



HYSTER COMPANY

Americas Division

May 24, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: BOB HOUSTON, VICE-PRESIDENT, SALES – CENTRAL REGION
SUBJECT: MONSANTO COMPANY

This is to confirm a formal Dealer Major Account for Hyster product between Monsanto Company and Shipping Utilities – St. Louis, MO 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.

Shipping Utilities – St. Louis, MO 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 Shipping Utilities office in St. Louis, MO. Monsanto Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Dan Horner, Major Account Manager at (314) 426-4800 or fax (314) 426-6937.

Sincerely,

Bob Houston, Vice-President, Sales
Central Region

BH/wgw

cc: Dan Horner, Shipping Utilities
Mike Greenwood, Shipping Utilities
Rod Hornor, Hyster Company



