



HYSTER COMPANY

Americas Division

NMHG, Inc. (Hyster Company)
1 General Letter Book 2
Greenville, NC 27834

August 15, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: BOB HOUSTON, VICE-PRESIDENT, SALES – CENTRAL REGION
SUBJECT: THE J.M. SMUCKER COMPANY

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between The J.M. Smucker Company and M.H. Equipment Company – Twinsburg, Ohio, 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.

Administratively, all orders for Hyster equipment will be placed through each J.M. Smucker location(s) to M.H. Equipment Company in Twinsburg, Ohio. The J.M. Smucker Company will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement will expire in three years from the date of this agreement which will be August 15, 2009.

If you have any questions concerning this account, please contact Edward Tople, Major Account Manager at (330) 425-2476 or e-mail him at etople@mhequipment.com.

Sincerely,

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

RAH/wgw

cc: Edward Tople, M.H. Equipment Company
Fred Metzger, M.H. Equipment Company
Jim Cogley, The J.M. Smucker Company
Gary Cutsy, Hyster Company





The JM Smucker Company
Strawberry Lane
Orrville, OH 44667

May 10, 2006

To Whom it may concern:

We are pleased to prepare this letter establishing a formal Dealer Managed National Account arrangement for The JM Smucker Company by Hyster Company and MH Equipment Company, whose responsibility it is to administer the program. 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 continued and mutually successful partnership with Smuckers.

Hyster Company is extending most favorable National Account level pricing, with provisions for the administering dealer, MH Equipment Company, 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.

All Smucker facilities will be eligible to purchase Hyster parts at Hyster Fleet Pricing levels in effect at time of order.

Administratively, all orders for Hyster equipment will be placed locally through each Smucker location(s) to MH Equipment Company with Mr. Jovich being the responsible Major Account Manager.

MH Equipment Company/Hyster Responsibilities:

To advise the appropriate Hyster Dealer locations with Smucker facilities in their respective service areas of this Agreement.

To provide these Hyster Dealer locations with the local Smucker management contacts with whom they are to initiate and maintain close working relationships to provide Smuckers with the best-coordinated support possible.

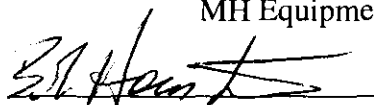
To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Smucker locations with the appropriate Hyster Dealer locations.

MH Equipment Company, 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 support and trust. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually successful partnership with The JM Smucker Company.

Attachment: Exhibit A

Ed Tople

Ed Tople Major Acct. Mgr.
MH Equipment Company



Bob Houston-V.P Sales
Hyster Company



Fred Metzger-President
MH Equipment Company

Received and Acknowledged:

 8/15/06

Jim Cogley Corporate Buyer
The J.M. Smucker Company

Exhibit A

MH Equipment Company offers to The JM Smucker Company:

- A five percent (5%) cost plus model on the sale of new Hyster trucks to include Hyster attachments if they are ordered with the new truck from the Hyster factory. All new Hyster trucks must be purchased through MH Equipment Company, Twinsburg, Ohio.
- All EnerSys batteries and chargers will have a three percent (3%) cost plus model if they are ordered from MH Equipment Company, Twinsburg, Ohio.
- All Hyster truck parts will be sold to JM Smucker Company at Hyster Fleet Pricing.



Location Summary – U.S.

Aviation

J.M. Smucker, LLC
Akron-Canton Airport Building #8
North Canton, Ohio 44720
330-497-0073

M.H. Equipment

2476 Edison Blvd.
Twinsburg, OH 44087
330-487-2476
Tom Sedor Sales Mgr.

Chico

Beverages
Smucker Quality Beverages, Inc
PO Box 369
Speedway Avenue
Chico, CA 95927/95928
800-903-7724 / 530-899-5000

Pape Material Handling Inc.

2410 Grand Ave.
Sacramento CA. 95838
916-641-3434
Harry Adamson Sales Mgr.

Fargo

Uncrustables
J.M. Smucker, LLC
1740 Main Avenue West
West Fargo, ND 58078
877-357-4070 / 701-281-8999

RDO Material Handling

2985 Lone Oak Circle
Eagan MN. 55121
651-905-7025
Curt Giles Sales Mgr.

Bentonville

Wal-Mart Sales Team
The J. M. Smucker Company
2104 South 54th Street, Suite 2&3
Rogers, AR 72758
479-464-9958

Barloworld Handling-Mid South Div

2200 Highway 265 South
Springdale, AR. 72764
479-756-5300
Travis McBride Sales Mgr

Cincinnati

Oils, Shortenings and Sprays
J.M. Smucker, LLC
Cincinnati Crisco Plant
5204 Spring Grove Avenue
Cincinnati, Ohio 45217
866-714-7482 / 513-482-8000

MH Equipment Co.

106 Circle Freeway
Cincinnati, OH 45241
513-681-2200
Ron Herrmann Sales Mgr.

Grandview

Fruit Processing
Smucker Fruit Processing Co.
PO Box 608
100 Forsell Road
Grandview, WA 98930
509-882-1530

Pape Material Handling-Central WA

909 South 18th St
Yakima, WA 98901
509-248-5636
Bill Dorsett Sales Mgr.

Havre de Grace

Beverages

Smucker Quality Beverages, Inc.
340 Old Bay Lane
Havre de Grace, MD 21078
800-544-9857 / 410-939-1403

McCall Handling Co.
2 East West St.
Baltimore MD. 21230
410-244-1700
Dave Hoehn Sales Mgr.

