



**HYSTER
COMPANY**

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June 14, 1999

TO: CERTAIN HYSTER DEALERS

FROM: ROBERT HOUSTON

SUBJECT: Dealer Major Account – VBS with Cooper T. Smith Stevedoring

VBS has entered into a formal Dealer Major Account Agreement with Cooper T. Smith Stevedoring. You should have or will be contacted by VBS to identify this account's locations in your area.

Through your development of brand preference at the local level and VBS efforts at the corporate level, this should be a very rewarding partnership.

If you have any questions, please contact Ron Sparrow, the Account Manager, Steve Hawks, VBS Sales Manager, or me.

Yours truly,

HYSTER COMPANY

Division Sales Manager
Eastern Division

Robert Houston

cc: George Marshall
Julie Baum
Dave Hoehn
Regional Sales Managers