



HYSTER COMPANY

Americas Division

February 18, 2009

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: RICK WARREN, VICE-PRESIDENT, SALES – WESTERN REGION & CANADA

SUBJECT: WILBUR-ELLIS COMPANY

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Wilbur-Ellis Company and Papé Material Handling – Yakima, Washington 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.

Papé Material Handling – Yakima, Washington 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 Papé Material Handling office in Yakima, Washington. Wilbur-Ellis Company 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 February 11, 2012.

If you have any questions concerning this account, please contact Bill Dorsett, Account Manager at (509) 952-7390 or e-mail him at bdorsett@papemh.com.

Sincerely,

Rick Warren, Vice-President, Sales
Western Region & Canada

c: Bill Dorsett, Papé Material Handling
Ken Pollard, Papé Material Handling





February 11, 2009

Bill Dorsett
Pape Material Handling
909 S 18th Street
Yakima, WA 98901

Dear Bill,

Wilbur-Ellis Company requests to be set up as a dealer managed major account by Pape Material Handling. As a result we would expect guaranteed pricing on model specific equipment for a 12-month period. As a dealer managed account each individual location would have same pricing with the exception of freight. All requests for equipment should be coordinated through Wilbur-Ellis Company Fleet Services in Hermiston, OR.

If you need any further assistance, please call.

Sincerely,

Steve Hubbard
Wilbur-Ellis Company
National Fleet Manager
(541) 567-2092

WILBUR-ELLIS LOCATIONS**WASHINGTON and NORTHERN IDAHO**

13586 BAYVIEW EDISON RD
MOUNT VERNON WA 98273
Phone: (360) 466-3138
Fax: (360) 466-5022

1680 WILMORTH DR.
Chelan WA 98816
Phone: (509) 682-5315
Fax: (509) 682-4717

PO BOX 67
COLTON WA 99113
Phone: (509) 229-3791
Fax: (509) 229-3381

N 305 FIRST ST
FAIRFIELD WA 99012
Phone: (509) 283-2411
Fax: (509) 283-2511

1519 14TH ST NW
AUBURN WA 98001
Phone: (253) 351-6591
Fax: (253) 351-6876

10135 MILL ROAD
PESHASTIN WA 98847
Phone: (509) 548-4092
Fax: (509) 548-4716

2035 Genesee-Juliaetta Rd
Genesee ID 83832
Phone: (208) 285-1741
Fax: (208) 285-1562

12001 E EMPIRE AVE
SPOKANE WA 99206
Phone: (509) 928-4512
Fax: (509) 924-0565

418 S Western Ave
Tonasket WA 98855
Phone: (509) 486-2244
Fax: (509) 486-4202

404 Mission ST
Cashmere WA 98815
Phone: (509) 782-1165
Fax: (509) 782-4463

PO BOX 896
PULLMAN WA 99163
Phone: (509) 872-2261
Fax:

