



HYSTER COMPANY

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

December 22, 2010

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: MENASHA

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between MENASHA and MEE Material Handling – Milwaukee, Wisconsin 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.

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 sheet are to be placed through MEE Material Handling office in Milwaukee, Wisconsin. MENASHA 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 November 1, 2013.

If you have any questions concerning this account, please contact Matthew Sagorac (920) 716-2757, or email him at msagorac@meelift.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Matt Sagorac, MEE Material Handling

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MEE MATERIAL HANDLING L.L.C.

SALES - RENTALS - SERVICE - PARTS - LEASING
11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2284 / PHONE 414-363-2300 / 800-242-6482
BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-705-6621 / 800-242-6315
BRANCH: SHEBOYGAN, WISCONSIN / PHONE 920-452-6146
BRANCH: BELLEVILLE, ILLINOIS / 800-242-6482

Website: www.meelift.com



1-Nov-10

MENASHA
1845 Bergstrom Road
Neenah, WI 54957 - 2500

Rick Calhoun

SUBJECT: HYSTER DEALER MAJOR ACCOUNT AGREEMENT

MEE is pleased to present this Letter of Agreement in establishing a formal Dealer Major Account Agreement between MENASHA, and MEE Material Handling. MEE Material Handling's sole responsibility will be to administer and coordinate sales of new Hyster products to MENASHA locations nationwide. The term will last for a 3 years.

Hyster Company has extended most favorable Dealer Major 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 MENASHA - Neenah, WI Division directly to MEE Material Handling with Matthew Sagorac being the sole point of contact as General Sales Manager.

I. MEE MATERIAL HANDLING/HYSTER RESPONSIBILITIES

- a. Inform all participating Hyster dealers with the current and future MENASHA facilities in their current territories.
- Including facilities 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 MENASHA locations nationwide and locally to MENASHA - Neenah, 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. MENASHA 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 MENASHA nationwide locations of this Dealer Major Account Agreement and its terms.
- c. Supply a complete listing of all MENASHA Warehouse/DC and Operations locations, which will be distributed to the Hyster Dealer Network.

Sincerely Yours,

Matthew L. Sagorac
General Sales Manager
cell phone: 920.716.2757
email: msagorac@meelift.com

Company Websites:

www.hysterusa.com

www.meelift.com

ACCEPTED BY:

Rick Calhoun - Vice President Strategic Sourcing

Date 11-1-10

Matthew L. Sagorac - General Sales Manager

Date 11/1/10



Menasha Corporation

Subsidiary	Description	Location	Phone
Menasha Packaging Company, LLC			
Purchasing Contact			
Gino Luu	Brooklyn Park	7301 Northland Dr., Brooklyn Park, MN 55428	
Mark Brown	Display Group - Philadelphia	601 East Erie Ave., Philadelphia, PA 19134	
Julie Weyenberg	Fanfold Coloma	238 N West Street, Coloma, MI 49038	
Morgan Wiswall	Green Lake	750 South Street, Green Lake, WI 54941	
Morgan Wiswall	Hartford	621 Wacker Drive, Hartford, WI 53027	
Rick Calhoon/Barb LeMoine	CORPORATE OFFICE	1645 Bergstrom Road, Neenah, WI 54956	
Gino Luu	Lakeville	8085 - 220th Street, Lakeville, MN 55044	
Chuck Vita	Latrobe	131 Menasha Lane, Latrobe, PA 15650	
Gino Luu	Muscatine	3206 Hershey Ave., Bldg. E, Muscatine, IA 52761	
Morgan Wiswall	Neenah	1645 Bergstrom Road, Neenah, WI 54956	
Morgan Wiswall	Midwest Fulfillment Center	1655 Bergsrom Road Neenah WI 54956	
Sherry Miracle	Folding Carton Neenah	2255 Brooks Avenue, Neenah, WI 54956	
David Schmidt	Menasha Preprint	1257 Gillingham Road, Neenah, WI 54956	
Kim Gloria	Santa Fe Springs	8110 Sorensen Ave., Santa Fe Springs, CA 90670	
Gino Luu	St Cloud	640 60th Street South, St Cloud, MN 56301	
Chuck Vita	Yukon	567 Waltz Mill Road, Ruffs Dale, PA 15679	
Paul Miller	Morrisville	2900 Perimeter Park Dr., Morrisville, NC 27560-9158	919-655-0736

Cortegra			
Tom Luinenburg	Fairfield	6 Commerce Rd., Fairfield, NJ 07004	973-808-8155
Barbara Seitz	Evansville	15220 Foundation Avenue, Evansville, IN 47725	812-492-8503

ORBIS Corporation

Jeff Christianson	Home Office	1055 Corporate Center Dr., Oconomowoc, WI 53066-0389	
Jeff Christianson	Deerfield	111 Pfingsten Road, Suite 160, Deerfield, IL 60015	
Jeff Christianson	Lawrenceville	850 Raco Drive, Lawrenceville, GA 30045	
Jeff Christianson	LEWISBins+		
Jeff Christianson	Manchester	208 Quaker Mill Drive, Manchester, IA 52057	
Jeff Christianson	Chillicothe	350 South Douglas Ave., Chillicothe, OH 45601	
Jeff Christianson	Denton Service Center	3917 Morse Road #220, Denton, TX 76208	
Jeff Christianson	Nashville	1105 63rd Ave. North, Nashville, TN 37209	
Jeff Christianson	ORBIS		
Jeff Christianson	Detroit Design Center	1101 East Whitcomb, Madison Heights, MI 48071	
Jeff Christianson	Menasha	1320 Earl Street, Menasha, WI 54952-0329	
Jeff Christianson	Mentor	9050 Tyler Blvd., Bldg. B, Mentor, OH 44060-4216	
Jeff Christianson	Monticello	206 Plastic Lane, Monticello, IA 52310-9470	
Jeff Christianson	Urbana	200 Elm Street, Urbana, OH 43078-1975	
Jeff Christianson	Bardstown	705 Wilson Parkway, Bardstown, KY 40004	
Jeff Christianson	Georgetown	120 Commerce Court, Georgetown, KY 40324	
Jeff Christianson	Fresno, CA	802 W. Pinedale Avenue, Suite 104, Fresno, CA 93711	
Jeff Christianson	King City, CA	Washing site	
Jeff Christianson	Garland, TX	1035 Nicholson Street, Garland, TX	
Jeff Christianson	Holtville, CA	Service Center	
Jeff Christianson	Kissimmee	5201 Robert McLane BLVD Kissimmee, FL 34758	
Jeff Christianson	Osage City	515 South Fourth Osage City, KS 66523	
Jeff Christianson	Pinckney Molded Products	3970 Parsons Road Howell, MI 48855	
Jeff Christianson	Corbi Plastics, LLC	609 Burton Blvd., DeForest, WI 53532	
Jeff Christianson	Orbis Container Services, Inc.	6051 West 115th Street, Alsip, IL 60803	

Norseman, an ORBIS Company

Jeff Christianson	Rexdale	39 Westmore Drive Rexdale, ON M9V 3Y6 Canada	
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