



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
Wanda Woods
Greenville, NC 27834

December 1, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: ROBERT A. HOUSTON, VICE-PRESIDENT SALES – CENTRAL REGION

SUBJECT: SHELL COMPANIES

This is to confirm a formal Dealer Managed National Agreement for Hyster product between Shell Companies and its subsidiaries including (Shell Oil Company, Equilon, Motiva, Pennzoil/Quaker State) along with Stewart & Stevenson – Houston, Texas who is responsible for administering the account.

Please note the attached listing of plants/operations in your area and make contact with you local plant as soon as possible.

Stewart & Stevenson – Houston, Texas 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 Stewart & Stevenson office in Houston, Texas. Shell Companies 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 November 16, 2009.

If you have any questions concerning this account, please contact Ronnie Ruffeno, Major Account Manager at (713) 671-6313 or fax to (713) 671-6386.

Sincerely,

Robert A. Houston, Vice-President, Sales
Central Region

Cc: Ronnie Ruffeno, Stewart & Stevenson
Steve Mickley, Stewart & Stevenson
Lonnie Bradford, Stewart & Stevenson
Rod Hornor, Hyster Company





Mr. Kevin Jones
Shell Oil Company
910 Louisiana Ste. 2434 B
Houston, Texas 77002

Dear Mr. Jones:

SUBJECT: MAJOR ACCOUNT LETTER OF AGREEMENT

We are pleased to prepare this agreement establishing a formal Major Account Agreement between Shell Companies (Shell Oil Company, Equilon, Motiva, Pennzoil/Quaker State), Hyster Company and Stewart & Stevenson, whose responsibility it is to administer this agreement. We feel confident that our quality products and our network of exclusive Hyster dealers are uniquely suited to supply and support your lift truck equipment needs, and we look forward to a mutually successful partnership with Shell Oil Company.

Through this agreement, Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer Stewart & Stevenson, 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 Shell Oil Company, Houston, Texas office to Stewart & Stevenson with Mr. Ronnie Ruffeno being the responsible Major Account Manager.

Contact Information:

Kevin Jones
Shell Oil Company
910 Louisiana Ste. 2434 B
Houston, Texas 77002

Ronnie Ruffeno
Stewart & Stevenson
8631 East Freeway
Houston, Texas 77029

Phone Number: 713-241-6638

Phone Number: 713-671-6313



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Stewart & Stevenson/Hyster Responsibilities

- To advise the appropriate Hyster dealer locations with Shell Oil Company facilities in their respective service areas of this agreement.
- To provide these Hyster dealer locations with the local Shell Oil Company management contacts with whom they are to initiate and maintain close working relationships to provide Shell Oil Company with the best coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Stewart & Stevenson, and coordinate the delivery and installation of this equipment at all Shell Oil Company locations with the appropriate Hyster dealer locations.

Shell Oil Company Responsibilities

- To provide Stewart & Stevenson with the 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 to a mutually successful partnership with Shell Oil Company.


