

April 29, 2004

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, VICE-PRESIDENT, SALES COUNTERBALANCED
AND WAREHOUSE PRODUCTS

SUBJECT: ORCO CONSTRUCTION SUPPLY

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Orco Construction Supply and Johnson Lift/Hyster, Anaheim, CA office 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.

Johnson Lift/Hyster – Anaheim, CA office 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 Johnson Lift/Hyster office in Anaheim, CA. Orco Construction Supply will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Frank Jones, Sales Representative at (714) 630-6161.

Sincerely,



Dave Hoehn

Vice-President, Sales Counterbalanced
And Warehouse Products

DH/wgw

Enclosure(s)