



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Jaime McNeill
Discount Administrator
Hyster Company, Greenville, NC

December 11, 2001

TO: CERTAIN HYSTER DEALER PRINCIPALS AND SALES MANAGERS
FROM: DAVE HOEHN, VICE PRESIDENT SALES, COUNTERBALANCED TRUCKS
SUBJECT: THE HON COMPANY

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between The HON Company and M.H. Equipment, 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.

M. H. Equipment 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 M. H. Equipment's office in Peoria, IL. The HON Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact John Wieland at (309) 686-4024.

Sincerely,

HYSTER COMPANY

Vice President, Sales
Counterbalanced Trucks

Dave Hoehn

cc: John Wieland, M. H. Equipment
Rod Hornor, Hyster Company

Enclosure(s)



THE HON COMPANY
200 OAK STREET
MUSCATINE, IOWA 52761-0071
a HON INDUSTRIES company
PHONE 319-264-7073
FAX 319-264-7639

Kelly Foglesong
Hon Transportation
email: foglesongk@honcompany.com

Dear John,

Listed below are the locations that will be involved in the Hyster national account.

The HON Company
Muscatine Warehouse
200 Oak Street
Muscatine, IA 52761

The HON Company
Florence Plant
6400 County Road 200
Florence, AL 35633

The HON Company
Cedartown Plant
907 West Ave
Cedartown, GA 30125

The HON Company
Richmond Plant
11200 Old Stage Road
Chester, VA 23836

The HON Company
L.A. South Gate Plant
2323 East Firestone Blvd.
South Gate, CA 90280

The Gunlocke Company
One Gunlocke Drive
Wayland, NY 14572

If you have any questions please feel free to contact me.

Thanks,

Kelly