



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.
1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

DATE: APRIL 27, 2011
TO: DEALER PRINCIPALS AND SALES MANAGERS
FROM: MARK HOCH, DIRECTOR DEALER SALES-WEST REGION
SUBJECT: WOSCO DMNA ANNOUNCEMENT

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between WOSCO and Pape` Material Handling-Bakersfield, 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.

Pape` Material Handling-Bakersfield, 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 Pape` Material Handling office in Bakersfield, California. WOSCO will be responsible for informing their locations of this agreement.

The Dealer Managed National Account Agreement (DMNA) will expire in three (3) years from the date of this agreement which will be March 23, 2014.

If you have any questions concerning this account, please contact Scott Voorhees, Sales Manager at (661) 393-3672, or email him at svoorhees@papemh.com.

Sincerely,

Mark Hoch, Director Sales- West Region

Cc: Scott Voorhees, Pape` Material Handling

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SUBJECT

This document states Wosco dba Rain for Rent, Lake Manufacturing, Power Prime Pumps and West Side Pump with over 70 locations in North America and headquartered in Bakersfield, Ca. is to be recognized by Hyster Company as National Dealer Administered Account effective this date 3-23-11 for period of Sixty (60) Months ending 3-23-16

CUSTOMERS LOCATIONS (see web page for locations)

Rain for Rent - National Locations

ACCOUNT ADMINISTRATOR

Dealer Administered National Account will be administered by Pape' Material Handling of Bakersfield. Primary contact is Territory Manager Scott Voorhees @ 661-747-8156 or @ svoorhees@papemh.com

PURPOSE OF THIS AGREEMENT

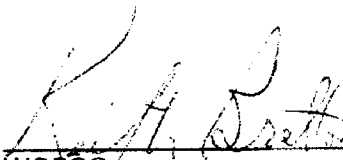
Dealer Administered National Account status allows Hyster Company to communicate within their dealer network in North America including Canada to assure consistent customer support which includes product sales and service support of existing and future Hyster Products.

CUSTOMER BENEFITS

Wosco will be elevated to national attention of Hyster Company and its Dealer Network focusing on support of existing Hyster Products in the field and future competitive pricing for new equipment. Customer's centralized purchasing and Pape' Material Handling (branch) are both located in Bakersfield, Ca. which promotes consistent face to face communication and planning to support customer's needs in all of their enclosed and future locations.

DISCLAIMER

This agreement does not commit Wosco to any binding agreement to purchase Hyster Products exclusively or commit Hyster Company or its dealer Pape' Material Handling guaranteed outcome other than continuing to provide consistent products and service support within our jurisdiction. All parties Wosco, Hyster Company, and Pape' Material Handling can end this agreement of Dealer Administered National Account Status at any time in writing without penalty.


WOSCO
Date 3-23-11


Pape' Material Handling
Date 3-23-11

WOSCO LOCATIONS

Db a Rain for Rent / WestSide Pump / Lake Mfg / Power Prime Pumps

UNITED STATES AND CANADA OPERATIONS

<u>STATE</u>	<u>CITY</u>	<u>ADDRESS</u>	<u>ZIP</u>	<u>PHONE</u>
Alabama	Mobile	3135 Dial Street	36612	251-452-2055
Alaska	Kenai	Mile 17 Kenai Spur Road	99611	907-283-4487
Arizona	Chandler	26001 South Arizona Avenue	85248	480-895-9225
Arizona	Tucson	5051 East Canada Street	85706	520-574-0479
Arizona	Yuma	2918 East Highway 95	85365	928-726-8865
Arkansas	Conway	3210 Vail Avenue	72032	501-328-5757
California	Bakersfield	4001 State Road	93308	661-399-1724
California	Oakley	5301 Live Oak Avenue	94561	925-679-2803
California	San Joaquin	21500 West Manning	93660	559-693-4315
California	Imperial	3397 Highway 86	92251	760-344-5850
California	Long Beach	1301 East Spring Street	90806	562-595-7760
California	Riverside	6400 Fischer Road	92507	951-653-2171
California	Salinas	469 El Camino Real	93908	831-422-7813
California	Santa Paula	P.O. Box 591	93061-05	805-525-3306
California	Stockton	1808 East Mariposa	95205	209-466-5602
California	Woodland	390 West Kentucky	95695	530-662-1024
Colorado	Cortez	2011 Industrial Road	81321	970-565-7297
Colorado	Fort Lupton	1682 Denver Avenue	80621	303-857-6246
Colorado	Rifle	100 Oil Court	81650	970-625-4600
Colorado	Trinidad	35500 County Road 63.9	81082	719-845-0854
Florida	Lakeland	1840 Fairbanks Street West	33805	863-688-3332
Georgia	Kennesaw	2330 Burnt Wood Drive	30152-42	678-594-6601
Idaho	Idaho Falls	3615 Ririe Highway	83401	208-522-4500
Idaho	Nampa	1303 North 20th Street	83687	208-466-8929
Idaho	Paul	600 West 134 South Hwy 27	83347	208-438-5065
Illinois	Joliet	221 McDonald Avenue	60431	815-744-3947
Illinois	Granite City	3153 W Chain of Rocks Road	62040	618-931-0901
Louisiana	Bossier City	3916 Industrial Circle	71112	318-752-0951
Louisiana	Geismar	36612 Highway 30	70734	225-673-6553
Louisiana	Sulphur	3283 Metric Drive	70665	337-882-6600
Maryland	Baltimore	7677 Rolling Mill Road	21224	410-282-3880
Massachusetts	North Oxford	9 Pioneer Drive	01537	508-987-0042
Michigan	Brownstown	20101 Sibley Road	48193-84	734-479-1892
Minnesota	Elk River	9550 156th Avenue NW	55330	763-323-2085
Montana	Billings	1111 Monad Road	59101	406-259-7216
Nevada	Las Vegas	4280 North Pecos Road	89115	702-632-0281
New Jersey	Monroeville	1197 Aura Road	08343	856-881-6162
New York	Avon	5626 Tec Drive	14414	585-226-8280
North Carolina	Charlotte	4350 Golf Acres Drive	28208-58	704-393-3345
North Dakota	Minot	2041 21st Avenue SE	58701	701-420-9754
Ohio	Twinsburg	8483 N Boyle Parkway	44087	330-405-1899
Oregon	Portland	11035 NE Marx Street	97220	503-262-7246

WOSCO LOCATIONS

Db a Rain for Rent / WestSide Pump / Lake Mfg / Power Prime Pumps

UNITED STATES AND CANADA OPERATIONS

<u>STATE</u>	<u>CITY</u>	<u>ADDRESS</u>	<u>ZIP</u>	<u>PHONE</u>
Pennsylvania	South Gibson	7590 State Route 92	18842	570-222-7040
Texas	Arlington	837 109th Street	76011	817-652-1079
Texas	Corpus Christi	8515 Up River Road	78409	361-241-2339
Texas	Groves	6401 Gulfway Drive	77619	409-962-3121
Texas	La Porte	2712 Independence Parkway S	77571	281-479-4500
Texas	San Antonio	3744 Southeast Loop 410	78222-39	210-648-4006
Utah	North Salt Lake	780 North Redwood Road	84054	801-292-9996
Virginia	Petersburg	23025 Airpark Drive	23803	804-732-6914
Washington	Arlington	19430 59th Avenue NE	98223	360-403-3091
West Virginia	Triadelphia	385 Technology Drive	26059	304-547-0479
Wyoming	Evanston	3411 Almy Road 105	82930	307-789-3858
Wyoming	Marbleton	601 Winkelman	83113	307-276-4106