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



HYSTER COMPANY

Americas Division

January 23, 2007

TO: ALL DEALER PRINCIPALS AND SALES MANAGERS
FROM: ROBERT A. HOUSTON, VICE-PRESIDENT SALES – CENTRAL REGION
SUBJECT: SKYLINE CORPORATION

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Skyline Corporation and Mid-State Industrial Services – Elkhart, Indiana 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.

Mid-State Industrial Services – Elkhart, Indiana 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 Mid-State Industrial Services office in Elkhart, Indiana. Skyline 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 December 22, 2009.

If you have any questions concerning this account, please contact Ryan Austin, Major Account Representative at (574) 266-8027 or fax (574) 266-8028.

Sincerely,

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

cc: Ryan Austin, Mid-State Industrial Services
Mark Drummond, Mid-State Industrial Services
Gary Cutsy, Hyster Company





DEALER MAJOR ACCOUNT AGREEMENT

This agreement identifies the features and benefits within Hyster's *DEALER MAJOR ACCOUNT PROGRAM* to be instituted on behalf of Skyline Corporation (its identified divisions, subsidiaries, joint ventures and others) by Hyster Company's Authorized Dealership, Mid-State Industrial Services, Inc. (Mid-State). This program is designed to provide Skyline Corporation with the highest levels of product performance and support services. By accepting this designation and entering this agreement, Skyline Corporation expresses its intent to procure Hyster Products as a preferred source of supply under the terms of this Agreement. This Agreement commences upon your acceptance and terminates with either party giving 30 days written notice.

The *DEALER MAJOR ACCOUNT PROGRAM* is structured as follows:

- ✓ The Mid-State Dealer Major Account Representative, Ryan Austin, will act as point man for coordinating Skyline Corporation equipment needs. All quotation requests and equipment orders are to be sent to his attention at 821 E. Windsor, Suite 1, Elkhart, Indiana, 46514. In addition, any questions, issues or concerns should be directed to Ryan Austin at the preceding address or by phone (574) 266-8027 or fax (574) 266-8028. The goal is to provide Skyline Corporation with direct single-point, accountable and responsive communications support.
- ✓ As a Hyster Products Dealer Major Account, Skyline Corporation can be confident it is dealing with an established and reputable world class manufacturer of material handling equipment – Hyster Company. As their history has proven, Hyster Company continues to provide singular and innovative products and solutions as a hallmark of their commitment to their customer base. Additionally, Hyster Company's Dealer network is regarded as the premier network in the industry; and Mid-State as a strong individual Dealership within that network.
- ✓ Consistent and competitive pricing on quality Hyster equipment equates to a solid value with a "no surprises" ordering process, assuring Skyline Corporation of superior product with a "best price" acquisition policy based on historic and projected total spend.
- ✓ Long term planning for equipment needs is accomplished as a result of systematic monitoring and tracking of current and future material handling needs throughout all facility locations and the implementation of a Fleet Management program.
- ✓ Through implementation of the Fleet Management concepts, Skyline Corporation will realize an inherent controlled cost advantage in terms of budgetary requirements and equipment deliveries. The planning and forecasting of equipment needs is coordinated with each individual facility and once determined, Mid-State Industrial works with the Hyster factory in securing availability slots so the equipment will arrive within each facility's planning period. Fleet management programs are offered to Skyline Corporation at no additional cost.
- ✓ Each servicing Hyster Dealer participates in the sale of the equipment through a Dealer cooperative agreement, insuring that all Skyline Corporation facilities receive a consistent level of service and parts support.

Mid-State Industrial Services, Inc.

- ✓ Mid-State Industrial will receive Hyster Fleet pricing on all Hyster and Hyster/Unisource parts. These parts can be purchased directly from each Skyline Corporation plant's local Hyster dealer.
- ✓ Skyline Corporation is under no obligation to buy any minimum quantity of forklifts or parts under this agreement.
- ✓ As your Major Account Representative, Ryan Austin will coordinate with the local Dealer's sales representatives in evaluating and specifying the proper equipment and service support to best serve each location, including such areas as training and/or factory field service engineering support.

Mid-State Industrial Services, Inc. offers Skyline Corporation the full extent of its over 25 years experience in the material handling industry, through its distinguished Dealer Major Account Program under the terms described above, and Skyline Corporation accepts as signified by the authorizations provided below.

Mid-State Industrial Services, Inc.

