



**HYSTER
COMPANY**

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

1 General Ltr Book 2
NMHG, Inc. (Hyster Company)
Greenville, NC 27834 ✓

June 15, 2004

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRES., SALES COUNTERBALANCED AND
WAREHOUSE PRODUCTS

SUBJECT: PACIFIC COAST SUPPLY, LLC

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Pacific Coast Supply, LLC and Hyster Sales Company – Sacramento, CA who is responsible for administering the account.

Please note the attaching listing of plants/operations in your area and make contact with your local plant as soon as possible.

Hyster Sales Company – Sacramento, 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 Hyster Sales Company office in Sacramento, CA. Pacific Coast Supply, LLC will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Paul Jensen, Territory Manager at 916-641-3434 or e-mail paulj@hystersales.com.

Sincerely,

Dave Hoehn

Vice-President, Sales Counterbalanced
and Warehouse Products

DH/wgw

C: Chris Blythe – Hyster Sales Company
Harry Adamson – Hyster Sales Company



**HYSTER
SALES
COMPANY**
a PAPER GROUP company

2410 GRAND AVENUE
SACRAMENTO, CA 95838
916-641-3434
800-347-2955
916-565-5622

May 19, 2004

Curt Gomes - President
Pacific Coast Supply, LLC
4290 Roseville Road
North Highlands, CA 95660

Dear Curt,

Pacific Coast Supply, Hyster Company and Hyster Sales Company, who is responsible for administering the account, hereby enter into a Dealer Managed Agreement.

Through this agreement Hyster Company has extended most favorable National Account level pricing to Pacific Coast Supply, with provisions for the administrating dealer (Hyster Sales 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 Hyster Sales Company through the Sacramento, CA office. Hyster Sales Company will be responsible for timely placement of factory orders and the coordination with the Hyster dealer network involving installation on new equipment at all Pacific Coast Supply locations.

It is the responsibility of Pacific Coast Supply to advise all their management of this agreement and to provide Hyster Sales Company with up to date information regarding the affected Pacific Coast Supply locations and contacts. This will assist Hyster company's dealer network in performing an initial fleet survey of existing fork lifts.

This is an agreement for outlining mutually beneficial purchasing procedures only. Pacific Coast Supply is not required to purchase Hyster lift trucks nor is this a binding agreement. Hyster Sales Company, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service this amount of significant business. We will work hard to earn your continued trust and support. Should you have any questions regarding your major account program, please call me at 916.641.3434 or email me at paulj@hystersales.com.

We look forward to working with you and becoming a part of your continued success.

Sincerely,

Paul Jensen
Territory Manager
Hyster Sales Company

Accepted by:



Title President

Date 5/19/04

CC: Dave Hoehn- Hyster Company, Vice President
Chris Blythe- Hyster Sales Company, General Manager
Harry Adamson- Hyster Sales Company, Sales Manager