W 295 4TH ST
WAVERLY WA 99039
Phone: (509) 283-2432
Fax: (509) 283-2424

322 7th ST NW
Brewster WA 98812
Phone: (509) 689-3461
Fax: (509) 689-3574

1280 S Wenatchee Ave
Wenatchee WA 98801
Phone: (509) 663-8753
Fax: (509) 663-5192

113 Hwy 8
Troy ID 83871
Phone: (208) 835-4701
Fax: (208) 835-4703

HWY 12
WAITSBURG WA 99361
Phone: (509) 337-6751
Fax: (509) 337-6758

9964 Road "R" NW
Quincy WA 98848
Phone: (509) 787-4434
Fax: (509) 787-4138

12925 ROAD 4 NW
QUINCY WA 98848
Phone: (509) 787-1565
Fax: (509) 787-1208

HWY 95 NORTH
POTLATCH ID 83855
Phone: (208) 875-1141
Fax: (208) 875-1143

PO BOX 1643
WALLA WALLA WA 99362
Phone: (509) 529-5381
Fax: (509) 529-5385

312 S COMMERCE WAY
MOSES LAKE WA 98837
Phone: (509) 765-9157
Fax: (509) 765-9193

910 NORTH BROADWAY
OTHELLO WA 99344
Phone: (509) 488-9062
Fax: (509) 349-2522

WALLA WALLA HWY
COLFAX WA 99111
Phone: (509) 397-3421
Fax: (509) 397-6036

CONNELL & HOWARD ST
TEKOA WA 99033
Phone: (509) 284-6501
Fax: (509) 284-2121

27038 Road "R" SW
Mattawa WA 99349
Phone: (509) 932-4988
Fax: (509) 932-4255

7 E Washington Ave
Yakima WA 98903
Phone: (509) 248-6171
Fax: (509) 457-6613

38202 SR-27
OAKESDALE WA 99158
Phone: (509) 285-4511
Fax: (509) 285-5656

150 BURLINGTON ST
PASCO WA 99301
Phone: (509) 545-9329
Fax: (509) 547-2895

1303 W. Wine Country Rd.
Grandview WA 98930
Phone: (509) 882-4334
Fax: (509) 882-1013

OREGON

9685 SW Ridder Road
Sulte 190
Wilsonville OR 97070
Phone: (503) 227-3525
Fax: (503) 570-4276

8645 SUVER ROAD
MONMOUTH OR 97361
Phone: (503) 838-5013
Fax: (503) 838-6696

409 E HAZEL ST
PO BOX #35
JEFFERSON OR 97352
Phone: (541) 327-2200
Fax: (541) 327-3932

30665 SW HWY 34
ALBANY OR 97321
Phone: (541) 926-1200
Fax: (541) 967-1093

P.O. Box 51
30140 HWY 99
SHEDD OR 97377
Phone: (541) 491-1100
Fax: (541) 491-1205

1115 WEST O STREET
HALSEY OR 97348
Phone: (541) 369-2896
Fax: (541) 369-2658

555 DEPOT STREET
MONROE OR 97456
Phone: (541) 847-5145
Fax: (541) 847-5145

3900 Heron DR
Hood River OR 97031
Phone: (541) 354-3255
Fax: (541) 354-1555

PO BOX L
MADRAS OR 97741
Phone: (541) 475-9474
Fax: (541) 475-9478

3390 SW Hwy 97
MADRAS OR 97741
Phone: (541) 475-2605
Fax: (541) 475-2540

77453 Paterson Ferry Road
Irrigon OR 97844
Phone: (541) 481-9349
Fax: (541) 482-2687

HWY 11 & COMMERCIAL ST
ADAMS OR 97810
Phone: (541) 566-2783
Fax: (541) 566-3833

PO Box 7
868 N. Front St
Woodburn OR 97071
Phone: (503) 981-3521
Fax: (503) 981-5747

CALIFORNIA

8168 County Road 33
Glenn CA 95943
Phone: (530) 891-6094
Fax: (530) 934-9606

PO Box 1303
6504 County Road 57
Willows CA 95988
Phone: (530) 934-3223
Fax: (530) 934-4542

PO Box 730
10th & Main Street
Colusa CA 95932
Phone: (530) 458-5831
Fax: (530) 458-2746

900 N. George Washington
Yuba City CA 95993
Phone: (530) 673-0921
Fax: (530) 671-5901

160 Grant Ave.
Healdsburg CA 95448
Phone: (707) 473-4410
Fax: (707) 473-4411

P.O. Box 877
1785 E. Beamer
Woodland CA 95776
Phone: (530) 662-4182
Fax: (530) 662-0956

841 West Elkhorn Blvd
Rio Linda CA 95673
Phone: (916) 991-4451
Fax: (916) 991-1837

PO Box 1027
1850 N. First Street
Dixon CA 95620
Phone: (707) 678-2358
Fax: (707) 678-1337