Kevin Jones
Shell Oil Company
Heavy Equipment Fleet Manager

11/16/06
Date


Ronnie Ruffeno
Stewart & Stevenson
Sales Representative Hyster Division

11/20/06
Date

Field Location Contacts

	A	B	C	D	E	F	G	H	I	J	K	M	N	P	Q
1	Name	Code	Type	Shipping	Cost Code	Manager	Address	City	ST	Zip	Office #	Pager/Cell #	Contact #2	Pager/Cell #2	Fax #
2	EAST					EAST									
3	Atlanta	ATLA	DC	ATL1	C40056	Steve Chumley	5500 S. Cobb Drive Bldg. 100	Smyrna	GA	30080	404-799-7212 X15	C-770-861-1230	Ken Favors	404-799-7212 C 770-861-1231	404-792-9041
4	Baltimore	BALT	DC	BAL1	C40270	Ed Barney	818A Pulaski Hwy	Joppa	MD	21085	410-679-5223	C-410-320-6769	David Ryan	C-240-674-2708	410-679-4983
5	Boston	BOST	DC	BOS1	C40090	Harry Smalls	10 Forbes Road, Suite B	Northborough	MA	01532	508-351-6592	C-508-989-4050	Mark Robertson	508-351-6592	508-351-6596
6	Buffalo	BUFF	DC	BUF1	C40009	Bill Brown	855 Young Street	Tonawanda	NY	14151	716-693-0150	C-814-450-0977	Keith Kowalski	C-814-964-0130	716-673-0249
7	Charleston	CLP	LOBP			Dave Thompson	4950 Virginia Ave.	N. Charleston	SC	29405	843-308-2214	C-843-906-5803	Danny Smith	843-308-2230 C- 843-906-3192	843-554-7105
8	Chicago	CHIC	DC	CHI1	C40028	Lee Erbach	750 Estes Avenue	Eik Grove Village	IL	60007	847-437-7321	C-630-675-5953	John Kittinger	C-847-910-5641	847-437-7610
9	Congo	CO	BP		C2071	Phil Anderson	2875 Congo Road P.O. Box 336	Newell	WV	26050	304-387-3530 X12		John Miller X11	C-330-386-0082	304-387-0657
10	Jacksonville	JAVL	DC	JAV1	C40092	Douglas Lewis	6964 Highway Ave.	Jacksonville	FL	32254	904-781-2623	C-904-866-3756	Mike Benefield	C- 904-866-3760	904-781-5627
11	Leetsdale	LRDC	RDC	LRD1	C40082	Andy Dengel	555 W. Park Road	Leetsdale	PA	15056	724-251-5995 X11	C-412-915-8299	Arlene Hosey	724-251-5995 ext. 12	724-251-3050
12	Northeast	NEST	DC	NES1	C40531	Bill Brown	174 W. Main Street	Northeast	PA	16428	814-725-4544 X2	C- 814-450-0977	George Stanley	C-814-450-0978	814-725-4324
13	Peoria	PRIA	DC	PRI1	C40032	Marty Andersen	2714 W. 2nd Street	Peoria	IL	61615	309-243-5008	C-309-303-8046	Ed Lulay	C-309-303-8042	309-243-5829
14	Pittsburgh	PITT	DC	PIT1	C40507	William Bailie	54th Street & A.V.R.R.	Pittsburgh	PA	15201	412-781-3080 X11	C-412-287-4997	Patrice Lewis	412-781-3080 ext. 19	412-781-5587
15	Pompano Beach	POMP	DC	POM1	C40089	John Shuffstall	700 NW 33rd Street, Suite 280	Pompano Beach	FL	33064	954-782-5342	C- 754-264-2484	Jack Benson	C- 954-264-2534	754-782-5491
16	River Rouge	RRLP	LOBP		C47803	Bill Fletcher	245 Marion Avenue	River Rouge	MI	48218	313-841-2075	C-313-215-6731	Greg Lockwood	313-841-2076 C-313-215-6736	313-842-4950
17	St. Louis	STLP	DC	STLP	C40204	Jim Graham	2625 Wagner Place	Maryland Heights	MO	63043	314-291-1300 x326	C-314-707-1008	Kim Banning	C-314-707-1498	314-291-7698
18	St. Louis	SRDC	RDC	SR01	C40205	Steve Byrne	31 Commerce Drive	O'Fallon	MO	63366	636-379-9466 X11	C-636-357-0323	April Weber	C-636-357-2524	636-379-9566
19	Syracuse	SYRA	DC	SYR1	C40072	Charlie Powell	557 N. Peterboro St., PO Box 188	Canastota	NY	13032	315-697-2245	C-518-365-3125	Kevin Planck	C-315-952-0511	315-697-3459
20	Tampa	TMPA	DC	TMP1	C40088	David McNeal, Jr.	5315 E. Henry Ave.	Tampa	FL	33610-4842	813-620-4040 X13	C- 813-784-6605	Lee Getter	C- 727-457-6490	813-623-3644
21	Vicksburg	VS	BP	VSO1	C2101	Alan Voss	685 Haining Road	Vicksburg	MS	39180	601-634-0312 x14	C-601-618-1500	James Daniel	601-634-0312 C- 601-473-9405	601-634-0034
22	Whippany	ER	DC	ER01	C2451	Ray Sariego	55 S. Jefferson Road	Whippany	NJ	07981	973-887-9333	C-973-296-5489 Ext. 3	Tom Zales	C-973-296-5513	973-887-7212
23	Wood River	WRLP	LOBP		C47805	Gary Gregg	601 Madison Avenue	Roxana	IL	62084	618-255-2310	C-618-409-2728	Mary Kay Wells	C-618-255-2422	618-255-2179
24															
25															
26	Alameda	ALAM	DC	AL02	C40201	Blake Fernandez	2015 Grand Street	Alameda	CA	94501	510-748-1317	C-510-773-8656	Bernie Herrera	C-510-714-8536	510-748-1350
27	Arlington	ARLG	DC	ARL1	C40126	Todd Colwell	900 N. Great Southwest Pkwy. Suite 116	Arlington	TX	76011	817-640-1452 X14	C- 817-939-4161	Nancy Warner	C-817-939-9544	817-640-9201

