



HYSTER SALES COMPANY

47132 KATO ROAD
FREMONT, CA 94538
510.661.5700
FAX 510.661.5706

January 18, 2001

Attention: Hyster Dealer Principals and Sales Managers

Subject: US Filter and their subsidiaries

Hyster Sales Company of Fremont California is pleased to announce that we have extended our major account agreement with US Filter, Culligan and their subsidiaries to supply all of their material handling equipment for their world wide operations.

We are very excited about this partnership and would ask for your assistance in providing the type of quality TEAM support that only the Hyster dealer network can offer. US Filter has asked that all equipment request and quotations come through one central point. We would ask that you forward any request to Monte Wright or myself. All purchase orders are issued through their corporate fleet manager from San Mateo, CA.

We will be contacting you from time to time to ask for your assistance in reviewing equipment needs and specifications at plant locations located in your respective territories. We have established a set pricing structure for them with Hyster and would ask that you call and talk to us before discussing prices on a local basis.

If you have a location in your territory please give us a call so we might discuss all of the ramifications of this partnership. We have committed to stick to the Hyster Fleet Parts Pricing Medium nationwide. Thanks in advance for your help and support with this account.

Sincerely,

Chris Valenzuela
Sales Manager

cc: Coit Edison
George Marshal
Dave Hoehn
Ken Mader
Brian Harris
Monte Wright

WASHINGTON

Seattle
Fife/Tacoma
Yakima
Wenatchee
Pasco
Spokane

MONTANA

Missoula

OREGON

Portland
Salem
Eugene
Medford

CALIFORNIA

Sacramento
Modesto
Fresno
Bakersfield
Fremont
Santa Rosa
Salinas
Martinez
Eureka

NEVADA

Reno

PAPÉ
GROUP



**HYSTER
COMPANY**

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

Julie Baum
Discount Administrator
Hyster Company, Greenville, NC

March 8, 2000

TO: ALL HYSTER INDUSTRIAL TRUCK DEALERS

SUBJECT: DEALER MAJOR ACCOUNT AGREEMENT
a) U.S. FILTER, CULLIGAN and SUBSIDIARIES
b) WEBVAN GROUP, INC.

Hyster Sales Company in Fremont, California and Hyster Company have entered into agreements to facilitate forklift truck purchases for U.S. Filter and Webvan as indicated above.

The key to these agreements will be the continued local contact in your trade area to discuss and support this agreement and offer material handling solutions through the Hyster family for all classes of product.

The contact for questions for both of these companies and their subsidiaries is Monte Wright at Hyster Sales in Fremont at (510) 661-5700.

Monte Wright
Hyster Sales Company
47132 Kato Road
Fremont, CA. 94538-5022
(510) 661-5700

Please notify your sales team of these new opportunities and contact Monte or myself if you have any questions.

Very Truly Yours,

HYSTER COMPANY

Dave Hoehn

Sales Manager, Western Division

cc: C. Valenzuela – Hyster Sales Company, Fremont, CA