



The Safe Choice

HYSTER COMPANY

Americas Division

March 1, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: STUART JACOVER, VICE-PRESIDENT, SALES – CENTRAL REGION

SUBJECT: WAYNE DALTON

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Wayne Dalton and MH 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.

MH Equipment Company – Twinsburg, Ohio 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 MH Equipment Company office in Twinsburg, Ohio. Wayne Dalton will be responsible for informing their locations of this agreement.

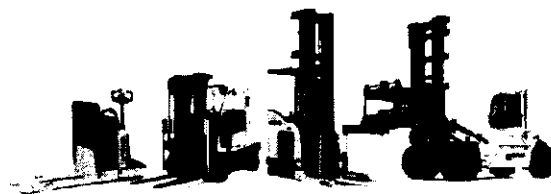
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be January 15, 2011.

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

Sincerely,

Stuart Jacover, Vice-President, Sales
Central Region

c: Ed Tople, MH Equipment Company
Fred Silvey, MH Equipment Company
Gary Turski, Hyster Company





2476 Edison Boulevard
Twinsburg, OH 44087

(330) 425-2476
(330) 963-6999 (Fax)

Dealer Managed National Account Purchase Agreement **(DMNA)**

AGREEMENT: MH Equipment Company, is pleased to present this Letter of Agreement in establishing a DMNA between Wayne Dalton Corporation and MH Equipment Company, Twinsburg, Ohio for the sole purpose to administer and coordinate the partnership in providing Hyster products as the preferred source of supply of lift trucks to Wayne Dalton locations.

- Hyster Company will provide DMNA pricing discounts to MH Equipment Company which will be applied to the list price in effect at time of order in order to provide a "best price" acquisition policy based on historic and projected total spend.
- Hyster products for all Wayne Dalton locations will be ordered through Wayne Dalton, Mt. Hope, Ohio from MH Equipment Company.

MH Equipment Company Responsibilities:

- Hyster Company's Dealer network is regarded as the premier network in the industry; and MH Equipment Company as one of the strongest individual Dealerships within the network. MH Equipment Company will coordinate with each servicing Hyster Dealer that participates in the sale of the equipment through the Dealer cooperative agreement, insuring that all Wayne Dalton facilities receive a consistent level of service and support.
- To assist in specification, facilitate quotations, coordinate logistics, and assist in securing production availability slots and with the delivery of Hyster equipment to all Wayne Dalton locations.

Wayne Daltons Responsibilities:

- To supply MH Equipment Company with all Material Handling equipment requests for all locations.
- Advise and inform all Wayne Dalton locations of this Dealer Managed National Account Purchase Agreement and the terms.
- Supply a complete listing of all facilities with location and management contact information to be distributed to the Hyster Dealer Network.

Rhonda C Fishburn
Rhonda Fishburn, Wayne Dalton

1-15-08
Date

Shirley Cole
MH Equipment Company

1-15-08
Date

mfg. area



Wayne-Dalton Corp.
 One Door Drive, Mount Hope, OH 44660
 330-763-8000 ph.
 330-763-8008 fax

Manufacturing Facilities

DSI Division (Trail)
 2589 C. R. 188
 Dundee, OH 44624
 Div #3
 Plant Administrator - Yvonne Cozart
 Phone: 800-795-5095
 Local: 330-883-3233
 Fax: 330-883-3371

Glass City Springs
 28747 Glenwood Road
 Painesburg, OH 43551
 Div #13
 Plant Mgr. - Nick Ruggiero
 Phone: 419-668-1321
 Fax: 419-668-7747

Rolling Door Division
 14512 E. Lincoln Way East
 Dalton, OH 44618
 Div #8
 Materials Manager - Linda Allison
 Phone: 330-828-2291, Ext. 83328
 Fax: 330-828-3314

Wayne-Dalton of Centralia
 2001 Industrial Drive
 Centralia, WA 98531
 Div #14
 Purchasing Agent - John Peterson
 Phone: 360-736-7651
 Fax: 360-736-0662

Wayne-Dalton Corp.
 P. O. Box 87
 One Door Drive
 Mt. Hope, OH 44660
 Div #1 - Mt. Hope Mfg.
 MRO Buyer - Rhonda Fleishman
 Phone: 330-763-8065, ext. 38079
 Fax: 330-763-8008

Wayne-Dalton Corp.
 3385 Addison Drive
 Pensacola, FL 32514
 Div #2
 Purchasing Manager - Joe Szawc
 Phone: 850-474-8890, Ext. 56138
 Fax: 850-474-1254

