



**HYSTER
COMPANY**

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

Jaime McNeill
Discount Administrator
Hyster Company, Greenville, NC

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December 4, 2002

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: DAVE HOEHN, V-PRES., SALES, COUNTERBALANCED TRUCKS
SUBJECT: MESSER MG INDUSTRIES

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Messer MG Industries and Modern Handling – Bristol, Pennsylvania branch, 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.

Modern Handling – Bristol, Pennsylvania branch 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 Modern Handling office in Bristol, Pennsylvania. Messer MG Industries will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Rusty Henry at (215) 943-9100 at extension 6011.

Sincerely,

Dave Hoehn

Vice-President, Sales
Counterbalanced Trucks

DH/wgw

cc: Chuck Beugless, Hyster Company
Henry Cerwinski, Modern Handling – PA
Mike Dean, McCall Handling Company
Steve Hawks, VBS, Inc., Material Handling Equipment Co.



3 Great Valley Parkway
Malvern, PA 19355
610-695-7572 - Phone
610-695-7645 - Fax

John F. Smith
Executive Vice President
Modern Handling Equipment Co.
2501 Durham Road
P.O. Box 710
Bristol, PA 19007

Dear Jack,

In 1997 we purchased nine (9) Hyster H45XM lift trucks for our most active facility in Fairless Hills, PA, with Guaranteed Maintenance from your company. This has been an efficient and cost savings endeavor.

In July 2001, we purchased nine (9) additional Hyster H45XM lift trucks with Guaranteed Maintenance and shipped five (5) of the trucks to Fairless Hills; two (2) trucks to Wilmington, DE with service to be supplied by your New Castle, DE branch; one (1) truck to Jessup, MD, with service to be supplied by McCall Handling Company; and one (1) truck to Richmond, VA with service to be supplied by VBS Inc. Material Handling Equipment.

At our request, you have agreed to a one monthly invoice for all these new trucks with the guaranteed maintenance program and to manage our service relationships with your branches and the different neighboring Hyster Dealers. Additionally, you are issuing a separate invoice for an annual guaranteed maintenance program covering the original Hyster Trucks.

We are looking forward to our final negotiation on a maintenance program for our other older lift trucks utilized at our twenty-five related operations. We appreciate your assistance in developing the procedures to manage our lift truck fleet in the various locations. Because of the success of the past and current programs, we would request that Hyster Company name Modern Handling Equipment Company as the designated Dealer to manage our account for the purchase and service of our lift truck fleet.

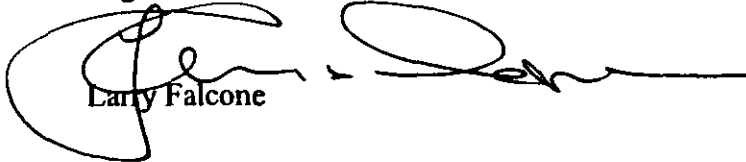
As you requested, I am forwarding a copy of this letter to Dave Hoehn, Vice President – Counterbalance Sales, Hyster Company with my request that Modern Handling Equipment be so named.

Sincerely,

Larry F. Falcone
Purchasing Manager
Corporate

Cc: Dave Hoehn
Vice President – Counterbalance Sales
Hyster Company
P.O. box 7006
1400 Sullivan Blvd
Greenville, NC 27835-7006

