



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
1 General Letter Book 2
Greenville, NC 27834

September 21, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: BOB HOUSTON, VICE-PRESIDENT, SALES – CENTRAL REGION
SUBJECT: GREDE FOUNDRIES, INC.

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Grede Foundries, Inc. and MEE Material Handling – Milwaukee, Wisconsin who is responsible for administering the account.

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

MEE Material Handling – Milwaukee, Wisconsin 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 MEE Material Handling office in Milwaukee, Wisconsin. Grede Foundries, Inc., will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in three years from the date of this agreement which will be September 19, 2009.

If you have any questions concerning this account, please contact Matt Sagorac, General Sales Manager on his cell at (920) 716-2757 or e-mail him at msagorac@meelift.com.

Sincerely,

Robert A. Houston, Vice-President, Sales
Central Region

RAH/wgw

Cc: Matt Sagorac, MEE Material Handling
James C. Bolton, Grede Foundries, Inc.
Gary Cutsy, Hyster Company



MATERIAL HANDLING
AND
INDUSTRIAL EQUIPMENT



MEE MATERIAL HANDLING L.L.C.

SALES - RENTALS - SERVICE - PARTS - LEASING

11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2294 / PHONE 414-355-5300 / 800-242-8452

BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-768-5521 / 800-242-8452

BRANCH: MADISON, WISCONSIN / PHONE 608-273-1234 / WI 600-238-9885 / IL 800-992-0292

BRANCH: SHEBOYGAN, WISCONSIN / PHONE 920-452-6145

BRANCH: ROCKFORD, ILLINOIS / PHONE 815-398-5880 / 800-992-0292

Website: www.meehlift.com



19-Sep-06

GREDE FOUNDRIES, INC.
P.O. Box 28499
Milwaukee, WI 53226-0499

Mr. James C. Bolton

SUBJECT: HYSTER DEALER MANAGED NATIONAL ACCOUNT AGREEMENT

MEE is pleased to present this Letter of Agreement in establishing a formal Dealer Managed National Account Agreement between GREDE FOUNDRIES INC., and MEE Material Handling. MEE Material Handling's sole responsibility will be to administer and coordinate all sales of new Hyster products to GREDE FOUNDRIES INC. locations nationwide.

Hyster Company has extended most favorable Dealer Managed National Account level pricing, with provisions for the administering dealer MEE Material Handling, 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 GREDE FOUNDRIES INC. - Milwaukee, WI Division directly to MEE Material Handling with Matthew Sagorac being the sole point of contact as General Sales Manager. Email: msagorac@meehlift.com or Mobile #: 920.716.2757

I. MEE MATERIAL HANDLING/HYSTER RESPONSIBILITIES

- a. Inform all participating Hyster dealers with the current and future GREDE FOUNDRIES INC. warehouse/stores in their current territories.
- including store 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 GREDE FOUNDRIES INC. locations nationwide and locally to GREDE FOUNDRIES INC. - Milwaukee, WI Division.
- c. Help coordinate the delivery and implementation of all new Hyster equipment through participating Hyster dealers on all new orders of Hyster equipment.

II. GREDE FOUNDRIES INC. RESPONSIBILITIES

- a. To supply MEE Material Handling with all yearly Request for Quotation (RFQ) requirements.
-including specified requirement options, delivery locations, and delivery requirements
- b. Advise and inform all GREDE FOUNDRIES INC. nationwide locations of this Dealer Managed National Account Agreement and its terms.
- c. Supply a complete listing of all GREDE FOUNDRIES INC. Warehouse/DC and Store locations, which will be distributed to the Hyster Dealer Network.

Sincerely Yours,

Matthew L. Sagorac
General Sales Manager

ACCEPTED BY:

James C. Bolton - Supplier Management & Development	Matthew L. Sagorac - General Sales Manager
Date	Date

Grade Plants and Locations:

Liberty

8432 West State Street

Wauwatosa, WI 53213-2910

Mark Kowalski 414-479-8271

Vassar

700 E. Huron Avenue

Vassar, MI 49801-5594

Valerie Turner 889-823-7448

Iron Mountain

801 S Carpenter Avenue

Kingsford, MI 49801-5594

Dick LaLonde 906-779-0320

Reedsburg

700 Ash Street

Reedsburg, WI 53959-2134

Ed Hanks 608-524-9585 (or)

Cathy Andres 608-524-8581

Greenwood

711 W. Alexander Street

Greenwood, SC 29648

Frank Mummert 864-388-2214

Wichita

805 East Boston

Wichita, KS 67211-3314

Connie Beals 318-337-9383

New Castle

2700 E. Plum Street

New Castle, IN 47362-3099

Sherrie Clemens 765-593-3313

St Cloud

5200 Foundry Circle

St Cloud, MN 56303

Chris Herda 320-202-3815