



VBS INC. MATERIAL HANDLING EQUIPMENT

RICHMOND
5808 MIDLOTHIAN TURNPIKE
P.O. BOX 13326
RICHMOND, VA 23225
(804) 232-7816
FAX (804) 231-1071

CHESAPEAKE
3608 Koppens Way
Chesapeake, VA 23323
(757) 485-9800
Fax (757) 485-4597

ROANOKE
811 Pocahontas Ave., N.E.
Roanoke, VA 24012
(540) 342-8972
Fax (540) 343-9971

ROCKY MOUNT
2745 N. Wesleyan Blvd.
Rocky Mount, NC 27804
(252) 446-3031
Fax (252) 977-7789

WINCHESTER
712 North Kent Street
Winchester, VA 22601
(540) 665-0320
Fax (540) 665-0281

January 8, 1999

Mr. George W. Marshall
HYSTER COMPANY
1400 Sullivan Drive
Caller No. 12011
Greenville, NC 27834-2011

**RE: MAJOR ACCOUNT AGREEMENT FORMALIZED
SOUTHERN STATES COOPERATIVE INC.**

Dear George:

VBS Inc. has entered into a formal Major Account Agreement with Southern States Cooperative Inc., headquartered in Richmond, VA. Hyster product will be one of two major equipment lines considered in fulfilling their lift truck equipment needs, which averages approximately 30+ units annually.

All Hyster product purchasing will be coordinated through Southern States' corporate headquarters (see attached signed copy of Major Account Agreement). Tim Tierney, the VBS sales representative for this account, will be the focal point for all quoting and ordering of Hyster equipment, regardless of location.

Currently, we are in the process of contacting the appropriate Hyster dealers to share our experience with this account, and begin soliciting their assistance in the support effort.

George, we appreciate any support and initiatives Hyster Company has to offer.

Sincerely,

Stephen W. Hawks
Sales Manager

Attachment

cc: Claud Crosby, President, VBS Inc.
Tim Tierney, Sales Representative, VBS Inc.



Celebrating 50 Years

VBS INC. MATERIAL HANDLING EQUIPMENT

RICHMOND
5808 MIDLOTHIAN TURNPIKE
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ROCKY MOUNT
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(252) 448-3031
Fax (252) 977-7788

WINCHESTER
712 North Kent Street
Winchester, VA 22601
(540) 665-0320
Fax (540) 665-0281

January 8, 1999

Mr. Butch Carter
Southern States Cooperative
6606 W. Broad Street
Richmond, VA 23260
RE: VBS MAJOR ACCOUNT PROGRAM

Dear Mr. Carter:

As we have discussed, the VBS Major Account Program addresses your varied material handling equipment needs. As a recap, the following summarizes some of the features and benefits of this program:

As your account representative, my role is essentially a focal point to coordinate all equipment-related activities, including...

- *facilitating long term planning for equipment purchasing / replacement*
- *equipment specifications in line with application conditions / usage*
- *managed order processing and delivery scheduling for all locations*
- *consistent and competitive pricing*
- *consulting on and resolving issues / questions concerning your material handling equipment needs and experiences*

The success of this program is based on focused inter-activity among the key players: *all requests* for quotations and orders are sent to my attention at VBS. Hyster is notified immediately of the *major account* status; the local Hyster dealer is apprised and coordinates the sale and delivery of the equipment directly with the local plant, ensuring the highest level of support and service.

I look forward to meeting you concerning any questions you may have about the program and its implementation.

Sincerely,

Tim Tierney
Sales Representative

cc: Claud Crosby, President, VBS Inc.
Steve Hawks, Sales Manager, VBS Inc.



