



HYSTER COMPANY

Americas Division

October 1, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: VAN CLARKSON, DIRECTOR SALES – EAST

SUBJECT: PREGIS CORPORATION

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been executed between Pregis Corporation, a leading global provider of innovative protective packaging solutions, and United Lift Truck who will be responsible for administering the account.

Pregis Corporation has 22 locations positioned across North America and Mexico. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer network.

United Lift Truck and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. United Lift Truck will be solely responsible for placing orders and coordinating the delivery and installation of all new equipment. Pregis Corporation will be responsible for informing their locations of this agreement.

The renewal agreement will expire in three (3) years from the date of the attached agreement which will be September 28, 2012.

If you have any questions concerning this account, please contact Ronald Myers, Account Manager at (708) 547-7300, fax number (708) 547-6428, or his e-mail address rmyers@unitedlifttruck.com.

Sincerely,

Van Clarkson, Director Sales – East

C: Ronald Myers, United Lift Truck
Phil Klek, United Lift Truck





UNITED LIFT TRUCK

AUTHORIZED HYSTER DEALER

www.unitedlifttruck.com



1100 SOUTH 25TH AVENUE
BELLWOOD, IL 60104
PHONE: (708) 547-7300

2100 BERNICE ROAD
LANSING, IL 60438
PHONE: (708) 474-0400

40 W. 288 WASCO ROAD
WASCO, IL 60183
PHONE: (830) 845-8800

Ms. Anne Marie Lochner

September 25th, 2009

Pregis Corporation

1650 Lake Cook Road, Suite 400
Deerfield, Illinois 60015

SUBJECT: NATIONAL ACCOUNT LETTER OF AGREEMENT

Dear Anne Marie,

We are pleased to prepare this Letter of Agreement establishing a formal National Account Agreement between Pregis Corporation and United Lift Truck, whose responsibility it is to administer this Agreement. We feel confident that our quality products and our network of exclusive Hyster Dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a continued and mutually successful partnership with Pregis Corporation.

Through this Agreement, Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer United Lift Truck, and for the Hyster Dealers who will be responsible for delivering and maintaining your equipment after the point of sale for the term of the individual contracts.

Administratively, all orders for Hyster equipment will be placed centrally through Pregis Corporation Corporate Office in Deerfield, IL directly to United Lift Truck with Mr. Ronald Myers being the responsible National Account Manager.

ULT/HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster Dealer locations with Pregis facilities in their respective service areas of this Agreement.
- To provide these Hyster Dealer locations with the local Pregis management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Pregis with the best-coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Pregis locations with the appropriate Hyster Dealer locations.

PREGIS CORPORATION RESPONSIBILITIES

- To advise all local Pregis management teams of this Agreement, with copies to United Lift Truck.
- To provide United Lift Truck with timely and accurate information related to equipment needs, delivery locations, and delivery requirements.





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Hyster Company and the Hyster Dealer Network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually successful partnership with Pregis Corporation.

Yours Truly,

Ronald Myers
Manager Fleet Services / National Accounts

AGREED TO BY:

Anne Marie Lochner	Ronald P. Myers
Pregis Corporation	Manager Fleet Services / National Accounts
9/28/09	9/28/09
Date	Date
	Phil Klek
	Vice President of Sales
	9/28/09
	Date





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Hexacomb® Products Division:

500 113th St
Arlington, TX 76011.....

Stewart & Stevenson Services, Inc. - Central
3025 North Great Southwest Parkway
Grand Prairie, TX 75050

2820 B St. NW, Suite 109
Auburn, WA 98001.....

Pape Material Handling, Inc. - Seattle
9892 40th Avenue South
Seattle, WA 98118

9156 W Marlboro Rd
Farmville, NC 27828.....

VBS, Inc. Material Handling Equipment
2745 North Wesleyan Boulevard
Rocky Mount, NC 27804

809 Harrison St
Kalamazoo, MI 49007.....

Mid-State Industrial Services, Inc.
2535 Fifth Avenue
Springfield, MI 49015

458 Sackett Point Rd.
North Haven, CT 06473.....

Hyster New England, Inc.
2500 Berlin Turnpike
Berlin, CT 06037

9700 Bell Ranch Drive
Santa Fe Springs, CA 90670.....

Johnson Lift - Hyster
2600 S Peck Rd
City of Industry, CA 91746

11620 Old Highway 50
Trenton, IL 62293.....

Shipping Utilities, Inc.
10515 Liberty Ave.
St. Louis, MO 63132

101 Cedar Street
Tillsonburg, ON N4G 5T7, Canada.....

Wajax Industries Limited - Central Div. (West)
359 Tartan Drive
London, ON N6M 1B1, Canada

Monterey, NL, Mexico.....

Equipos Ligeros Del Noreste, S.A. de C.V. (ELIN)
Carr. Miguel Aleman 736 Col. la Fe,
San Nicholas de los Garza, Nuevo Leon
San Nicholas de los Garza, 66477, Mexico



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PHONE: (708) 474-0400

40 W. 288 WASCO ROAD
WASCO, IL 60183
PHONE: (830) 845-6800

Protective Packaging Solutions North America Division:

5500 Fulton Industrial Blvd SW
Atlanta, GA 30336.....

Barloworld Handling - GA Division Sales

5191 Snapfinger Woods Drive
Decatur, GA 30035

2820 B St. NW, Suite 109
Auburn, WA 98001.....

Pape Material Handling, Inc. - Seattle

9892 40th Avenue South
Seattle, WA 98118

3500 S Us Highway 287
Corsicana, TX 75109.....

Stewart & Stevenson Services, Inc, DFW Hyster - Central

3025 North Great Southwest Parkway
Grand Prairie, TX 75050

140 Industrial Rd
Fitchburg, MA 01420.....

Hyster New England, Inc.

159 Rangeway Road
North Billerica, MA 01862

18 Peck Ave
Glens Falls, NY 12801.....

Liftech Equipment Companies, Inc.

2820 Curry Road
Schenectady, NY 12301

3825 N Main St
Granite Falls, NC 28630.....

Barloworld Handling - NC Division

1229 Commerce Street Southwest
Conover, NC 28613

7574 Presidents Dr
Orlando, FL 32809.....

Barloworld Handling - FL Division

4495 S.W. 36th St.
Orlando, FL 32811

1411 Pidco Dr.
Plymouth, IN 46563.....

Mid-State Industrial Services, Inc.

28255 Charlotte Ave., Building 2
Elkhart, IN 46517

159 N San Antonio Ave
Pomona, CA 91767.....

Johnson Lift - Hyster

2600 S Peck Rd
City of Industry, CA 91746

8201 W Elowin Ct
Visalia, CA 93291.....

Pape Material Handling, Inc. - Fresno

3732 South Bagley Avenue
Fresno, CA 93725

310 Olds Station Rd
Wenatchee, WA 98801.....

Pape Material Handling, Inc. - Central WA

4890 Contractors Drive
East Wenatchee, WA 98802

300 Harris Rd
Wurtland, KY 41144.....

MH Equipment Company - Ohio South

126 Lakeview Drive
Charleston, WV 25313

Chihuahua, Mexico.....

Transamerica Manejo de Materiales, SA de CV

Pedro Meneses 2616, Colonia Erendira, Ciudad Juarez, Chihuahua
El Paso, TX, 79938