Wayne-Dalton of Portland
 P. O. Box 82268
 5511 S.E. 26th Avenue
 Portland, OR 97202
 Div #16
 Purchasing Manager - Joe Shorthouse
 Phone: 503-234-0841, ext. 0321
 Fax: 503-231-0387

Wayne-Dalton Plastics
 1001 Chamberlain Blvd.
 Conneaut, OH 44030
 Div #28
 Michele Roach
 Phone: 440-583-5228
 Fax: 440-583-6245

Wayne-Dalton of Sterling
 P. O. Box 1200
 301 W. Third Street
 Sterling, IL 61081-8200
 Div #33
 Purchasing Clerk - Patricia Kessler
 Phone: 815-625-0163, ext. 1268
 Fax: 815-625-0742



Wayne-Dalton Corp.
 One Door Drive, Mount Hope, OH 44660
 330-763-8000 ph.

~~Phone: 330-763-8000~~

Regional Operations Centers - page 1 of 4

Wayne-Dalton of Chatsworth
 8921 Quartz Avenue
 Northridge, CA 91324
 #81—wodcw
 Branch Mgr.—Bob Rounds
 Phone: 818-993-8888
 Fax: 818-993-8884

Wayne-Dalton of San Diego
 7815 Othello Avenue, Suite A
 San Diego, CA 92111
 #32—woded
 Branch Spvr.—Chris Robinson
 Phone: 858-541-7888
 Fax: 858-541-0094

Wayne-Dalton of Chino
 13602 12th Street, Unit E
 Chino, CA 91710
 #25—wodla
 ROM—Sean Benson
 Phone: 909-464-2828
 Fax: 909-464-2825

Wayne-Dalton of Milpitas
 1053 Sinclair Frontage Road
 Milpitas, CA 95035
 #27—wodel
 Branch Mgr.—Jesse Hernandez
 Phone: 408-945-1373
 Fax: 408-945-0548

Wayne-Dalton of Riverside
 1110 Palmyra Ave., Suite #110
 Riverside, CA 92507
 #72—wodrl
 Branch Supv.—Doug Beck
 Phone: 909-341-3945
 Fax: 909-341-3965

Wayne-Dalton of Santa Ana
 3211 S. Maple Street
 Santa Ana, CA 92707
 #82—wodsz
 Branch Mgr.—Brian Leone
 Phone: 714-540-1867
 Fax: 714-540-8522

Wayne-Dalton of San Francisco
 325 S. Maple Avenue #28
 S. San Francisco, CA 94080
 #79—wodel
 Contact—Jesse Hernandez
 Phone: 650-873-6545
 Fax: 650-873-6548

Wayne-Dalton of Boise/Nampa
 482 N. DuPont Avenue
 Boise, ID 83713
 #90—wodbo
 Branch Mgr.—Vaughn Squires
 Phone: 208-672-6560
 Fax: 208-672-9593

Wayne-Dalton of Coeur D'Alene
 N 7800 Government Way
 Dalton Gardens, ID 83815
 #53—woded
 Branch Mgr.—Theresa Davis
 Phone: 208-684-1497
 Fax: 208-772-4495

Wayne-Dalton of Kennewick
 6821 W. Cleenwater, Suite B
 Kennewick, WA 99336
 #51—wodke
 Branch Mgr.—John Becker
 Phone: 509-735-4235
 Fax: 509-735-9178

Wayne-Dalton of Lewiston
 208 Ninth Street
 P. O. Box 317
 Lewiston, ID 83501
 #50—wodel
 Branch Mgr.—Jim Dickerson
 Phone: 208-743-2101
 Fax: 208-746-8251

Wayne-Dalton of Missoula
 2230 McDonald Avenue
 Missoula, MT 59801
 #56—wodms
 Branch Mgr.—Dale Kraft
 Phone: 408-728-6243
 Fax: 408-728-6275

Wayne-Dalton of Salt Lake City
 3120 West California, Suite H
 Salt Lake City, UT 84104
 #104—wodel
 Branch Mgr.—Don Swanson
 Phone: 801-975-0889
 Fax: 801-975-0760

Wayne-Dalton of Spokane Valley
 7902 E. Sprague
 P. O. Box 13279
 Spokane, WA 99213
 #18—wodsv
 Branch Mgr.—Theresa Davis
 Phone: 509-924-3032
 Fax: 509-928-5576