Regards,


Larry Falcone

Purchasing Manager- Corporate

Location	Year	Make	Model	HR Meter	Capacity	Condition	Tires	Serial Number
Allentown	1982	Raymond	High Reach	4536	3000	Good	Good	P20-80-17638
Allentown	1982	Raymond	High Reach	4528	3000	Good	Good	P20-80-17639
Allentown	1995	Toyota	02-5FD20	8212	4000	Good	Fair	5FD25-72999
Allentown	1992	Toyota	02-5FD20	7542	4000	Good	Fair	5FD25-21454
Allentown	1969	Catapillar	T50B	792	5000	Good	Good	12N1361
Altoona		Toyota			4000		Poor	
Baltimore	1995	Big Joe	PDM-30-60A		3000	Good	Good	348909
Baltimore	1979	Clark	C40B	N/A	4000	Very Poor	Poor	Gone
Baltimore	1972	Yale	L51C	4149	4000	Very Poor	Poor	Gone
Bradford	1993	Toyota	02-5fd20		4000	Good		
Church Street	1990	Yale	GLC055RC	536	5000	Good		
Dupont	2001	Hyster	H45XM	New	4150	New	New	H177B27953Y
Fairless Hills	1997	Hyster	1		4500		Good	
Fairless Hills	1997	Hyster	2		4500	Good	Fair	
Fairless Hills	1997	Hyster	5		4500		Fair	
Fairless Hills	1997	Hyster	7		4500		Very Good	
Fairless Hills	2001	Hyster	6	196	4150	New	New	H177B27928Y
Fairless Hills	2001	Hyster	8	185	4150	New	New	H177B27901Y
Fairless Hills	2001	Hyster	3	172	4150	New	New	H177B27845Y
Fairless Hills	2001	Hyster	4	173	4150	New	New	H177B27731Y
Fairless Hills	1997	Hyster	9		4500		Good	
Hagerstown	2000	Toyota	7FGU15		3000	New	Good	
Hagerstown		Toyota	42-5FG25		4900	Good		
Hagerstown								
Harrisburg	1990	Toyota	02-SFD20		4000	Good		
Harrisburg	1990	Toyota	02-SFD20		4000	Good		
Hazelton	1960	Catapillar	T60B	3249	6000	Fair	Poor	Sold
Houston		Yale			4000	Fair	Fair	
Jessup	1998	Hyster		880	4000	Excel	Good	H177B06757Y
Jessup	2001	Hyster	H45XM	New	4150	New	New	H177B27502Y
Jessup	1989	Toyota		8252	4000	Fair	Fair	Sold
Jessup	1992	Yale		2485	5500	Good	Fair	N544016
Lancaster		Toyota	02-5fd20		4000		Good	
Linden	1992	Toyota	02-5FD25	7529	4900	Good	Good	D177B39740V
Linden	1992	Toyota	02-5FD25	7617	4900	Good	Good	D177B39512V
Linden		Yale	AENVAV094	6505	4000	Poor	Fair	Unreadable

Yes
Yes

Included 4/8 - 1/8/02
Yes
Yes
Yes
Yes

Included
Included
Included
Included
Yes - 1/8

Yes

Yes
Yes

Yes
Yes
Included 4/8 - 1/8/02

Yes
Yes -
Yes - 239.00
Yes - 239.00

Minersville	1996	Daewoo	G25S-2	1082	5000	Good	Good	12-01543	Yes
Pittston	2001	Hyster	H45XM	New	4150	New	New	H177B27628Y	Included
Quakertown	1986	Yale	GDP04Adnuav094	5378	3000	Poor	Fair	N473843	
Hazeltown	1995	Hyster	H45XM	4768	4000	Good	Good	D177B39630U	Yes → 196.00 11/01 + 11
Reading	1996	Catapillar	GP25		5000		Fair		Yes
Reading	2000	Toyota	7FGU25		5000	Good	Fair		Yes
Reading		Yale	G82C-030-1FX		3000	Junk	Poor		
Richmond	2001	Hyster	H45XM	108	4150	New	New	H177B27546Y	Included
Chesapeake	1980	Toyota	424fgc25		5000	Poor	Fair		
Richmond	2000	Toyota	7fgu15		3000	New	New		Yes
Charlottesville	1988	Yale	gdp060		6000	Poor	Good		
State College	1990	Komatsu	FG20T11		3720	Fair	Fair		Yes
Stroudsburg	1979	Komatsu	FG-15-12	3970	3000	Fair	Good	115692	
Syracuse	1990	Hyster	H050XL		5000	Good	Good		Yes
Trooper	1992	Toyota	02-5FD20	4474	4000	Good	Fair	5FD25-28429	
Utica	1990	Komatsu	FG25T11	5462	5000	Good	Good	252887A	Yes
Wilmington	2001	Hyster	H45XM	New	4150	New	New	H177B27847Y	
York	1993	Toyota	02-5fd25		4900	Good	Good		
York	1970	White	MA40	N/A	4000	Fair	Fair		

New 2001

Revised 9/18

Revised 9/20

Revised 9/21

Revised 9/22

Revised 10/16