



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Jaime McNeill
Discount Administrator
Hyster Company, Greenville, NC

1-04 2-05

January 6, 2003

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, V-PRES., SALES, COUNTERBALANCED TRUCKS

SUBJECT: THE VALVOLINE COMPANY

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between The Valvoline Company and M.H. Equipment – Lexington, Kentucky branch, 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.

M. H. Equipment – Lexington, Kentucky branch 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 M.H. Equipment office in Lexington, Kentucky. The Valvoline Company will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Brandon Hermentitt, M.H. Equipment Territory Manager in Lexington, Kentucky at (859) 253-1682.

Sincerely,

Dave Hoehn

Vice-President, Sales
Counterbalanced Trucks

DH/wgw

Cc: Tom Moore, Hyster Company
Pat McCutcheon, M.H. Equipment – Cincinnati, OH
Ron Hermann, M.H. Equipment – Cincinnati, OH

Dec.30. 2002 2:34PM

HYSTER MIDEAST

No.7956 P. 2



106 Circle Freeway
Cincinnati, OH 45246

ONWARD & UPWARD.

(513) 541-0401
(513) 853-8458 (Fax)

Mr. Joseph A Kasper, P.E.
The Valvoline Company
3499 Blazer Parkway
Lexington, KY 40509

September 30, 2002

Subject: Letter of Agreement between The Valvoline Company and Hyster MidEast

Dear Mr. Kasper:

This letter will serve as a formal agreement between The Valvoline Company and Hyster MidEast, the Hyster Company dealer responsible for administering this agreement.

Under this agreement, The Valvoline Company is not required to purchase any minimum amount of Hyster products, and will be offered favorable pricing levels for all orders placed with Hyster MidEast.

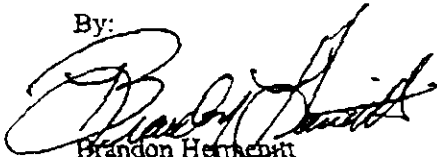
The Valvoline Company agrees to provide to Hyster MidEast a listing of applicable Valvoline locations to be distributed to the corresponding Hyster Company dealers responsible for servicing each location. This listing may be amended from time to time.

All requests for quotations and orders should be forwarded to Brandon Hermentitt, Hyster MidEast Territory Manager, at:

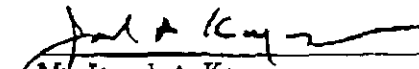
Hyster MidEast
760 Enterprise Dr.
Lexington, KY 40510
Phone (859) 253-1682 Fax (859) 253-1684

Thank you for allowing Hyster MidEast, Hyster Company, and all Hyster dealers the opportunity to be of service to The Valvoline Company through this agreement.

By:


Brandon Hermentitt
Territory Manager
Hyster MidEast

Accepted By:


Mr. Joseph A. Kasper
The Valvoline Company



Pat McCutcheon
Southern Region Sales Manager
Hyster MidEast

innati • Charleston • Cleveland • Columbus • Dayton • Erie • Florence • Lexington • North Canton • Youngstown



VALVOLINE LOCATIONS

LOCATION	PHONE	CONTACT		
<u>ATLANTA (College Park)</u>				
4680 Edison Drive College Park, GA 30337	404-762-6676 404-767-2310 - Fax	Lynn Hall		Plant Mgr
<u>CHICAGO (Willow Springs)</u>				
8450 Willow Springs Road Willow Springs, IL 60480	708-579-4660 708-579-0494 - Fax	Mark Henninger		Distribution Mgr
<u>CINCINNATI</u>				
3901 River Road Cincinnati, OH 45204	513-557-3100 513-557-3109 - Fax	Jim Jones		Plant Mgr
Distribution Center 5399 E Provident Drive Cincinnati, OH 45246	513-860-9553 513-860-9570 - Fax	Tony Stephenson		Distribution Mgr
<u>HOUSTON (Deer Park)</u>				
2627 Tidal Road Deer Park, TX 77536	281-476-8400 281-479-0225 - Fax	Jerry Precise		Plant Mgr
<u>HERNANDO</u>				
PYROIL 720 Vaiden Street Hernando, MS 38632	662-429-0405 662-429-3012 - Fax	Joe Humphrey		Plant Mgr
Distribution Center 2925 McCracken Street Hernando, MS 38632	662-429-8292 662-429-1927 - Fax	Arnold Gabbard		Plant Mgr
IG-LO 40 E Robinson Street Hernando, MS 38632	662-429-4471 662-429-0537 - Fax			
<u>LOS ANGELES (Santa Fe Springs)</u>				
9520 John Street Santa Fe Springs, CA 90670	562-906-6200 562-906-6299 - Fax	Brian Nichols		Plant Mgr
<u>PITTSBURGH (Rochester)</u>				
501 Railroad Street Rochester, PA 15074	724-774-2020 724-728-7327 - Fax	Don Zahn		Plant Mgr
Warehouse Buncher Industrial Park Avenue B Leetsdale, PA 15056	412-749-0612 412-749-0617 - Fax	Don A Zahn		Distribution Mgr
<u>PORTLAND</u>				
Warehouse 7409 N Leadbetter St. Portland, OR 97203	503-247-3748 503-283-1533 - Fax	Deb Mason		Plant Mgr

Dec. 30. 2002 2:34PM HYSTER MIDEAST

No. 7956 P. 4

VALVOLINE LOCATIONS

LOCATION	PHONE	CONTACT		
<u>ST LOUIS</u>				
3536 S First Street St. Louis, MO 63118	314-771-8200 314-771-5603 - Fax	Jim Jones		Plant Mgr
<u>EAGLE ONE</u>				
5927 Landau Court Carlsbad, CA 92008	760-931-0712 760-931-0691 - Fax	Bob Craycraft		General Mgr
14757 Yorba Ave Chino, CA 91790	909-606-9893 909-606-7341 - Fax	Randall Nicola		Distribution Mgr
<u>ADVERTISING WAREHOUSE</u>				
345 A Blue Sky Pkwy Lexington, KY 40509	859-357-7218 859-357-7218 - Fax	Rick West		Distribution Supv
<u>ORLAND DIRECT MARKET</u>				
1929 Directors Row Orlando, FL 32809	407-852-1970 407-852-1968 - Fax	Chuck May		General Mgr
<u>DALLAS DIRECT MARKET</u>				
3116 Quebec St. Dallas, TX 75247	214-631-3150 214-631-2235 - Fax	Alician Messerschmidt		General Mgr