



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

January 4, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: CORRUGATED SUPPLIES COMPANY

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Corrugated Supplies Company and Alta Equipment Company– Itasca, Illinois 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.

Alta Equipment Company – Itasca, Illinois 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 Alta Equipment Company office in Itasca, Illinois. Corrugated Supply Company 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 July 14, 2013.

If you have any questions concerning this account, please contact Ronald Myers (630) 966-0450, or email him at ronald.myers@altaequipment.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Ronald Myers, Alta Equipment Company

CONFIDENTIAL MATERIAL

FOR USE BY NMHG EMPLOYEES AND AUTHORIZED
NMHG DEALERS ONLY. DO NOT COPY OR
DISTRIBUTE.





Phone (708) 547-7300
Fax (708) 544-8782
www.altaequipment.com

Mr. John Schweiner
Corrugated Supplies Company, LLC
5043 W. 67th Street
Chicago, IL 60638

July 14th, 2010

SUBJECT: DEALER MANAGED NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear John,

We are pleased to prepare this Letter of Agreement establishing a formal Dealer Managed National Account Agreement between Corrugated Supplies Company, LLC, and Alta Equipment Company, whose responsibility is to administer this Agreement. We feel confident that our quality products and our network of exclusive Hyster Dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a continued and mutually successful partnership with Corrugated Supplies Company, LLC.

Through this Agreement, Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer Alta Equipment Company, and for the Hyster Dealers who will be responsible for delivering and maintaining your equipment after the point of sale for the term of the individual contracts.

Administratively, all orders for Hyster equipment will be placed centrally through Corrugated Supplies Company, LLC Corporate Office in Chicago, IL directly to Alta Equipment Company with Mr. Ronald Myers being the responsible Major Account Manager.

ALTA EQUIPMENT COMPANY / HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster Dealer locations with Corrugated Supplies Company, LLC facilities in their respective service areas of this Agreement.
- To provide these Hyster Dealer locations with the local Corrugated Supplies Company, LLC management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Corrugated Supplies Company, LLC with the best-coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Corrugated Supplies Company, LLC locations with the appropriate Hyster Dealer locations.

CORRUGATED SUPPLIES COMPANY, LLC RESPONSIBILITIES

- To advise all local Corrugated Supplies Company, LLC management teams of this Agreement, with copies to Alta Equipment Company.
- To provide Alta Equipment Company with timely and accurate information related to equipment needs, delivery locations, and delivery requirements.





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 Fax (708) 544-9782
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Hyster Company and the Hyster Dealer Network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually successful partnership with Corrugated Supplies Company, LLC.

Yours Truly,

Ronald Myers
 Major Accounts Executive

AGREED TO BY:

John Schweiner Corrugated Supplies Company, LLC	Ronald Myers Major Accounts Executive
	Jay McNichols Sales Manager



**Corrugated Supplies Company Locations:****Headquarters:**

5043 W. 67th Street
Bedford Park, IL 60638
Phone: (708) 458-5525

and its two affiliated plants:

CSC-Indiana, LLC

2190 Summit Street
New Haven, IN 46774
Phone: (260) 493-7255

RusCorr, LLC

64 Walnut Street Northwest
Cullman, AL 35055
Phone: (256) 735-0004

Hyster Dealers:**Alta Equipment Company**

625 District Drive
Itasca, IL 60143
Tel: (708) 547-7300

Bohl Equipment Company

1930 Lakeview Drive
Fort Wayne, IN 46808
Tel: (260) 436-2325

Barloworld Handling - West Division (Alabama)

3024 6th Ave. SE
Decatur, AL 35603
Tel: (256) 355-3226