



UNITED LIFT TRUCK

AUTHORIZED HYSTER DEALER

www.unitedlifttruck.com

1100 SOUTH 25TH AVENUE
BELLWOOD, IL 60104
PHONE: (708) 547-7300

2100 BERNICE ROAD
LANSING, IL 60438
PHONE: (708) 474-0400

40 W. 288 WASCO ROAD
WASCO, IL 60183
PHONE: (830) 645-8800



Mr. James Murray
Wilbert, Inc.
2913 Gardner Rd.
Broadview, IL 60155

May 20, 2004

Dear Mr. Murray:

SUBJECT: MAJOR ACCOUNT LETTER OF AGREEMENT

We are pleased to prepare this Letter of Agreement establishing a formal Major Account Agreement between Wilbert, Inc., and United Lift Truck, whose responsibility it is to administer the Agreement. We feel confident that our quality products and our network of exclusive Hyster dealers are uniquely well suited to supply and support your lift truck equipment needs, and we look forward to a continued and mutually successful partnership with Wilbert, Inc.

Through this Agreement, Hyster Company is extending most favorable Major Account level pricing, with provisions for the administering dealer United Lift Truck, and for the Hyster dealers who will be responsible for delivering and maintaining your equipment after the point of sale for the term of the individual contracts.

Administratively, all orders for Hyster equipment will be placed centrally through Wilbert, Inc. office directly to United Lift Truck with Mr. Ronald Myers being the responsible Major Account Manager.

ULT/HYSTER RESPONSIBILITIES

- To advise the appropriate Hyster dealer locations with Wilbert, Inc. facilities in their respective service areas of this Agreement.
- To provide these Hyster dealer locations with the local Wilbert, Inc. management contacts with whom they are to initiate and maintain close working relationships (if not already done) to provide Wilbert, Inc. with the best-coordinated support possible.
- To enter orders for new Hyster equipment on a timely basis with Hyster Company, and coordinate the delivery and installation of this equipment at all Wilbert, Inc. locations with the appropriate Hyster dealer locations.

WILBERT, INC. RESPONSIBILITIES

- To advise all local Wilbert, Inc. management teams of this Agreement, with copies to United Lift Truck.
- To provide United Lift Truck with timely and accurate information related to equipment needs, delivery locations and delivery requirements.



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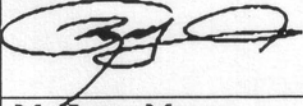
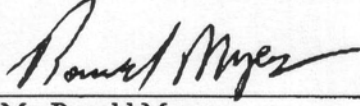
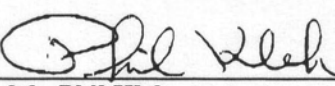
40 W. 1288 WASCO ROAD
WASCO, IL 60183
PHONE: (630) 845-8600

Hyster Company and the Hyster dealer network appreciate the confidence you have placed in us to service this significant amount of business. We will work diligently to earn your continued trust and support. We look forward to expanding the scope of this Agreement in the years ahead and, again, to a mutually successful partnership with Wilbert, Inc.

Yours Truly,

Ronald Myers
Manager Fleet Services / Major Accounts

AGREED TO BY:

	5/21/04		5/21/04
Mr. James Murray	Date	Mr. Ronald Myers	Date
Wilbert, Inc.		Manager Fleet Services /	
		Major Accounts	
			5/24/04
		Mr. Phil Klek	Date
		Vice President of Sales	

