



HYSTER COMPANY

Americas Division

March 21, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: BOB HOUSTON, V-PRES., SALES – CENTRAL REGION
SUBJECT: SPARTAN STORES

This is to confirm a formal Dealer Major Account Agreement for Hyster product between Spartan Stores and Mid-State Industrial Services – Eaton Rapids, MI 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 – Eaton Rapids, MI 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 office in Eaton Rapids, MI. Spartan Stores will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Mark Drummond, Account Sales Representative, at (800) 826-2106 or fax (517) 663-8464.

Sincerely,

Bob Houston, Vice-President, Sales
Central Region

BH/wgw

cc: Mark Drummond, Mid-State Industrial Services
Mike Adams, Hyster Company

