



## HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.  
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

**DATE:** April 1, 2011  
**TO:** DEALER PRINCIPALS AND SALES MANAGERS  
**FROM:** MARK HOCH, DIRECTOR DEALER SALES-WEST REGION  
**SUBJECT:** PEOPLES SERVICES

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Peoples Services and MH Equipment Company-Twinsburg, Ohio 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.

MH Equipment Company -Twinsburg, Ohio 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 sheet are to be placed through the MH Equipment Company office in Twinsburg, Ohio. Peoples Services will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement (DMNA) will expire in three (3) years from the date of this agreement which will be July 7, 2013.

If you have any questions concerning this account, please contact Pat Coomer, Sales Manager at (513) 681-2200, or email him at [pcoomer@mhequipment.com](mailto:pcoomer@mhequipment.com).

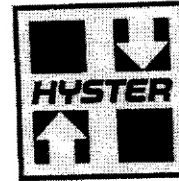
Sincerely,

Mark Hoch, Director Sales- West Region

Cc: Pat Coomer, MH Equipment Company

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FOR USE BY NMHG EMPLOYEES AND AUTHORIZED  
NMHG DEALERS ONLY. DO NOT COPY OR DISTRIBUTE.





## Dealer Managed National Account Purchasing Agreement

**MH Equipment Company**  
2476 Edison Blvd.  
Twinsburg, OH 44087

**Peoples Services**  
2207 Kimball Rd S.E.  
Canton, OH 44707

MH Equipment Company ("MH"), as the Authorized Hyster Company Dealer, and Peoples Services and its identified divisions, subsidiaries, joint ventures and other affiliates, as agreed to and identified in Attachment A and hereafter referred to as "Customer", do hereby agree to the following as it relates to Customer being established as a Hyster Company Dealer Managed National Account (DMNA) for the purpose of administering and coordinating the procurement and supply of Hyster Company products as the preferred source of supply of lift trucks for the Customer and hereby enter an Agreement as further defined below:

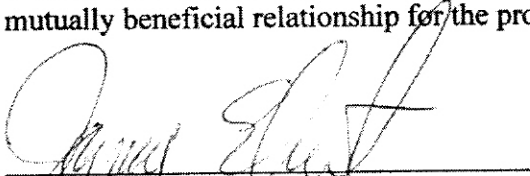
### General Conditions:

- ▶ In order to leverage Customer's historic and projected spend on such products, Hyster Company will provide negotiated DMNA special pricing discounts to MH to be applied to the list prices in effect at the time of order entry by Customer for application to orders of product for Customer's locations. Customer is assured of "best price" availability and control through the Hyster Company DMNA relationship and Agreement. MH is assured of status with Customer as the preferred source of supply.
- ▶ Hyster Company's Authorized Dealer Network is recognized as the premier dealer network in the material handling industry, and MH is known as one of the strongest individual Dealerships within the Network. MH will communicate with each local Hyster Dealer regarding the importance of the relationship with Customer as well as provide notification of the DMNA status relative to the identification of any Customer location shown in Attachment A. MH will maintain local presence of support at Customer's corporate and/or sourcing location and will manage and coordinate with each local servicing Hyster Dealer that participates in the sale process and/or delivery of equipment to Customer's locations through the Hyster Company DMNA affiliation and Agreement. MH involvement through the Hyster Company DMNA program is intended to assure consistent levels of service and support across Customer's locations. Additionally, MH will coordinate and assist in the specification of product,

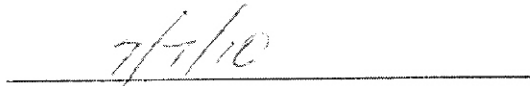
application review, quotation submittal and with production, delivery and logistics management.

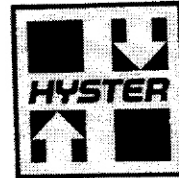
- ▶ Customer agrees to advise all of the locations identified in Attachment A of the Hyster Company DMNA relationship and Agreement. Furthermore, Customer agrees to supply MH with requests for procurement of material handling equipment, and most specifically as it relates to this Agreement, all requests for the procurement of lift trucks for processing in accordance with the terms of this Agreement and relationship.
- ▶ The Term of this Agreement is Three (3) years with an expiration date of thirty-six (36) months from the date of commencement as indicated with signatures below.

The parties signing below understand and acknowledge the intent of the Hyster Company DMNA Purchasing Agreement as a commitment between MH and Customer for a mutually beneficial relationship for the procurement and supply of product.

  
Authorized Signature – Jim Ehret

  
Authorized Signature – Edward Tople

  
Date



Dealer Managed National Account  
Purchasing Agreement  
"Attachment A"

Peoples Services  
2207 Kimball Rd., S.E.  
Jim Ehret, Corporate Purchasing Manager  
330-453-3709, [jehret@peoplesservices.com](mailto:jehret@peoplesservices.com)

# Peoples Services, Inc.



**Corporate Office**  
**Peoples Services, Inc.**  
2207 Kimball Rd. S.E.  
Canton, OH 44707  
Mail: PO Box 20109  
Canton, OH 44701  
Phone (330) 453-3709  
Fax: (330) 453-5761

**Peoples Cartage, Inc.**  
8045 Navarre  
Massillon, OH 44701  
330-833-8571

**Peoples Cartage**  
4301 Camden Ave  
Parkersburg, WV 26103  
304-485-5544

**Total Distribution Nitro**  
Rick King  
325 W 19th St  
Nitro, WV 25143  
304.755.8169

**Total Distribution Virginia**  
Jeff Jennings  
2050 Cook Dr  
Salem, VA 24153  
540.769.2091

**Total Distribution Charlotte**  
Greg Smith  
900 N Hoskins Blvd  
Charlotte, NC 28216  
704.394.8171

**Total Distribution Charlotte**  
253 Plant Road  
Nitro, WV 25143  
304-755-8169

**Crown Warehouse**  
Joe Habermann  
2160 W 160th St  
Cleveland, OH 44102  
216.631.1069

**Peoples Cartage Massillon**  
Pete Jacobson  
8045 Navarre Rd SW  
Massillon, OH 44646  
330.833.8571

**Peoples Cartage Canton**  
Tammy Steinman  
2207 Kimball Rd SE  
Canton, OH 44707  
330.453.3709

**Peoples Cartage Navarre**  
Laura Snyder  
1250 Main St  
Navarre, OH 44662  
330.879.1200

Warehousing

Trucking

Transloading

Packaging