-1295-755202		011-44-1295-272453	David.Evans@coopermenvier.co.uk
Phil Hanna	Wiring Devices	(718) 361-4828		(718) 482-0160	Phanna@eagle-electric.com
Dave Schwind	B-Line	(618) 654-9154		(618) 654-6029	dschwind@sial.com
Jay Rojek	Cooper Tools	(803) 951-7555		(803) 951-7572	Rojekj@cooperpowertools.com

<i>Division IT Leaders</i>					
Bob Pilecki	Crouse-Hinds	(315) 477-5354		(315) 477-5717	Bob.Pilecki@crouse-hinds.com
Byron Escobar	Bussmann	(636) 527-1647		(636) 627-1482	Bescobar@buss.com
Gary Walcott	Lighting	(847) 806-3700		(847) 806-3760	Gwalcott@cooperlighting.com
Gary Miller	Power Systems	(262) 524-3330		(262) 513-5181	Gmiller@cooperpower.com
Vic Toplisek	Menvier	011-44-1295-755216		011-44-1295-272453	Vic.Toplisek@coopermenvier.co.uk
Will Sprang	Power Tools	(803) 951-7504		(803)	Sprangw@cooperpowertools.com

<i>Division IT</i>					
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Jim Hebein	Cooper Lighting	(847) 806-3843			Jhebein@cooperlighting.com
Mike Gieringer	Power Systems	(262) 524-4613		(262) 524-4565	Mgieringer@cooperpower.com
Ed Strube	Power Tools	(803) 951-7505		(803) 951-7578	Strubee@cooperpowertools.com
Ron Farrow	Cooper Tools	(919) 387-2781		(919) 387-9200	Ron.Farrow@coopertools.com



Commodity Teams



2.2 Organization Chart