Wayne-Dalton of Walla Walla
 1392 W. Pine Street—Suite B
 Walla Walla, WA 99362
 #55—wodww
 Branch Mgr.—Mary Laber
 Phone: 509-525-0010
 Fax: 509-525-0730

ROC's (2)



Wayne-Dalton Corp.
 One Door Drive, Mount Hope, OH 44660
 330-763-8000 ph.

www.wayne-dalton.com

Regional Operations Centers - page 2 of 4

Wayne-Dalton of Yakima

515 N 20th Avenue
 Yakima, WA 98902-1861
 P. O. Box 895 Branch Mgr.—John Becker
 Yakima, WA 98907 Phone: 509-575-0832
 #97—wodya Fax: 509-248-9075

Wayne-Dalton of Spokane North

1325 E. Francis
 Spokane, WA 99207
 Phone: 509-484-8610
 Fax: 509-483-8118

Wayne-Dalton of Sacramento

1015 North Market Blvd., #1
 Sacramento, CA 95834
 #24—wodoc
 Branch Mgr.—Jim Lawrence
 Phone: 916-928-0800
 Fax: 916-928-4673

Wayne-Dalton of Boise

Boise Towne Square Mall
 350 North Milwaukee
 Boise, ID 83704
 Branch Supv.—Ryan Duley
 Phone: 208-375-4120
 Fax: 208-378-0804

Wayne-Dalton of Albuquerque

3901-B Bogan, NE
 Albuquerque, NM 87108
 #78—wodab
 Branch Mgr.—Jeff Smith
 Phone: 505-868-5900
 Fax: 505-868-5901

Wayne-Dalton of Dallas

1027 Avenue M
 Grand Prairie, TX 75050
 #103—woddl
 Branch Mgr.—Michael Filly
 Phone: 972-208-1432
 Fax: 972-806-0921

Wayne-Dalton of El Paso

8330 Burnham Drive, Suite #200
 El Paso, TX 79907
 #49—wodep
 Branch Mgr.—Daniel Alvarez
 Phone: 915-590-8997
 Fax: 915-590-4340

Wayne-Dalton of Tucson

3248 N. Freeway Industrial Loop
 Tucson, AZ 85705
 #48—wodtu
 Branch Mgr.—Jim Warner
 Phone: 520-888-0140
 Fax: 520-887-8461

Wayne-Dalton of Houston

403 Century Plaza, #480
 Houston, TX 77073
 #23—wodho
 Branch Mgr.—Bill Cole
 Phone: 281-821-8572
 Fax: 281-443-8056

Wayne-Dalton of Denver

4613 Monaco Street
 Denver, CO 80216
 #19—wodde
 Branch Mgr.—Jim Bird
 Phone: 303-373-1720
 Fax: 303-373-1928

Wayne-Dalton of Tempe

402 West Geneva
 Tempe, AZ 85282
 #17—wodte
 ROM—Dean Bennett
 Phone: 480-966-4577
 Fax: 480-966-5708

Wayne-Dalton of Southern Colorado

1710 Rustique Drive
 Fountain, CO 80817
 #69—wodpu
 Branch Mgr.—Jim Bird
 Phone: 719-382-8227
 Fax: 719-382-9025

Wayne-Dalton of Des Moines

385 S. E. Oaklavor Road
 Ankeny, IA 50021
 #96—woddm
 Branch Mgr.—Mike Lohmeier
 Phone: 515-963-0969
 Fax: 515-963-0965

Wayne-Dalton of Peoria

382 High Point Lane
 P. O. Box 2440
 East Peoria, IL 61611
 #94—wodpr
 Branch Mgr.—Scott Arp
 Phone: 309-694-1100
 Fax: 309-699-1010

Wayne-Dalton of Quad Cities

1225 W. 76th Street
 Davenport, IA 52808
 #93—wodqc
 Branch Mgr.—Dave Mielke
 Phone: 563-386-5177
 Fax: 563-386-5145

ROC's (3)



Wayne-Dalton Corp.
 One Door Drive, Mount Hope, OH 44660
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Wayne-Dalton of Akron/Canton
 3023 Greenburg Road
 P. O. Box 268
 Green, OH 44232
 #8—wodak
 Branch Mgr.—Tom Weston
 Phone: 330-886-2175
 Fax: 330-886-1252