VBS INC. MATERIAL HANDLING EQUIPMENT

RICHMOND
5808 MIDLOTHIAN TURNPIKE
P.O. BOX 13386
RICHMOND, VA 23225
(804) 232-7818
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3608 Koppens Way
Chesapeake, VA 23321
(757) 485-9800
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ROANOKE
811 Pocahontas Ave., N.E.
Roanoke, VA 24018
(540) 342-8972
Fax (540) 343-8971

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Rocky Mount, NC 27804
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Winchester, VA 22601
(540) 665-0320
Fax (540) 665-0281

MAJOR ACCOUNT AGREEMENT

This agreement identifies the features and benefits of the *Major Account Program* to be instituted on behalf of SOUTHERN STATES COOPERATIVE by VBS Inc. Material Handling Equipment. This program is designed to provide SOUTHERN STATES COOPERATIVE with the highest level of product and support services.

The *Major Account Program* is structured as follows:

- ▶ Your VBS Major Account Sales Representative will act as *point man* for coordinating the processing of all quotations and equipment orders initiated through your corporate operation. Equally, any and all questions or concerns should be directed through this focal point, thereby providing SOUTHERN STATES COOPERATIVE with a direct and responsive communications support mechanism.
- ▶ As a Major Account, SOUTHERN STATES COOPERATIVE 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 product and solutions as a hallmark of their commitment to their customer base.
- ▶ Consistent pricing on quality Hyster equipment equates to a solid value with a "no-surprises" ordering process, eliminating the need for constant re-evaluation of purchasing costs.
- ▶ 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 plant locations.
- ▶ With the long term planning and consistent pricing, SOUTHERN STATES COOPERATIVE realizes an inherent controlled cost advantage in terms of budgetary requirements and equipment deliveries.
- ▶ Optimum coordinating efforts with local Hyster servicing dealers insures a consistent level of service expectations with all SOUTHERN STATES COOPERATIVE plant locations.
- ▶ With the strategic relationship of a major account program, greater experience is achieved in evaluating and specifying equipment and support needs for your applications throughout your operation.

VBS Inc. offers SOUTHERN STATES COOPERATIVE the full extent of its 50 years experience, as a Hyster Dealer and as a proven professional in the material handling industry, through its distinguished Major Account Program, as signified by the authorizations provided below.

VBS Inc. Material Handling Equipment

Authorized by:

[Signature]

Authorized Signature

Mason Reed Sales

Title

Jan 13, 1999

Date

SOUTHERN STATES COOPERATIVE

Accepted by:

[Signature]

Authorized Signature

R. B. "Butch" Carter, Manager

Automotive Equipment

Southern States Cooperative, Inc.

P. O. Box 26234, Richmond, VA 23260

ph 804/281-1444 fax 804/281-7719

1/28/99

UNIFORM SALES & USE TAX CERTIFICATE MULTIJURISDICTION

Issued to Seller:

VBS, INC. MATERIAL HANDLING EQUIPMENT

Address:

5808 Midlothian Turnpike

City:

Richmond,

State:

VA

Zip:

23225

I certify that:

Name of Firm (Buyer): **Farm Credit Leasing**

Address: **6606 W. Broad Street**

City: **Richmond**

State: **Virginia**

Zip: **23230**

is engaged as a registered:

☐ Wholesaler ☐ Retailer ☐ Manufacturer ☒ Lessor

and is registered with the below listed states within which your firm would deliver purchases to us and that any such purchases are for wholesale, resale, ingredients or components of a new product or service to be resold, leased, or rented in the normal course of our business. We are in the business of wholesaling, retailing, manufacturing, leasing (renting) the following:

List:

Tangible personal property

State	ID Number	State	ID Number
Alabama	7668-2310	North Carolina	901-9-101-24731
Arizona	07-286275-N	North Dakota	110723-88
Arkansas	023705-76-001	Ohio	99-013142
California	SS OHA 30-661254	Oklahoma	118353
Colorado	80-48804	Pennsylvania	99342275
Connecticut	3977907-000	Rhode Island	56154
Delaware	E-411482186001	S. Carolina	99018039
Florida	78-21-034838-23	S. Dakota	73-001-411482186E-ST-001
Georgia	175-61-20267-2	Tennessee	100579779
Hawaii	10328142	Texas	1-41-1482186-2
Idaho	000191806-S	Utah	001D20353
Illinois	1846-6753	Vermont	13339
Nebraska	01-4728558	Virginia	0003398145
Nevada	1105105	Washington	C600-538-367
New Jersey	411-482-186-000	W. Virginia	41-148-2186-001
New Mexico	02-081807-00-6	Wisconsin	UT3322
New York	41-1482186	Wyoming	24-0-04364

