



NMHG, Inc. (Hyster Company)
Linda Keeling (temporarily)
Greenville, NC 27834

HYSTER COMPANY

Americas Division

April 10, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: TOM SAPUTO, V-PRESIDENT – SALES, WEST REGION & CANADA
SUBJECT: PACIFIC STEEL & SUPPLY

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Pacific Steel & Supply and Johnson Lift/Hyster – Riverside, CA 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 – Riverside, CA 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 Riverside, CA. Pacific Steel & 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 (909) 276-0228 or his cell number (951) 232-7057.

Sincerely,

Tom Saputo
Vice-President, Sales
West Region & Canada

TS/wgw

cc: Frank Jones, Johnson Lift/Hyster
Bob Pilon, Johnson Lift/Hyster
Kerry Hockemeyer, Hyster Company



JOHNSON LIFT / HYSTER

www.johnsonlift.com

March 13.2006

Mike O'Connor
Terminal Commerical Co.
DBA Pacific Steel & Supply
2062 W. Avenue 140th
San Leandro, Ca 94577

Dear Mike ,

Pacific Steel & Supply , Hyster Company and Johnson Lift/Hyster, whose responsibility will be to administer the account, hereby enter into Dealer Managed Agreement.

Through this agreement Hyster Company has extended most favorable National Account level pricing to Pacific Steel & Supply (all distribution center locations) with provisions for the administering dealer (Johnson Lift/Hyster) and for all other local dealers who will be responsible for delivering your equipment and maintaining it, per your maintenance agreement, for the term of the individual contracts. All orders are to be placed with Frank Jones of Johnson Lift/Hyster through the Riverside, CA office. Johnson Lift/Hyster will be responsible for timely placement of factory orders and the coordination within the Hyster dealer network involving installation of new equipment at all Pacific Steel & Supply locations.

It is the responsibility of Pacific Steel & Supply to advise all their management of this agreement and to provide Johnson Lift/Hyster with up to date information regarding the affected Pacific Steel & Supply locations, their equipment needs, timely deliveries and current contact names who our delivering dealers need to be in contact with.

This is an agreement for outlining mutually beneficial purchasing procedures only. Pacific Steel & Supply is not required to purchase Hyster lift trucks nor is this a binding agreement. Johnson Lift/Hyster, Hyster Company and its exclusive dealers appreciate the confidence you have placed in us to professionally service this potential 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 (951) 232-7057 or e-mail me at jones_frank@johnsonlift.com. We look forward to working with you and becoming a part of your continued success.

Sincerely,

Frank Jones
Sales Representative
Johnson Lift/Hyster

Accepted by:

Time:

Date:

ANAHEIM
3650 E. Miraloma Ave.
Anaheim, CA 92806
(714) 630-6161
Fax (714) 630-1425

INDUSTRY
2600 S. Peck Rd.
City of Industry, CA 91749
(562) 692-9311
Fax (562) 699-6306

OXNARD
1061 S. Industrial Ave.
Oxnard, CA 93030
(805) 487-7572
Fax (805) 483-3250

RIVERSIDE
1360 Citrus Ave.
Riverside, CA 92507
(909) 276-0228
Fax (909) 276-1883

SAN DIEGO
7227 Carroll Rd.
San Diego, CA 92121
(858) 566-4181
Fax (858) 578-6165

YUMA
4457 Gila Ridge Rd.
Yuma, AZ 85365
(928) 341-1995
Fax (928) 341-1116





Johnson Lift/HYSTER

Your Southern California Hyster Dealer



March 29, 2006

Tom Saputo
Co: Hyster Company
1400 Sullivan Dr
Greenville, NC 27835-7006

Dear Tom,

I have signed up the attached company for Dealer Managed Account

The Two Locations as follows:

Pacific Steel and Supply
820 South Vintage St.
Ontario, Ca 91761
Phone # 909-456-3000
Michael O'Conner
President

Pacific Steel and Supply
2062 W. Ave 140th
San Leandro, Ca 94577
Phone # 510-357-0340
Michael O'Conner
President

If you have any question Please call me

Sincerely,

Frank Jones
951-232-7057 celll



Industry
2600 Peck Rd.
City of Industry, CA 91749
(562) 692-9311
Fax (562) 699-6306

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Anaheim, CA 92806
(714) 630-6161
Fax (714) 630-1425

Riverside
1360 Citrus Ave.
Riverside, CA 92502
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Fax (909) 276-1883

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