Wayne-Dalton of NW Ohio
 28757 Glenwood Road
 Perrysburg, OH 43551
 #87—wodnw
 Branch Mgr.—Dean Kinsman
 Phone: 419-886-8150
 Fax: 419-886-8162

Wayne-Dalton of Columbus
 1200 Dublin Road
 Columbus, OH 43216
 #15—wodco
 Branch Mgr.—Adam Thomas
 Phone: 614-487-8899
 Fax: 614-487-8898

Wayne-Dalton of Charlotte
 8031 McDaniel Lane
 Charlotte, NC 28213
 -or-
 P. O. Box 580309
 Charlotte, NC 28256
 #30—wodch
 Branch Mgr.—Don Massey
 Phone: 704-586-8000
 Fax: 704-587-5831

Wayne-Dalton of Palm City
 4425 SW Post Way
 Palm City, FL 34990
 #21—wodpc
 Branch Mgr.—Rick Vonah
 Phone: 772-283-4166
 Fax: 772-220-1757

Wayne-Dalton of Lansing
 5699 1/2 W. Grand River Road
 Lansing, MI 48908
 #34—wodln
 Branch Mgr.—Carolyn Good
 Phone: 517-321-8088
 Fax: 517-321-4922

Wayne-Dalton of Cleveland
 6661 Cochran Road
 Solon, OH 44139
 #44—wodcl
 Branch Mgr.—Sean Remley
 Phone: 440-498-9094
 Fax: 440-498-9096

Wayne-Dalton of Atlanta
 322 Thornton Rd., Suite #107
 Lithia Springs, GA 30122
 #37—wodat
 Branch Mgr.—Bill Adcox
 Phone: 770-732-8472
 Fax: 770-819-7748

Wayne-Dalton of Philadelphia
 47—N Runway Road
 Levittown, PA 19057
 #35—wodpl
 Branch Mgr.—Mike Ciquero
 Phone: 215-949-9900
 Fax: 215-848-9974

Wayne-Dalton of Raleigh
 2416 Alvin Court
 Raleigh, NC 27604
 #84—wodra
 ROM—Chuck Saylor
 Phone: 919-821-4119
 Fax: 919-821-4819

Wayne-Dalton of Central Kentucky
 122 Frazier Court, Suite #2
 Georgetown, KY 40324
 #68—wodix
 Branch Mgr.—Glen Lesau
 Phone: 502-863-4244
 Fax: 502-887-7997

Wayne-Dalton of SW Ohio
 5125 Enterprise Drive
 Mason, OH 45040
 #40—wodcl
 ROM—Chris Manolis
 Branch Mgr.—Arndt Miskell
 Phone: 513-459-3341
 Fax: 513-459-3358

Wayne-Dalton of Orlando
 9777 Satefile Blvd., Suite #180
 Orlando, FL 32837
 #11—wodor
 Branch Mgr.—Kelly Adair
 Phone: 407-856-8557
 Fax: 407-856-0073

Wayne-Dalton of Hartford
 920 Cromwell Avenue
 Rocky Hill, CT 06067
 #70—wodha
 Branch Mgr.—Frank Yelmini
 Phone: 860-529-8228
 Fax: 860-529-7565

Wayne-Dalton of Baltimore
 8306 Patuxent Range Road #101
 Jessup, MD 20794
 #105—wodba
 Branch Mgr.—Jeff Gottlieb
 Phone: 301-362-6996
 Fax: 301-362-5518

ROC's (4)



Wayne-Dalton Corp.
One Door Drive, Mount Hope, OH 44660
330-763-8000 ph.
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Wayne-Dalton of Cambridge
Cambridge Sales & Service
380 Montrose Street, North
Cambridge, Ontario N3H 2H8
CANADA
Op. Mgr.—Christine McAndrew
Phone: 519-853-4740
Fax: 519-853-4940

Wayne-Dalton of Montreal
4523 Dobrin
Ville St. Laurent, Quebec H4R 2L8
CANADA
Op. Mgr.—John Carliello
Phone: 514-886-0912
Fax: 514-886-0901

Wayne-Dalton of Mississauga
254 Matheson Blvd. East
Mississauga, Ontario L4Z 1P5
CANADA
Op. Mgr.—Bob McEwan
Phone: 905-890-1402
Fax: 905-890-9182

Wayne-Dalton of Windsor
13425 Desro Drive, R. R. #1
Tecumseh, Ontario N8N 2L9
CANADA
Op. Mgr.—Mathew Gagnon
Phone: 519-736-7790
Fax: 519-736-4616