I further certify that if any property or service so purchased tax free is used or consumed by the firm as to make it subject to a Sales or Use Tax we will pay the tax due directly to the proper taxing authority when state law so provides or inform the seller for added tax billing. This certificate shall be a part of each order which we may hereafter give to you, unless otherwise specified, and shall be valid until canceled by us in writing or revoked by the state.

General description of products to be purchased from the seller:

Tangible personal property

Under penalties of perjury, I swear or affirm that the information on this form is true and correct as to every material matter.

Authorized signature (Owner, Partner, or Corporate Officer)

Title:

Date:

word\salestax\fclexcer

UNIFORM SALES & USE TAX CERTIFICATE MULTIJURISDICTION

Issued to Seller:

VBS, INC. MATERIAL HANDLING EQUIPMENT

Address:

5808 Midlothian Turnpike

City:

Richmond

State:

VA

Zip:

23225

I certify that:

Name of Firm (Buyer): **Southern States Cooperative, Inc**

Address: **PO Box 26234**

City: **Richmond**

State: **Virginia**

Zip: **23260**

is engaged as a registered:

Wholesaler

X **Retailer**

Manufacturer

Lessor

and is registered with the below listed states within which your firm would deliver purchases to us and that any such purchases are for wholesale, resale, ingredients or components of a new product or service to be resold, leased, or rented in the normal course of our business. We are in the business of wholesaling, retailing, manufacturing, leasing (renting) the following:

List:

Farm Supplies

<i>State:</i> Kentucky	<i>State Registration or ID #:</i> 041268	<i>State:</i> Maryland	<i>State Registration or ID #:</i> 04769769
<i>State:</i> Michigan	<i>State Registration or ID #:</i> ME-0138225	<i>State:</i> New Jersey	<i>State Registration or ID #:</i> 540-387-200/000
<i>State:</i> North Carolina	<i>State Registration or ID #:</i> 901-8-101-26599	<i>State:</i> Ohio	<i>State Registration or ID #:</i> 89-034888
<i>State:</i> South Carolina	<i>State Registration or ID #:</i> 099060660	<i>State:</i> Tennessee	<i>State Registration or ID #:</i> 101017025
<i>State:</i> Virginia	<i>State Registration or ID #:</i> 143-62088-2	<i>State:</i> Georgia	<i>State Registration or ID #:</i> 300364872
<i>State:</i> West Virginia	<i>State Registration or ID #:</i> 54-038-7200-001	<i>State:</i> Arkansas	<i>State Registration or ID #:</i> 205807-78-003
<i>State:</i> Florida	<i>State Registration or ID #:</i> 63-00093705-80-3	<i>State:</i> Mississippi	<i>State Registration or ID #:</i> 183-22750-3
<i>State:</i> Alabama	<i>State Registration or ID #:</i> 68CU-29916	<i>State:</i> Texas	<i>State Registration or ID #:</i> 1-54-0387200-3
<i>State:</i> Indiana	<i>State Registration or ID #:</i> 003416046-001-6	<i>State:</i> Louisiana	<i>State Registration or ID #:</i> 9991878-001 0

I further certify that if any property or service so purchased tax free is used or consumed by the firm as to make it subject to a Sales or Use Tax we will pay the tax due directly to the proper taxing authority when state law so provides or inform the seller for added tax billing. This certificate shall be a part of each order which we may hereafter give to you, unless otherwise specified, and shall be valid until canceled by us in writing or revoked by the state.

General description of products to be purchased from the seller:

Farm Supplies

Under penalties of perjury, I swear or affirm that the information on this form is true and correct as to every material matter.

Authorized signature (Owner, Partner, or Corporate Officer)

Title:

Date:

[Handwritten Signature]

V.P. Retail Div. II

1/28/99