



HYSTER COMPANY

Americas Division

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

October 9, 2006

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: BOB HOUSTON, VICE-PRESIDENT, SALES – CENTRAL REGION
SUBJECT: UNITED FIXTURES

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between United Fixtures and Mid-State Industrial Services, Inc. – Eaton Rapids, Michigan 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, Inc. 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 Services, Inc. office in Eaton Rapids, Michigan. United Fixtures will be responsible for informing their locations of this agreement.

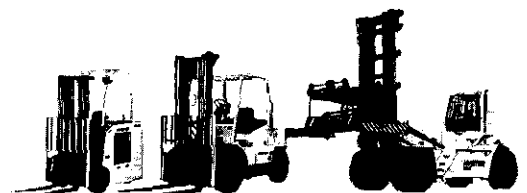
The Dealer Managed National Account Agreement will expire in three years from the date of this agreement which will be September 25, 2009.

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

Sincerely,

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

cc: Mark Drummond, Mid-State Industrial Services, Inc.
Gary Cutsy, Hyster Company





MAJOR ACCOUNT AGREEMENT

This agreement identifies the features and benefits of the *Major Account Program* to be instituted on behalf of United Fixtures by Mid-State Industrial Services, Inc. This program is designed to provide United Fixtures with the highest level of product and support services.

The *Major Account Program* is structured as follows:

- ☐ Your Mid-State Industrial Account Sales Representative, Jeff Chevalier, will act as point person for coordinating your equipment needs. All quotation requests and equipment orders need to be sent to Tami Johnson, Mid-State Industrial (Eaton Rapids, MI location). Equally, any and all requests or concerns should be directed to Tami Johnson at (800) 826-2106 or fax (517) 663-8464; thereby, providing United Fixtures with a direct and responsive communications support mechanism.
- ☐ As a *Major Account*, United Fixtures can be confident it is dealing with an established and reputable world-class manufacturer of material handling equipment – Hyster Company. As their history has proven, Hyster Company continues to provide singular and innovative product and solutions as a hallmark of their commitment to their customer base.
- ☐ Consistent pricing on quality Hyster equipment equates to a solid value with a “no surprises” ordering process, eliminating the need for constant re-evaluation of purchasing costs. Through the *Major Account Program*, you will enjoy on average a 6% price savings on Hyster equipment.
- ☐ Long term planning for equipment needs is accomplished as a result of systematic monitoring and tracking of current and future material handling needs throughout all plant locations.
- ☐ United Fixtures realizes an inherent controlled cost advantage in terms of budgetary requirements and equipment deliveries. This is achieved through consistent cost savings and by working with each individual plant and forecasting when the equipment will be needed. Once that is determined, we will work with the factory in securing availability slots so the equipment will arrive within each plant's planning period.
- ☐ Each servicing Hyster dealer participates in the sale of the equipment through a dealer-paid co-operative agreement, insuring that all United Fixtures plants receive a consistent level of service and parts support.
- ☐ As your Major Account Representative, Mid-State Industrial will coordinate with the local sales representatives in evaluating and specifying the proper equipment and service support to best serve each location, including such areas as training and/or factory field service engineering support.

Mid-State Industrial Services, Inc. offers United Fixtures the full extent of its experience as a Hyster Dealer and as a proven professional in the material handling industry, through its distinguished Major Account Program, as signified by the authorizations provided below.

Mid-State Industrial Services, Inc.

Authorized by:

Mark W. Jensen
Authorized Signature
President
Title
9/25/06
Date

United Fixtures

Accepted by:

Marcia A. Blewett
Authorized Signature
Dr. Buyer
Title
9/25/06
Date

Mid-State Industrial Services, Inc.

1601 Mulke Street, Eaton Rapids, Michigan 48827 • 517-663-2106 • 1-800-826-2106

UNITED FIXTURES LOCATIONS

Interlake Material Handling
701 Interlake Drive
Pontiac, MI 61764
Contact: Al Diemer, Facilities Manager
Phone: (815) 842-4622

National Store Fixtures de Mexicali, S.de R.L. de C.V.
Calzada Hector Teran Teran #2899
Parque Industrial Maran, Mexicali, B.C. Mexico 21390
Contact: Juan Carlos Ley, Maintenance Manager
Phone: 011-52-686-561-6002

Interlake Material Handling
1925 Corporate Way
Sumter, SC 29150
Contact: Randy Mosher, Facilities Manager
Phone: (803) 481-6357

Industries Interlake, S.A. de C.V.
Ave Las Rusias #2700
Fraccionamiento Industrial Del norte
Matamoros, Tamps, C.P. 87470 Mexico
Contact: Gary Zimmer, Facilities Manager
Phone: 011-52868-811-4400

J&D Associates
600 Hunter Lane
Middletown, PA 17057
Contact: Adam Witman, Materials Manager
Phone: (214) 545-5016

Locations (Cont'd)

United Fixtures Company
901 Howard Street
Niles, MI 49120
Contact: Marcia A. Blevens, Sr. Buyer
Phone: (574) 282-8200 x 127

United Fixtures Company
2070 S. Third Street
Niles, MI 49120
Contact: Marcia A. Blevens, Sr. Buyer
Phone: (574) 282-8200 x 127