4707 Twin Citles Road
Elk Grove CA 95758
Phone: (916) 776-2113
Fax: (916) 776-2021

13771 SOUTH PRESCOTT ROAD
MANTECA CA 95336
Phone: (209) 982-5400
Fax: (209) 982-5533

6800 E. Whitmore Avenue
HUGHSON CA 95326
Phone: (209) 883-4026
Fax: (209) 883-2535

782 W. WASHINGTON ROAD
EL NIDO CA 95317
Phone: (209) 722-1160
Fax: (209) 722-1195

2903 S. Cedar Ave.
P.O. Box 1286
Fresno CA 93715
Phone: (559) 442-1220
Fax: (559) 442-4089

12550 SOUTH COLORADO AVE
P.O. BOX 125
HELM CA 93627
Phone: (559) 866-5667
Fax: (559) 866-5240

925 GOLDS AVE.
P.O. BOX 939
SHAFTER CA 93263
Phone: (661) 746-6344
Fax: (661) 746-3950

975 Vintage Ave.
St. Helena CA 94574
Phone: (707) 963-3495
Fax: (707) 963-1763

1601 SHELTON DRIVE
HOLLISTER CA 95023
Phone: (831) 637-3772
Fax: (831) 637-3978

1427 ABBOTT STREET
P.O. BOX 3650
SALINAS CA 93912
Phone: (831) 422-6473
Fax: (831) 422-0521

Camphora Gloria Road
Soledad CA
Phone: (831) 678-2612
Fax:

32393 MCCOY ROAD
SOLEDAD CA 93960
Phone: (831) 675-3286
Fax: (831) 678-1403

999 BITTERWATER
KING CITY CA 93930
Phone: (831) 385-5951
Fax: (831) 385-0742

52300 Enterprise Way
COACHELLA CA 92236
Phone: (760) 398-0180
Fax: (760) 398-0180

P.O. BOX 10670
2651 E 14th Street
YUMA AZ 85364
Phone: (520) 344-1926
Fax: (520) 344-1921

