



HYSTER COMPANY

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

January 4, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: SENECA FOODS CORPORATION

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between Seneca Foods Corporation and MEE Material Handling – Beloit, Wisconsin 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.

MEE Material Handling – Beloit, Wisconsin 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 MEE Material Handling office in Beloit, Wisconsin. Seneca Foods Corporation will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be October 27, 2013.

If you have any questions concerning this account, please contact Edward Gergets (800) 242-5452, or email him at egergets@meelift.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Edward Gergets, MEE Material Handling
Gary Cutsy, Hyster Company

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



MATERIAL HANDLING
AND
INDUSTRIAL EQUIPMENT



MEE MATERIAL HANDLING L.L.C.

SALES - RENTALS - SERVICE - PARTS - LEASING

11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2294 / PHONE 414-353-3300 / 800-242-5452

BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-768-5521 / 800-242-3313

SHEBOYGAN, WISCONSIN / PHONE 920-452-6145

BELOIT, MADISON, WISCONSIN / ROCKFORD, ILLINOIS / 800-242-5452



Website: www.meellift.com

27-Oct-10

SENECA FOODS CORPORATION
600 E. Conde Street
Janesville, WI 53546

Mr. Mark Forsting

SUBJECT: HYSTER DEALER MAJOR ACCOUNT AGREEMENT

MEE is pleased to present this Letter of Agreement in establishing a formal Dealer Major Account Agreement between Seneca Foods Corporation and MEE Material Handling. MEE Material Handling's sole responsibility will be to administer and coordinate all sales of new Hyster products to Seneca Foods Corporation locations nationwide.

Hyster Company has extended most favorable Dealer Major Account level pricing, with provisions for the administering dealer MEE Material Handling, and for the participating Hyster dealers who will be responsible for delivering and maintaining your new Hyster equipment after the delivery date for each new sale.

All Hyster equipment orders will be placed centrally through Seneca Foods Corporation - Janesville, WI Division directly to MEE Material Handling with Edward Gergels being the sole point of contact as Major Accounts / Fleet Services

I. MEE MATERIAL HANDLING/HYSTER RESPONSIBILITIES

- Inform all participating Hyster dealers with the current and future Seneca Foods Corporation locations in their current territories.
- Including location address and point of contact information.
- To supply discount levels and all quotes to participating Hyster dealers in a timely fashion so quotes can be delivered to Seneca Foods Corporation locations nationwide and locally to Seneca Foods Corporation - Janesville, WI Division.
- Help coordinate the delivery and implementation of all new Hyster equipment through participating Hyster dealers on all new orders of Hyster equipment.

II. SENECA FOODS CORPORATION RESPONSIBILITIES

- To supply MEE Material Handling with all yearly Request for Quotation (RFQ) requirements. *— Hyster ONLY incl*
-Including specified requirement options, delivery locations, and delivery requirements
- Supply a complete listing of all Seneca Foods Corporation locations, which will be distributed to the Hyster Dealer Network.

Sincerely Yours,

Edward J. Gergels
Major Accounts/Fleet Services

ACCEPTED BY:

Mr. Mark Forsting - Director/Strategic Sourcin	Edward J. Gergels - Major Accounts/Fleet Services

MATERIAL HANDLING
AND
INDUSTRIAL EQUIPMENT



SALES - RENTALS - SERVICE - PARTS - LEASING
11721 WEST CARMEN AVENUE, MILWAUKEE, WISCONSIN 53225-2294 / PHONE 414-353-3300 / 800-242-5452
BRANCH: KAUKAUNA, WISCONSIN / PHONE 920-766-5521 / 800-242-3313
SHEBOYGAN, WISCONSIN / PHONE 920-452-6145
BELOIT, MADISON, WISCONSIN / ROCKFORD, ILLINOIS / 800-242-5452



Website: www.meelift.com

SENECA FOODS CORPORATION / FACILITY LOCATIONS

ADDRESS	CITY	STATE	ZIP CODE
720 Riverside Drive	Modesto	California	95354
430 7th Avenue	Buhl	Idaho	53913
25 North 6th Street	Payette	Idaho	83662
606 South Tremont Street	Princeville	Illinois	61559
303 3rd Avenue	Arlington	Minnesota	55307
710 East 7th Street	Blue Earth	Minnesota	56013
101 West 8th Street	Glencoe	Minnesota	53336
1201 Vine Street	LaSuer	Minnesota	56058
600 5th Street SE	Montgomery	Minnesota	56069
308 20th Street	Rochester	Minnesota	55903
100 Gambree Road	Geneva	New York	14456
5705 Route 36	Leicester	New York	14510
3709 Mill Street	Marion	New York	14505
30 Keystone Drive	Lebanon	Pennsylvania	17042
301 Seneca Way	Dayton	Washington	99328
2418 River Road	Yakima	Washington	98902
801 Sauk Avenue	Baraboo	Wisconsin	53913
437 South Williams Street	Cambria	Wisconsin	53923
640 Caughlin Road	Clyman	Wisconsin	53016
1055 Elm Street	Cumberland	Wisconsin	54829
200 North Green Bay Avenue	Gillett	Wisconsin	54124
418 East Conde Street	Janesville	Wisconsin	53547
500 South Clark Street	Mayville	Wisconsin	53050
229 West Waupun Street	Oakfield	Wisconsin	53065
477 South Douglass Street	Ripon	Wisconsin	54971