By: [Signature]

Its: _____

Date: 12/24/06

Skyline Corporation

By: [Signature]

Its: VP - OPERATIONS

Date: 12/22/06

Mid-State Industrial Services, Inc.

Skyline Locations in Oregon

Nomad McMinnville

750 Booth Bend Rd

McMinnville, OR 97128-0360

Phone: 800-929-1080

Local Phone: (503)472-3101

FAX: (503)472-4374

Email: oregonrvsales@skylinerv.com

Skyline Homes

550 Booth Bend Rd

McMinnville, OR 97128-0388

Phone: 800-235-2003

Local Phone: (503)472-3181

FAX: (503)472-6463

Email: oregon@skylinehomes.com

Skyline Locations in California

Skyline Woodland

1720 E. Beamer St

Woodland, CA 95776-6218

Phone: 800-338-6703

Local Phone: (530)666-0974

FAX: (530)666-7962

Email: woodland@skylinehomes.com

Skyline Homes, Inc.

499 W. Esplanade

San Jacinto, CA 92583-5098

Phone: 800-726-2284

Local Phone: (951)654-9321

FAX: (951)654-0490

Email: sanjacinto@skylinehomes.com

Travel Trailers

920 West Mayberry St

Hemet, CA 92543-5799

Phone: 888-442-0997

Local Phone: (951)658-7106

FAX: (951)658-8050

Email: [hemetr@skylinecorp.com](mailto:hemetrv@skylinecorp.com)

Layton Travel Trailers

425 S. Palm

Hemet, CA 92549-2195

Phone: 800-733-4250

Local Phone: (951)925-0401

FAX: (951)925-9622

Skyline Locations in Kansas
Skyline Homes

920 W Second

Halstead, KS 67056-0311

Phone: 800-728-1314

Local Phone: (316)835-2214

FAX: (316)835-2211

Email: halstead@skylinehomes.com

Skyline Homes

315 W. Skyline Road

Arkansas City, KS67005

Phone: 800-658-1611

Local Phone: (316)4429060

FAX: (316)442-5003

Email: sales125@skylinehomes.com

Skyline Locations in Texas
Skyline R.V. Division

606 S 2nd Ave

Mansfield, TX 76063-0119

Phone: 800-962-7773

Local Phone: (817)477-3161

FAX: (817)477-4315

Email: texasrv@skylinecorp.com

Skyline Locations in Louisiana
Skyline Homes

1650 Swan Lake Road

Bossier City, LA 71111-5300

Phone: 800-256-5002

Local Phone: (318)746-5001

FAX: (318)746-5048

Email: sales181@skylinehomes.com

Skyline Locations in Florida
Oak Springs Ocala

1714 SW 17th St

Ocala, FL 34478-0789

Phone: 800-726-7501

Local Phone: (352)629-7501

FAX: (352)629-1348

Email: oakspringssales@skylinehomes.com

Homette Florida

1230 SW 10th St

Ocala, FL 34474-2726

Phone: 800-800-7571

Local Phone: (352)629-7571

FAX: (352)629-8758

Email: homette_ocala@skylinehomes.com

Skyline Homes

465 N. Reading Rd

Ephrata, PA 17522-0517

Phone: 800-858-4439

Local Phone: (717)733-4171

FAX: (717)733-2002

Email: ephrata@skylinehomes.com

Skyline Locations in Ohio**Skyline Homes**

580 Mill St NW

Sugarcreek, OH 44681-9501

Phone: 800-676-2483

Local Phone: (330)852-2483

FAX: (330)852-2748

Email: sugarcreek@skylinehomes.com

Skyline Locations in Indiana**Nomad/Layton Elkhart**

401 CR 15

Elkhart, IN 46516-9623

Phone: 800-736-2573

Local Phone: (574)294-2573

FAX: (574)294-1880

Email: elkhartrv@skylinecorp.com

Skyline Bristol

State Rd, 15

Bristol, IN 46507-0217

Phone: 800-735-7621

Local Phone: (574)848-7621

FAX: (574)848-7626

Email: sales111@skylinehomes.com

Skyline Goshen

U.S. Hwy 33 S.

Goshen, IN 46527-0119

Phone: 800-755-3060

Local Phone: (574)642-3060

FAX: (574)533-0439

Email: sales112@skylinehomes.com

Skyline Locations in Wisconsin**Skyline Homes**

Hwy 61 NE

Lancaster, WI 53813-0590

Phone: 800-356-7411

Local Phone: (608)723-4171

FAX: (608)723-4179

Email: lancaster@skylinehomes.com