Memphis

Fruit Spreads & Ice Cream Toppings
J.M. Smucker, LLC
4740 Burbank Road
Memphis, TN 38118
800-222-3729 / 901-362-3550

Barloworld
5511 E. Shelby Dr.
Memphis TN> 38141
901-795-7200
Lew Edwards Sales Mgr.

Orrville -- Office
Corporate Headquarters
Strawberry Lane
Orrville, Ohio 44667
800-553-0952 / 330-682-3000

MH Equipment
2476 Edison Blvd.
Twinsburg, Ohio 44087
330-425-2476.
Tom Sedor Sales Mgr.

Lexington

Peanut Butter

J.M. Smucker, LLC
Lexington Jif Plant
767 Winchester Road
Lexington, KY 40505
866-714-7527 / 859-254-5544

MH Equipment-Ohio South
706 Enterprise Dr.
Lexington KY 40510
859-253-1682
Ron Herrmann Sales Mgr.

New Bethlehem

Peanut Butter

J.M. Smucker PA, Inc.
300 Keck Avenue
New Bethlehem, PA 16242
814-275-1323

Equipco Div. Phillips Corp..
1889 Mayview Rd.
Bridgeville PA. 15017
412-221-2800
Drew D'Alessandro

Orrville -- Plant
Fruit Spreads & Ice Cream
Toppings
Strawberry Lane
Orrville, Ohio 44667
330-684-3283

MH Equipment
2476 Edison Blvd
Twinsburg, Ohio 44087
330-425-2476
Tom Sedor Sales Mgr.

Saskatoon
The J. M. Smucker Company
#95 33rd Street East
Saskatoon, Saskatchewan S7K 0R8
(306) 665-7110

St. Bonaventure
Tank Farm

Port Colborne
The J. M. Smucker Company
2 Sherwood Forest Lane
P.O. Box 190
Port Colborne, Ontario L3K 5V8
(905) 834-5305

Ste. Marie de Beauce
Fruit Spreads & Ice Cream
Toppings
PO Box 3000
883 Rue Norte Dame Nord
Ste. Marie de Beauce Quebec
Canada
G6E 3B2
418-387-5491



Location Summary - Canada

Burlington
Commercial Cake Mixes
The J. M. Smucker Company
4370 Harvester Road
Burlington, Ontario L7L 4X2
(905) 681-3383

Dehli Township
Pickle Tank Farm
The J. M. Smucker Company
R.R.#3 Vanessa
Delhi Township, Ontario N0E 1V0
(519) 443-8575

Etobicoke
R&D Facility
191 Attwell Drive, Unit 4
Rexdale Technical Centre
Etobicoke, Ontario M9W 5Z2
(800) 849-4955 / (416) 675-2541

Montreal
Consumer Cake Mix Plant
The J. M. Smucker Company
6630 Hutchison Street
Montreal, Quebec H2V 4E1
(514) 278-6144

Calgary
Sales Office
The J. M. Smucker Company
205 - 280 Midpark Way S.E.
Calgary, Alberta T2X 2B5
(403) 254-6600

Dunnville
Condiments & Pickles
The J. M. Smucker Company
701 Broad Street East
Dunnville, Ontario N1A 1H2
(905) 774-7447

Markham
Canadian Headquarters
Smucker Foods of Canada
80 Whitehall Drive
Markham, Ontario L3R 0C3
800-265-0456 / 905-940-9600

Montreal
Flour Mill
The J. M. Smucker Company
2110 Notre Dame Street West
Montreal, Quebec H3J 1N2
(514) 939-8051

San Diego
Imperial County

Smucker Fruit Processing Co.
800 Commercial Avenue
Oxnard, CA 93030
805-487-5483

Johnson Lift-Hyster
1061 Industrial Ave.
Oxnard, Ca. 93030
805-487-7572
Bob Pilon Sales Mgr.

Salinas
Fruit Spreads & Ice Cream Toppings
Smucker Fruit Processing Co.
PO Box 81447
1275 Hansen Street
Salinas, CA 93912/93901
800-797-7031 / 831-424-2761

Pape Material Handling Inc. Fresno
500 John St.
Salinas, Ca 93905
831-775-0140
Scott Boone Sales Mgr.

Simply Smucker's
Retail Store
333 Wadsworth Road
Orrville, Ohio 44667
330-684-1500

MH Equipment
2476 Edison Blvd.
Twinsburg, Ohio 44087
330-425-2476
Tom Sedor Sales Mgr.

Wisconsin
Rock County

J.M. Smucker, LLC
PO Box 345
1050 Stanton Street
Ripon, WI 54971
877-535-5437 / 920-745-6100

MEE Material Handling
2500 Tower Dr.
Kaukauna WI 54130
920-766-5521
Matt Sagorac

Scottsville
Uncrustables
J.M. Smucker, LLC
1070 Smiths Grove Road
Scottsville, KY 42164
270-239-6000

MH Equipment
585 Greenwood Lane
Bowling Green, KY 42104
270-842-3535
Ron Herrmann Sales Mgr.

Toledo
Baking Mixes & Frostings
1250 Laskey Road
Toledo, Ohio 43612
419-470-0711

Bohl Equipment
534 Laskey Rd.
Toledo, Ohio 43612
419-476-7525
Bob Bohl President