

Liftech Memo

*Copies to RSP's.
Himler,
Fotot 6/30/98
✓*

Date: June 22, 1998
To: ✓ Bob Houston
Cc: George Marshall
Norm Herzog
From: Jerry Maywright
RE: Rich Products Corp.

Rich Products is now a dealer major account for Liftech Handling as per the attachment signed by Brent Hudson, Manager of Purchasing Systems.

GFM/ng

Enc.

IGFM98VHY6-22



RICH PRODUCTS CORPORATION

17 Jun 98

To Whom It May Concern:

The Rich Products Corporation Fork Truck Team has selected Liftech Handling, Inc. and Hyster Company as preferred vendors where lift truck replacements are appropriate. Hyster Company was selected based on their extensive dealer network and their strict focus on customer service. After extensive reviews by the Fork Truck Team, we determined that significant savings would be a function of a fleet of lift trucks that was properly sized and aged. Initial purchase price is relatively small in terms of savings dollars, but the cost of operation of a newer truck versus an older truck is extremely significant. We have data to back up this finding.

We have partnered with Liftech Handling, Inc. and Hyster Company to conduct a use and needs analysis at our facilities. These analyses will determine how our powered industrial trucks are used and maintained, and where there may be some potential for improvements in the areas of service and cost reduction. We expect the Hyster Dealer Network to bring their experience with fleet management into our facilities to help us determine our service and maintenance requirements.

Some key elements of our program include:

1. Purchasing of lift trucks will be completed on a central basis through World Headquarters in Buffalo, New York.
2. If a 15% or greater cost savings can be generated through fleet management at any given facility without affecting the level of service, the project will be approved and purchases will be made for Hyster equipment through Liftech Handling.

World Headquarters:
1150 Niagara Street
Buffalo, New York 14213

**MISSION:
WORLD CLASS**

Phone: 716 878 8000
Fax: 716 878 8266

Mailing Address:
One West Ferry Street Box 245
Buffalo, New York 14240

JUN 18 '98 11:02 FR RICH PROD LOGISTICS 716 878 8329 TO 96849044

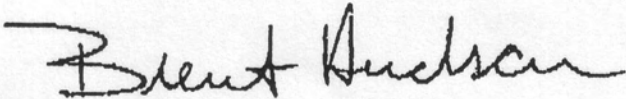
P.02/02

3. Liftech Handling, Buffalo, NY, will administer this contract. Questions should be directed to Norm Herzog, Account Representative, Liftech Handling. Norm may be reached at (716) 684-9040.

If there are any further questions or concerns, please contact me directly at (716) 878-8847.

Thank you for your cooperation.

Sincerely,



Brent Hudson
Manager, Purchasing Systems

cc: Jack Ampuja
Lloyd Eggert
Stan Mikotowicz
Mike Welker
Jim Whalen