Field Location Contacts

	A	B	C	D	E	F	G	H	I	J	K	M	N	P	Q
1	Name	Code	Type	Shipping	Cost Code	Manager	Address	City	ST	Zip	Office #	Pager/Cell #	Contact #2	Pager/Cell #2	Fax #
28	Colton	COLT	DC	COL1	C40102	Alan Rodriguez	1443 Miller Drive	Colton	CA	92324	909-825-4000	C-323-864-4353	Debbie Jenkins	O-909-825-4000 C 323-228-8276	909-722-0507
29	Galena Park	HLP	LOBP		C47801	Joe Corby	780 Clinton Drive	Galena Park	TX	77547	713-277-3820	C-713-817-0209	Paul Haffemann	C-713-876-3444	713-277-3814
30	Houston	HOUS	DC	HOU1	C40127	Tony Ezernack	9255 Railwood Drive	Houston	TX	77078	713-332-7605	C- 713-213-8040	Michael Villanueva	C-713-332-7605	713-332-7624
31	Houston	HRDC	RDC		C47836	Jeff Wing	9255 Railwood Drive	Houston	TX	77078	713-332-7600 713 332-7601	C-281-630-4083	Teann Chavez	C-713-332-7602	713-332-7624
32	Los Angeles	LALP	LOBP		C47802	Christine Lorence	1926 E. Pacific Coast Highway	Wilmington	CA	90744	310-513-2620	C - 213-494-6599	John Fuller	C-310-804-8603	310-513-2625
33	Portland	PRTPT	DC	PRDC	C40203	Frank Fleck	440 N. Columbia Blvd.	Portland	OR	97217	503-283-6107	C- 503-702-4987	Janet Peschka	P- 503-527-0569 C- 503-704-2163	503-286-4494
34	Portland	PRTPT	BP	PRO1	C47003	Frank Fleck	440 N. Columbia Blvd.	Portland	OR	97217	503-283-6107	C- 503-702-4987	Rod Akers	C-503-702-9545	503-286-4494
35	Reno	RENV	DC	REN1	C40109	Todd Libra	247-9 Freeport Blvd.	Sparks	NV	89431	775-359-1439	C-916-439-4004	Cliff Raymond	P- 775-887-8012	775-359-0914
36	Sacramento	SACO	DC	SAC1	C40110	Todd Libra	875 Stillwater Road, Suite 500	W. Sacramento	CA	95605	916-372-7688	C-916-439-4004	Julee Blankenship	C-916-825-5247	916-372-0418
37	Salt Lake City	SLLK	DC	SLC1	C40162	Steve Knap	1180 Beck Street	Salt Lake City	UT	84103	801-364-4731	C-801-301-0595	Erron Littrell	C-801-514-8618	801-363-0082
38	San Diego	SNDG	DC	SND1	C40168	Edward Fitzpatrick	12215 Kirkham Road, Suite 100, Bldg. 4	Poway	CA	92064	858-679-0700	C-858-705-2049	Ignacio Garcia	C-858-705-2391	858-679-0783
39	Tacoma	TCMA	DC	TCM1	C40123	Phil Hilty	P. O. Box 99851 4620 95th St SW Bldg 6 Suite A	Lakewood	WA	98499	253-582-0404	C-253-431-6186	Karla Griffin	C-253-278-3298	253-582-0413
40	Vernon	CRDC	RDC	CR01	C40083	Jack Jackson	3430 E. 26th Street	Vernon	CA	90023	323-881-7762	C-	Alan Rodriguez	C-323-864-4353	323-881-7795
41															
42															
43	Burlington	OAKV	DC		C84125	Stephen Dobie	1101 Blair Rd.	Burlington, Ont	Can	L7M 1T3	905-335-5577 x2186	C-905-466-6771	Johan Seyffert	C-905-466-5869	905-335-0029
44	Calgary	CALG	DC		C84126	Steve Thorpe	5210 - 56 Ave. S.E.	Calgary, Alb	Can	T2C 3S3	403-279-4900	C-604-308-1395	Scott Kalanchey	C-403-875-1995	403-279-5165
45	Edmonton	EDMO	DC		C84129	Todd McMahon	1444 78th Avenue	Edmonton, Alb	Can	T6P 1L7	780-490-1021	C-604-308-1395	Brenda Cameron	C-403-279-4900	780-490-1051
46	Langley	BURN	DC		C84127	Todd McMahon	Unit 2 - 9499 198th Street	Langley, BC	Can	V1M 3B8	604-881-7077	C-604-308-1395	Arun Chaudhary	C-604-313-1483	604-881-7080
47	Laval DC	LAVL	DC		C84128	Philippe Lissardi	2015 rue Cunard	Laval QC	Can	H7S 2N1	450-973-6565 x222	C-514-219-5476	Nadia Dumoulin	C-514-234-8251	514-973-6564
48															
49															
50	Cleveland	BC	MFG		C47095	Ed Hunt	5700 S. Lee Road	Maple Heights	OH	44137-4815	216-332-4246	C-216-374-9637	Joe Valore	C-216-401-2392	216-332-4340
51	Moorpark	AXMP	MFG		C85704	TBA	609 Science Drive	Moorpark	CA	93021	805-532-5205	C-805-907-2680	Scott Olson	C-805-298-2172	805-531-9777