4710 HWY 111
Brawley CA 92227
Phone: (760) 351-1259
Fax:

**Municipal Airport
King City CA 93930
Phone: (831) 385-5956
Fax:**

**1505 Abbott St
P.O. Box 3650
Salinas CA 93912
Phone: (831) 422-1505
Fax:**

**2275 E. Locust Court
Ontario CA 91761-7666
Phone: (909) 930-5440
Fax: (909) 930-5444**

NEVADA, UTAH AND SOUTHERN IDAHO

**20471 PINTO LANE
CALDWELL ID 83607
Phone: (208) 459-1631
Fax: (208) 459-1638**

**2380 ELRIDGE
PO BOX 1426
TWIN FALLS ID 83301
Phone: (208) 732-0707
Fax: (208) 736-0202**

MONTANA

**1966 6TH ST NE
GREAT FALLS MT 59404
Phone: (406) 727-4500
Fax**

**351 SCOTT ST
BILLINGS MT 59101
Phone: (406) 248-1176
Fax:**

NORTH AND SOUTH DAKOTA

**305 27TH ST SE
MINOT ND 58701
Phone: (701) 852-5199
Fax: (701) 839-3217**

**1562 N 52ND ST
GRAND FORKS ND 58208
Phone: (701) 746-5495
Fax:**

**1215 Dakota Ave. North
Huron SD 57350
Phone: (866) 352-4483
Fax: (605) 352-4459**

**Rolla Airport, Bldg #2
Rolla ND 58367
Phone: (701) 477-3711
Fax: (701) 477-5144**

GREAT LAKES

**1214 COUNTY HWY D
ALMOND WI 54909
Phone: (715) 366-2500
Fax: (715) 366-2510**

**6TH & RAILROAD
GRAND MARSH WI 53936
Phone: (608) 339-9661
Fax: (608) 339-3901**

**8075 US 31 NORTH
ACME MI 49610
Phone: (231)938-2812
Fax: (231)938-1223**

**11060 E US 223
BLISSFIELD MI 49228
Phone: (517) 486-2194
Fax: (517) 486-4184**

**PO BOX 410
EDMORE MI 48829
Phone: (989) 427-1311
Fax: (989) 427-1411**

**PO BOX 495
GRANT MI 49327
Phone: (231) 834-5689
Fax: (231) 834-7608**

**1 1/2 Mile E Hwy 194
2797 OCEANA DR
HART MI 49420
Phone: (231) 873-3630
Fax: (231) 873-5196**

**3893 Heritage Ave Ste B-3
Okemos MI 48864
Phone: (517) 347-6800
Fax: (517) 347-6868**

**4160 10 MILE ROAD
SPARTA MI 49345
Phone: (616) 887-8333
Fax: (616) 887-8644**

**925 S M-140
WATERVLIET MI 49098
Phone: (269) 944-1401
Fax: (269) 944-3135**

**6359 EUCLID STR. SUITE A
MARLETTE MI 48435
Phone: (517) 486- 2194
Fax:**

ARIZONA, NEW MEXICO, TEXAS

**P.O. BOX 771
EHRENBERG AZ 85334
Phone: (928) 923-9606
Fax: (928) 923-7629**

**P.O. BOX 216
6415 S Rainbow Road
BUCKEYE AZ 85326
Phone: (623) 386-4261
Fax: (623) 386-6648**

**1741 S. Holbrook Lane
TEMPE AZ 85281
Phone: (480) 921-8500
Fax: (480) 921-8501**

**P.O. BOX 9
SACATON AZ 85247
Phone: (520) 418-3212
Fax: (520) 418-3281**

**PO Box 5370
9 mi. S. Hwy 371
FARMINGTON NM 87401
Phone: (505) 566-2630
Fax: (505) 566-2631**

**BOX 1388
HEREFORD TX 79045
Phone: (806) 364-0712
Fax: (806) 364-0144**

**10 1/2 M. E. FM2397
P O BOX 475
FRIONA TX 79035
Phone: (806) 265-3271
Fax: (806) 265-3274**

**Hwy 60 E
BOX 667
FARWELL TX 79325
Phone: (806) 481-3346
Fax: (806) 481-9388**

Clay's Corner
RT 3 BOX 1010
MULESHOE TX 79347
Phone: (806) 965-2330
Fax: (806) 965-2336

BOX 367
HART TX 79043
Phone: (806) 938-2191
Fax: (806) 938-2198

109 E Locust Street
LOCKNEY TX 79241
Phone: (806) 652-2544
Fax: (806) 652-3340

P O BOX 1266
LITTLEFIELD TX 79339
Phone: (806) 385-4456
Fax: (806) 385-0016

BOX 1309
LEVELLAND TX 79336
Phone: (806) 894-9639
Fax: (806) 894-4694

1191 US Highway 70
Earth TX 79031
Phone: (806) 257-3456
Fax:

2901 County Road 504
Muleshoe TX 79347
Phone: (806) 965-2338
Fax:

2679 FM 1524
Dimmit TX 79027
Phone: (806) 647-2241
Fax:

P.O. Box 450
Devine TX 78016-0000
Phone: (830) 663-3644
Fax: (830) 663-3640

2109 Spur 581
PEARSALL TX 78061
Phone: (830) 334-8056
Fax: (830) 334-1316

804 HWY 181
TAFT TX 78390
Phone: (361) 528-5295
Fax: (361) 528-2378

BOX 716
EDNA TX 77957
Phone: (361) 782-5297
Fax: (361) 782-3397

BOX 1107
EL CAMPO TX 77437
Phone: (979) 543-6205
Fax: (979) 543-1246

BRAZOS BOTTOM CROP CARE
RT 2 BOX 196 FM 50 S
CALDWELL TX 77836
Phone: (979) 272-3032
Fax: (979) 272-3838

BOX 447
HEARNE TX 77859
Phone: (800) 232-8433
Fax: (979) 279-6576

BOX 572
ROSEBUD TX 76570
Phone: (254) 583-4361
Fax: (254) 583-2954

3333 WEST HWY 83
RIO GRANDE CITY TX 78582
Phone: (956) 487-2225
Fax: (956) 487-7944

3809 W MONTE CHRISTO
EDINBURG TX 78539
Phone: (956) 383-8433
Fax: (956) 380-6807

BOX 607
RIO HONDO TX 78583
Phone: (956) 748-2382
Fax: (956) 748-3459