WASHINGTON • OREGON • CALIFORNIA • MONTANA • NEVADA • IDAHO • ALASKA

Pacific Coast Supply LLC											
Business											
Location Name	City	Street Address	ST	Zip	Contact	Phone	Fax	Contact	Phone	Contact	Phone
					Location Manager			Region Manager		Vice President	
Pacific Supply	Billings	600 Daniel Street	MT	59101	Dennis Yonts	406-254-8878	406-254-1101	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Boise	2202 Centurion Place	ID	83709	Reed Borup	208-378-8510	208-375-9386	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Chico	3505 Hicks Lane	CA	95973	Bryan Sukow	530-895-0567	530-893-3501	Joe Gower	(916) 971-2318	Joe Gower	916/971-2318
Pacific Supply	Colorado Springs	1885 N. Academy	CO	80909	John Wilson	719-591-2010	719-591-6383	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Denver	500 West Wesley Avenue	CO	802223	Rick Merica	303-722-3335	303-722-2262	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Fresno	2647 North Weber Avenue	CA	93705	Mitch Shaw	559-264-2566	559-485-1753	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Glendale	4800 W. Pasadena Avenue	AZ	85301	Marty Dry	623-842-1300	623-842-0590	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Las Vegas	1140 West Bonanza Road	NV	89106	Mike Amoia	702-385-5905	702-385-6011	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Medford	3300 Crater Lake Avenue	OR	97504	Chris Bonelli	541-772-7173	541-779-9528	Joe Gower	(916) 971-2318	Joe Gower	916/971-2318
Pacific Supply	Modesto	1155 North Emerald Avenue	CA	95351	Bill Schweitzer	209-521-2468	209-521-6168	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Napa	2301 Napa-Vallejo Hwy	CA	94559	Bob Turnley	707-253-7866	707-258-0310	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	Newark	6565 Smith Avenue	CA	94560	Don Pask	510-494-5840	510-494-8618	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	North Highlands	5550 Roseville Road	CA	95660	Chris Clark	916-339-8100	916-338-5711	Wayne Tibke	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Oakland	1735 - 24th Street	CA	94607	Joe Burke	510-832-5734	510-451-0819	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	Pittsburg	2035 East Leland Road	CA	94565	Tim Greene	925-431-1340	925-431-0115	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	Pueblo	36 N. Electronic Road	CA	81007	Roger Melvin	719-547-4252	719-547-4251	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Rancho Cordova	3000 Mather Field Road	CA	95670	Kyle Wipf	916-368-3535	916-368-0125	Wayne Tibke	(916) 870-9207	Joe Gower	916/971-2318
Pacific Supply	Redding	4310 Westside Road	CA	96001	Mike Cochran	530-246-1191	530-243-3127	Joe Gower	(916) 971-2318	Joe Gower	916/971-2318
Pacific Supply	St. George	845 North Redrock Rock	UT	84770	Lloyd Simpson	435-628-3618	435-673-0565	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	Salt Lake City	2875 South 300 West	UT	84115	Doug Young	801-484-6136	801-486-4764	Jim Greenwell	(801) 231-4346	Joe Gower	916/971-2318
Pacific Supply	San Francisco	3600 3rd Street	CA	94124	Sal Acevedo	415-285-1010	415-826-4743	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	San Jose	2070 E. South 7th Street	CA	95112	Mathew Pigg	408-537-0590	408-537-0597	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	San Rafael	61 Jordan Street	CA	94901	Jim Minter	415-453-9531	415-485-5462	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	Santa Rosa	879 North Wright Road	CA	95407	Jim Rivas	707-546-7317	707-546-7802	Richard Bergeron	(707) 975-5014	Joe Gower	916/971-2318
Pacific Supply	Sparks	1671 Glendale Avenue	CA	89431	Jay Miller	775-358-7565	775-356-4854	Wayne Tibke	(916) 870-9207	Joe Gower	916/971-2318
Pacific Supply	Stockton	3965 North Wilcox Road	CA	95215	Jason Rowe	209-931-1122	209-931-1187	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Pacific Supply	Visalia	30158 Road 68	CA	93291	Boe Post	559-651-2185	559-651-1822	Marvin Loyd	(559) 994-9733	Joe Gower	916/971-2318
Camellia Valley	Sacramento	8732 Fruitridge Road	CA	95829	Pete Seaman	916-381-6100	916-381-7445	Joe Gower	(916) 971-2318	Joe Gower	(916) 971-2318
Camellia Valley	Chico	3505 Hicks Lane	CA	95973	Josh Martin	530-342-1893	530-342-8019	Joe Gower	(916) 971-2318	Joe Gower	(916) 971-2318
Camellia Valley	Redding	2262 Pray Road	CA	96001	David Enck	530-244-0756	530-244-7310	Joe Gower	(916) 971-2318	Joe Gower	(916) 971-2318
Anderson Lumber	North Highlands	4290 Roseville Road	CA	95660	Dave Swallow	916-971-2350	916-481-2651	Rich Nominni	(916) 974-8786	Rich Nominni	(916) 974-8786
Anderson Truss	Dixon	8810 Sparring Lane	CA	95620	Bob Burba	707-678-1636	707-678-1630	Earl Latham	(916) 998-9053	Rich Nominni	(916) 974-8786
Anderson Truss	Lathrop	2050 East Louise Avenue	CA	95330	Paul Durant	209-858-5584	209-858-4584	Earl Latham	(916) 998-9053	Rich Nominni	(916) 974-8786
Anderson Truss	Marysville	1260 Furneaux Road	CA	95901	Gary Anderson	530-749-6500	530-749-6505	Earl Latham	(916) 998-9053	Rich Nominni	(916) 974-8786
Diamond Pacific	Auburn	11770 Atwood Road	CA	95603	Kris Peterson	530-885-6291	530-885-8851	Rich Nominni	(916) 974-8786	Rich Nominni	(916) 974-8786
Diamond Pacific	Placerville	150 Forni Road	CA	95667	Bill Craft	530-622-2680	530-622-0105	Rich Nominni	(916) 974-8786	Rich Nominni	(916) 974-8786
Diamond Pacific	Grass Valley	124 E. McKnight Way	CA	95945	Al Murnieks	530-274-3000	530-274-6444	Rich Nominni	(916) 974-8786	Rich Nominni	(916) 974-8786
Diamond Home Hardware	Klamath Falls		OR		Tim Steiner	541-885-3535					
Diamond Home Hardware	Grants Pass	1881 NE 7th Street	OR	97520	Tim Steiner	541-885-3535					