



HYSTER COMPANY

Americas Division

September 23, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: TOM SAPUTO, VICE-PRESIDENT, SALES ~ WESTERN REGION & CANADA
SUBJECT: TA CHEN INTERNATIONAL, INC.

This is to confirm a Dealer Managed National Account Agreement for Hyster product between Ta Chen International, Inc. and Johnson Lift/Hyster – City of Industry, California 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.

Johnson Lift/Hyster – City of Industry, California 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 the Johnson Lift/Hyster office in City of Industry, California. Ta Chen International, Inc. 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 August 27, 2011.

If you have any questions concerning this account, please contact Rich Oswald, Major Account Manager at (562) 692-9311, fax number (562) 692-4341 or e-mail him at oswald_rich@johnsonlift.com.

Sincerely,

Tom Saputo, Vice-President, Sales
Western Region & Canada

cc: Rich Oswald, Johnson Lift/Hyster
Bob Pilon, Johnson Lift/Hyster
Barry Larrain, Hyster Company





Johnson Lift/HYSTER

Your Southern California Hyster Dealer



August 21, 2008

ATTN: Mr. James Chang

Ta Chen International, Inc.
5855 Obispo Ave.
Long Beach, California 90805

SUBJECT: MAJOR ACCOUNT LETTER OF AGREEMENT:

Dear Mr. Chang,

We are pleased to prepare this Letter of Agreement establishing a formal Major Account Agreement between Ta Chen International, Hyster Company and Johnson Lift/Hyster, whose responsibility it is to administer the Agreement. We feel confident that our quality products and our network of exclusive Hyster dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a long and mutually successful partnership with Ta Chen International.

Through this Agreement, Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer (Johnson Lift/Hyster), and for affected 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 are to be placed centrally through the Ta Chen International, Inc., Long Beach, California office to Johnson Lift/Hyster with Rich Oswald being the responsible Major Account Manager.

Johnson Lift/Hyster responsibilities:

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To advise the appropriate Hyster dealer locations with Ta Chen International facilities in their respective service areas of this Agreement.

☐

To provide these Hyster dealer locations with the local Ta Chen International management contacts with whom they are to initiate and maintain close working relationships in order to provide Ta Chen International with the best coordinated support possible.

☐

To enter orders for new Hyster equipment on a timely basis with Hyster Company and coordinate the delivery and installation of this equipment at all Ta Chen International locations with the appropriate Hyster dealer locations.

Industry
2600 Peck Rd.
City of Industry, CA 91749
(562) 692-9311
Fax (562) 699-6306

Anaheim
3650 E. Miraloma
Anaheim, CA 92806
(714) 630-6161
Fax (714) 630-1425

Riverside
1360 Citrus Ave.
Riverside, CA 92502
(909) 276-0228
Fax (909) 276-1883

San Diego
7227 Carroll Rd.
San Diego, CA 92121
(619) 566-4181
Fax (619) 578-6165

Oxnard
1061 S. Industrial Ave.
Oxnard, CA 93030
(805) 487-7672
Fax (805) 483-3250

El Centro
1102 Dogwood Road #B
El Centro, CA 92243
(760) 352-8265
Fax (760) 352-8276

Ta Chen International, Inc. responsibilities:

☐

To advise all local Ta Chen International management teams of this Agreement, with copies to Johnson Lift/Hyster and Hyster Company.

☐

To provide Johnson Lift/Hyster with a complete listing of all Ta Chen locations to include local contact information, together with name, address, phone numbers, fax numbers, and email addresses, as well as timely notifications of any changes to this information.

☐

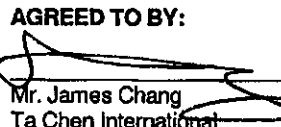
To provide Johnson Lift/Hyster with a detailed listing of all existing material handling equipment at all locations per "Equipment List" form to be provided by Johnson Lift/Hyster.

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, again, to a mutually successful partnership with Ta Chen International.

Yours truly,

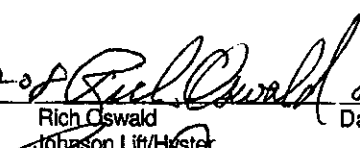
JOHNSON LIFT/HYSTER

AGREED TO BY:


Mr. James Chang
Ta Chen International

Date

8-27-08

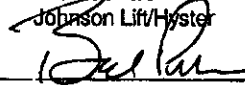

Rich Oswald
Johnson Lift/Hyster

Date

8/27/08

Barry Larrain
Hyster Company

Date


Bob Pilon
Johnson Lift/Hyster

Date

08/28/08

Cc: Barry Larrain - Regional Sales Manager
Cc: Bob Pilon - Johnson Lift/Hyster - Sales Manager
Cc: Rich Oswald - Johnson Lift/Hyster - Sales Consultant
Cc: Bryan Zettle - Hyster Company - National Accounts Manager
Cc: T. Saputo - Hyster Company - Vice President
Cc: D. Ohm - Johnson Lift/Hyster - VP General Manager

Account Profile and Strategy



TA CHEN INTERNATIONAL, INC.

**Ta Chen International, Inc.
5855 Obispo Avenue
Long Beach, CA 90805
(562) 808-8000**

www.tachen.com

Account Information

Operations Locations:

Corporate & Plant Locations Overview:

**Corporate Headquarters
5855 Obispo Avenue
Long Beach
CA 90805
U.S.A.**

**Toll Free: 800-364-8389
Telephone: 562-808-8000
Facsimile: 562-808-8104**

**11101 C S. Tacoma way
Lakewood
WA 98499
U.S.A.
Telephone: 253-584-2161
Facsimile: 253-584-1689**

**5650 Centerpoint Court
Gurnee, IL 60031
U.S.A.
Toll Free: 800-580-1070
Telephone: 847-816-6775
Facsimile: 847-816-7503**

**500 Richards Run
Unit 3 Burlington
NJ 08016
U.S.A.
Toll Free: 888-824-0059
Telephone: 609-239-6000
Facsimile: 609-239-5600**

**VIP STAINLESS, INC.
Division of Ta Chen International, Inc.
250 Pehle Ave., Plaza II
Suite 03
Saddle Brook, NJ 07663**

Telephone: 201-845-3333
Facsimile: 201-845-3335

245 Deen Still Rd.,
Ste. #800
Davenport ,FL 33897
U.S.A.
Toll Free: 800-705-1464
Telephone: 863-420-8835
Facsimile: 863-424-5113

2995 Evergreen Parkway
Suite 100 Duluth
GA 30096
U.S.A.
Toll Free: 888-756-1234
Telephone: 770-814-9212
Facsimile: 770-814-7053

9525 Wallisville Road
Houston
TX 77013
U.S.A.
Toll Free: 800-310-2003
Telephone: 713-672-0177
Facsimile: 713-673-6675

1214 Marquette St.
Cleveland
OH 44114
USA
Telephone: 216-432-9252
Facsimile: 216-432-9324