



HYSTER COMPANY

Americas Division

September 9, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, VICE-PRESIDENT, SALES – EASTERN REGION

SUBJECT: EXOPACK

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been executed between Exopack, an industry leader in flexible packaging solutions and film coatings, and Mid-State Industrial Services, Inc. who will be responsible for administering the account.

Exopack has 18 strategically located production facilities positioned across North America and the United Kingdom. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer network.

Mid-State Industrial Services, Inc. and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Mid-State Industrial Services, Inc. will be solely responsible for placing orders and coordinating the delivery and installation of all new equipment. Exopack will be responsible for informing their locations of this agreement.

The renewal agreement will expire in three (3) years from the date of the attached agreement which will be August 6, 2012.

If you have any questions concerning this account, please contact Brad Monica, Account Manager at (269) 965-3317, fax number (269) 965-1887, or his e-mail address bmonica@midstateindustrial.com.

Sincerely,

Van Clarkson, Vice-President, Sales
Eastern Region

C: Brad Monica, Mid-State Industrial Services, Inc.
Bill Jennings, Mid-State Industrial Services, Inc.





Exopack
6120 Stadium Drive, Suite 400
Kalamazoo, MI 49009

Mr. Frank Arcioni:

SUBJECT: HYSTER DEALER MANAGED NATIONAL ACCOUNT AGREEMENT

Mid-State Industrial Services, Inc. (MSI) is pleased to present this Letter of Agreement in establishing a formal Dealer Managed National Account between Exopack and MSI. MSI's sole responsibility will be to administer and coordinate all sales of new Hyster products to Exopack locations nationwide.

Hyster Company has extended most favorable Dealer Managed National Account level pricing, with provisions for the administering dealer MSI, and for the participating Hyster dealers who will be responsible for delivering and maintaining your new Hyster equipment after the delivery date for each new sale.

All Hyster equipment orders will be placed centrally through the Exopack - Kalamazoo, Corporate Procurement office directly to MSI with Brad Monica being the sole point of contact as for all new Hyster products.

I. MSI/HYSTER RESPONSIBILITIES

- a. Inform all participating Hyster dealers with the current and future Exopack locations in their current territories. - Including location address and point of contact information.
- b. To supply discount levels and all quotes to participating Hyster dealers in a timely fashion so quotes can be delivered to Exopack locations nationwide and locally to Exopack - Kalamazoo, Michigan.
- c. Help coordinate the delivery and implementation of all new Hyster equipment through participating Hyster dealers on all new orders of Hyster equipment.

II. EXOPACK RESPONSIBILITIES

- a. To supply MSI with all yearly Request for Quotation (RFQ) requirements. - Including specified requirement options, delivery locations, and delivery requirements.
- b. Advise and inform all Exopack nationwide locations of this Dealer Managed National Account.
- c. Supply a complete listing of all Exopack locations, which will be distributed to the Hyster Dealer Network.
- d. Supply a purchase order for all equipment to be placed from the Kalamazoo headquarters.

Sincerely Yours,

Brad Monica
Mid-State Industrial

ACCEPTED BY:

	
Mr. Frank Arcioni - National Fleet Buyer	Brad Monica - Mid-State Industrial
8/6/09	8/6/09
Date	Date

Mid-State Industrial Services, Inc.

1601 Hults Street, Eaton Rapids, Michigan 48827 • 517-663-2106 • 517-663-8464 (fax)

Lansing/Jackson, Michigan • Battle Creek/Kalamazoo, Michigan • Grand Rapids, Michigan • South Bend/Elkhart, Indiana

**Coatings Facilities**

Matthews
700 Crestdale Road
Matthews, NC 28106
800.688.9171

Wrexham
Ash Road North
Wrexham Industrial Estate
Wrexham, UK LL13 9UF
011.44.1978.660.241

Paper Facilities

Hazleton
3 Maplewood Drive
Hazle Township, PA 18202
570.384.4674

Spartanburg, SC
345 Cedar Springs Avenue
Spartanburg, SC 29302
864.596.7300

Tifton
390 Southwell Boulevard
Tifton, GA 31794
229.388.6600

Seymour
2200 D Avenue East
Seymour, IN 47274
812.522.6868

Sibley
1400 Chase Boulevard
Sibley, IA 51249
712.754.3613

Hanford
10801 Iona Avenue
Hanford, CA 93230
559.585.2040

Plastic Facilities

Thomasville
1308 Blair Street
Thomasville, NC 27360
336.476.3131

Newmarket
175 Deerfield Road
Newmarket, Ontario CN L3Y-2L8
905.895.2308

Exopack Performance Films
201 South Blair Street
Whitby, Ontario L1N 5S6
866.750.0228

Concord
300 Spinnaker Way
Concord, ON L4K 4W1
905.761.7040

Griffin
1301 Arthur K. Bolton Parkway
Griffin GA 30223
770.227.4573

Albany
1801 Oakhaven Drive
Albany GA 31701
229.435.4777

Battle Creek
155 Brook Street
Battle Creek MI 49017
269.964.7137

Tomah
501 Williams Street
Tomah, WI 54660
608.372.2153

Longview
900 Jordan Valley Road
Longview, TX 75604
903.759.8494

Ontario
5601 Santa Ana Street
Ontario, CA 91761
909.690.8866

Fleet Office/Purchasing

6120 Stadium Drive
Kalamazoo, MI 49009

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