



**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



May 4, 2004

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

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

SUBJECT: ROBINSON BRICK COMPANY

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Robinson Brick Company and Materials Handling Equipment Company, Denver, CO office 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.

Materials Handling Equipment Company – Denver, CO 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 Materials Handling Equipment Company office in Denver, CO. Robinson Brick Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Ralph Fryday, Major Account Manager at (303) 573-5333 or e-mail him at rfryday@mhenco.com.

Sincerely,

Dave Hoehn

Vice-President, Sales Counterbalanced
and Warehouse Products

DH/wgw

Enclosure(s)



March 30, 2004

Mr. Shawn Easter
Robinson Brick Company
1875 West Dartmouth Avenue
Denver, CO 80110-6369

Dear Mr. Easter:

SUBJECT: MAJOR ACCOUNT LETTER OF AGREEMENT

We are pleased to prepare this Letter of Agreement establishing a formal Major Account Agreement between Robinson Brick, Hyster Company, and Materials Handling Equipment Company, whose responsibility it is to administer the 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 Robinson Brick.

Through this Agreement, Hyster Company is extending most favorable Major Account level pricing, with provisions for the administering dealer Materials Handling Equipment Company, and for involved 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 Robinson Brick, Denver, Colorado office to Materials Handling Equipment Company with Mr. Ralph Fryday being the responsible Major Account Manager.

MHECO/HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster dealer locations with Robinson Brick facilities in their respective service areas of this Agreement.
- To provide these Hyster dealer locations with the local Robinson Brick management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Robinson Brick 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 Robinson Brick locations with the appropriate Hyster dealer locations.

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ROBINSON BRICK RESPONSIBILITIES

- To advise all local Robinson Brick management teams of this Agreement, with copies to Materials Handling Equipment Company.
- To provide Materials Handling Equipment Company with timely and accurate information related to equipment needs, delivery locations and delivery requirements.

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 Robinson Brick.

Yours truly,

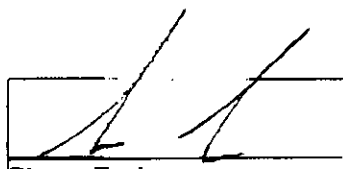
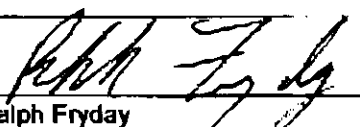
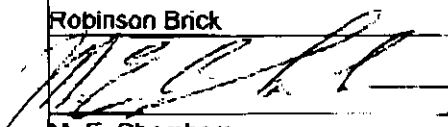
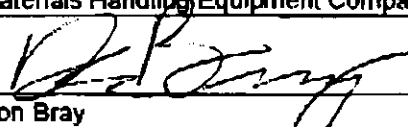
HYSTER COMPANY

M. E. "Skip" Chambers

Regional Product Manager

c: Don Bray – Materials Handling Equipment Company
 Ralph Fryday – Materials Handling Equipment Company
 Dave Hoehn – Hyster Company
 Gary Moore - Materials Handling Equipment Company

AGREED TO BY:

	4-9-04		4/9/04
Shawn Easter	Date	Ralph Fryday	Date
Robinson Brick		Materials Handling Equipment Company	
	4/17/04		4/9/04
M. E. Chambers	Date	Don Bray	Date
Hyster Company		Materials Handling Equipment Company	



Robinson Brick Company
1845 W. Dartmouth
Denver, Colorado 80110-1308

Robinson Brick Company (Windsor)
840 Diamond Valley Dr.
Windsor, Colorado 80550-3156

Robinson Brick Company (Franktown)
2129 N. Hwy. 83
Franktown, Colorado 80116-9611

Robinson Block Company
3255 Drennan Rd.
Colorado, Springs Colorado 80910-3810

Robinson Brick Company Northern LLC
1820 East Lincoln Avenue
Fort Collins, Colorado 80524-4714

Robinson Brick Company Northern LLC
2900 F Street
Greeley, Colorado 80631-9475

Robinson Brick Company Northern LLC
715 East 15th Street
Cheyenne, Wyoming 82001-4750

Robinson Brick Company Northern LLC
1015 Avenue I
Scottsbluff NE 69361-1306

Robinson Brick Company Northern LLC (Torrington)
778A West 29th Avenue
Torrington, WY 82240-5919

Robinson Brick Company Northern LLC
1605 East E Street
Casper, Wyoming 82601-2159

Robinson Brick Company Billings LLC
531 Sugar Ave
P.O. Box 31193
Billings, Montana 59107-1193

Robinson Brick Company Billings LLC
No.7 2AB Road
Cody, Wyoming 82414-8431

Robinson Brick Company Aucutts LLC
1975 Aucutt Rd.
Montgomery, IL 60538-1135

ALL ROLLING EQUIPMENT ISSUES ARE TO BE ADDRESSED TO SHAWN
EASTER

Shawn Easter
1875 West Dartmouth
Denver, CO 80110-1308
Office Phone # 303-783-3060
Cell Phone # 720-314-3060
Fax # 303-783-3060