



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
Wanda Woods
Greenville, NC 27834

January 24, 2007

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: TOM SAPUTO, VICE-PRESIDENT SALES – WESTERN REGION & CANADA
SUBJECT: METALWEST

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Metalwest and Materials Handling Equipment Company, an Arnold Company – Denver, Colorado 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.

Materials Handling Equipment Company – Denver, Colorado 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 Materials Handling Equipment Company office in Denver, Colorado. Metalwest will be responsible 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 January 8, 2010.

If you have any questions concerning this account, please contact Dave Blanco, Account Manager at (800) 873-5333 or e-mail him at dblanko@mhco.com.

Sincerely,

Tom Saputo, Vice-President, Sales
Western Region & Canada

Cc: Dave Blanco, Materials Handling Equipment Company
Don Quinn, Arnold Machinery Company
Kerry Hockemeyer, Hyster Company





November 28, 2006

Mr. Trent Gill
Corporate Manager of Capital Projects
Metalwest
1229 South Fulton Avenue
Brighton, CO 80601

Dear Trent--

Metalwest, Hyster Company and Materials Handling Equipment Company, who is responsible for administering the account, hereby enter into a Dealer Managed Agreement.

Through this agreement, Materials Handling Equipment Company has extended most favorable National Account level pricing to Metalwest with provisions for the administering dealer (Materials Handling Equipment Company an Arnold Machinery Company) and for all other local dealers who will be responsible for delivering your equipment and maintaining the equipment as requested. All orders are to be placed with Materials Handling Equipment Company through the Denver, Colorado office. Materials Handling Equipment Company will be responsible for timely placement of factory orders and the coordination with the Hyster dealer network involving installation of new equipment at all locations.

It is the responsibility of Metalwest to advise all their management of this agreement and to provide Materials Handling Equipment Company with up to date information regarding the affected Metalwest locations and contacts.

This is an agreement for outlining mutually beneficial purchasing procedures only. Metalwest is not required to purchase Hyster lift trucks nor is this a binding agreement. Materials Handling Equipment Company, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service your account. I will be assigned as the account manager and will be your point man to handle all matters. Should you have any questions regarding your major account program? Please call me at 800-873-5333 or email me at dblanco@mheco.com. As you know, we call it "Silver Service". I look forward to working with you and becoming a part of your continued success.

Sincerely,

MATERIALS HANDLING EQUIPMENT COMPANY
An Arnold Machinery Company


Dave Blanco
Mobile Equipment Sales

Cc: Don Quinn, Arnold Machinery Company
Tom Saputo, Hyster Company

Accepted by:
Sign: 
Title: Corporate Manager
Date: 01-08-06

1740 West 13th Avenue, Denver, CO 80204 303-573-5333 FAX 303-893-3054 800-873-5333
Serving Southern Colorado - 4169 N. Simton Rd., Colorado Springs, CO 80907 719-528-8672 FAX 719-528-5119
Serving Western Colorado from Grand Junction - 970-241-2320 FAX 970-241-2321
Serving Northern Colorado from Loveland - 970-667-5334
www.mheco.com



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November 28, 2006

CURRENT METALWEST LOCATIONS

Metalwest Colorado
1229 S. Fulton Ave.
Brighton, CO 80601

Metalwest Specialty Products
9101 East 88th Avenue
Henderson, CO 80640

Metalwest Texas
3730 Forest Lane
Garland, TX 75042

Metalwest Kansas
201 Leawood Drive
New Century, KS 66031

Metalwest Nevada
451 Mirror Court
Henderson, NV 89015

Metalwest Wichita
2544 Leonine Street
Wichita, KS 67217

Metalwest Oklahoma
807 South Agnew
Oklahoma City, OK 73108

Metalwest Boise
1675 Commerce Avenue
Boise ID 83705

Metalwest Utah
1632 West 2450 South
Ogden, UT 84401

Metalwest Arizona
4256 Elwood Street
Phoenix, AZ 85040

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