



## **HYSTER COMPANY**

*Americas Division*

August 27, 2007

**TO:** CERTAIN DEALER PRINCIPALS AND SALES MANAGERS  
**FROM:** TOM SAPUTO, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA  
**SUBJECT:** DOLE FRESH VEGETABLES, INC.

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Dole Fresh Vegetables, Inc. and Pape' Material Handling – Salinas, 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.

Pape' Material Handling – Salinas, 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 Pape' Material Handling office in Salinas, California. Dole Fresh Vegetables, 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 May 10, 2010.

If you have any questions concerning this account, please contact Scott Golding, Major Account Manager at (831) 212-1340 or e-mail [sgolding@papemh.com](mailto:sgolding@papemh.com).

Sincerely,

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

TS/wgw

c: Scott Golding, Pape' Material Handling  
Dennis Brown, Pape' Material Handling  
Barry Larrain, Hyster Company



**MATERIAL  
HANDLING**

May 10, 2007

Mr. Harry Qualls  
Dole Fresh Vegetables, Inc.  
315 Neponset Road  
Marina, CA 93933

**SUBJECT: DEALER MANAGED NATIONAL ACCOUNT**

Dear Harry,

This letter is to confirm a Dealer Managed National Account Agreement between Dole Fresh Vegetables, Inc., Hyster Company, and Papé Material Handling. Papé Material Handling is responsible for administering this account agreement of behalf of Hyster Company and its dealers.

Through this agreement, Hyster Company is extending the most favorable levels of equipment pricing with provision for both the administering dealer (Papé Material Handling) and for local dealers, which will be responsible for delivering and supporting the equipment during the term of this agreement.

The Dealer Managed National Account Agreement will expire in three (3) years from the date of the agreement. Discounts from list price will be applied to each order placed for product delivery within the United States, Mexico, and Canada. Hyster Company reserves the right to increase its list prices without prior notice to Dole Fresh Vegetables, Inc.

All orders will be forwarded to Papé Material Handling - Salinas, CA. Scott Golding, Major Account Manager, will be responsible for their timely placement with the factory; and coordination within the Hyster dealer network for delivery and installation of new Hyster equipment to all Dole Fresh Vegetables, Inc. locations throughout North America and Mexico.

559-487-1160  
fax 559-495-4646  
www.papemh.com

Papé Material Handling, Inc.  
3732 S. Bagley Avenue  
Fresno, CA 93725

**IR Ingersoll Rand.****Genie.**

Combilift Mariotti Multiton Sellick Bobcat

**MATERIAL  
HANDLING**

It will be the responsibility of Dole Fresh Vegetables, Inc. to advise its locally affected management of this agreement and to provide the major account manager and Papé Material Handling with the address of all plant locations, equipment needs and a point of contact at each location. This information is necessary to ensure that the delivering/servicing dealers are prepared to support the equipment.

Papé Material Handling, Hyster Company, and its exclusive dealers appreciate the confidence you have shown in us and we will endeavor to exceed your expectations. Please contact Scott Golding or Dennis Brown with any questions or comments regarding this agreement.

We look forward to a continuing partnership with Dole Fresh Vegetables, Inc.

Sincerely,

Dennis Brown  
General Manager  
Papé Material Handling

cc: Scott Golding – Papé Material Handling  
Brian Harris – Papé Material Handling  
Tom Saputo – Hyster Company

**SEE ATTACHED SIGNATURE PAGE.**





**MATERIAL  
HANDLING**

*TOM SAPOTO  
LEAH HARRIS*

Agreed to by:

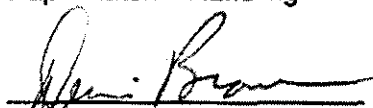
  
Mr. Harry Qualls

Dole Fresh Vegetables, Inc.

6-20-07  
Date

  
Mr. Scott Golding  
Papé Material Handling

6-19-07  
Date

  
Mr. Dennis Brown  
Papé Material Handling

8/16/2007  
Date

Contact Information:

Scott Golding:  
(831) 212-1340  
[sgolding@papemh.com](mailto:sgolding@papemh.com)

Dennis Brown  
(559) 495-4602  
[dwbrown@papemh.com](mailto:dwbrown@papemh.com)

559-487-1160  
fax 559-495-4646  
[www.papemh.com](http://www.papemh.com)

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 Ingersoll Rand.

**Genie.**

Combilift   Mariotti   Mulliton   Seilick   Bobcat



DOLE FRESH VEGETABLES, INC.

## LOCATIONS

Monterey, CA (HQ)

### Operations:

- Marina, CA
- Soledad, CA
- Gonzales, CA
- Yuma, AZ (Seasonal of Soledad)
- Bessemer City, NC (Barloworld)
- Ocean View Farms (Oxnard Seasonal)
- Huron, CA
- Salinas, CA (Not in current operation)
- Brawley, CA (Not in current operation)