

C O V E R

FAX

S H E E T

To: Dave Hoehn
Fax #: 252-931-5682
Subject: Wis-Pak
Date: September 1, 1999
Pages: 7, including this cover sheet.

COMMENTS:

Attached find a copy of Wis-Pak correspondence concerning a preferred supplier arrangement with MEE. Please review and call me so we can discuss.



TLW/cj

Attachments

From the desk of...

Thomas L. Weghorst
President
MEE Material Handling Equipment
11721 West Carmen Avenue
Milwaukee, WI 53225

414-353-3300
Fax 414-353-5656



August 24, 1999

Mark Heyrman
MEE Material Handling L.L.C.
11721 W. Carmen Avenue
Milwaukee, WI 53225

Attached, as we discussed, are copies of the correspondence being sent to Wis-Pak Shareholders on the Forklift Fleet Management Program. This should indicate the program expectations of the Shareholders who elect to participate.

As noted, we have requested interested Shareholders to respond to Wis-Pak with a description of their forklift fleet. Wis-Pak will contact you with the information so you can activate the "next steps" in the program, i.e. scheduling an evaluation visit.

Thank you for your assistance in the development of the program.

If you have any questions or concerns about this, please contact us.

Sincerely,

A handwritten signature in black ink, appearing to read "Jim".

Jim Dickey

C:
B. Parish

COPY

SHAREHOLDERS' FORKLIFT FLEET MANAGEMENT PROGRAM

INTRODUCTION

This program has been developed based on Shareholders' requests

PURPOSE

The program provides a no cost, no obligation analysis of the condition and maintenance costs of the Shareholders' forklift fleet.

INITIAL PHASE

The initial phase of the program consists of completing the attached "Forklift Fleet Analysis Request", and faxing it to Wis-Pak. Based on your request, a Hyster Representative will schedule a visit to your location to review your fleet information and match forklift requirements to your applications. Additionally, a customized analysis will be developed and reviewed. This is at no cost and no obligation to you.

SECOND PHASE

The second phase of the program will take place in the event you elect to purchase or lease a Hyster Lift Truck. A customized program will be developed for your specific location.

A discount rate is available to all Wis-Pak Shareholders.



August 24, 1999

COPY

holders' requests, Wis-Pak has developed a Forklift Fleet Management program in conjunction with our national supplier Hyster Company. The Management Program allows you to make decisions on leasing and purchasing with maintenance decisions.

Phase of the program consists of a no cost, no obligation analysis of your fleet by Hyster Company. Using the analysis as a basis, the program has been designed to enable you to elect to do whatever is best for your operation, lease, purchase, maintenance, Purchase/Maintenance, or nothing at this time), again without obligation.

Phase of the program will take place only in the event you elect to lease a Hyster Lift Truck with a maintenance agreement. In this portion of the program, a customized agreement will be developed specific to your location. A brochure is available to all Wis-Pak Shareholders.

For an overview of the program. If you are interested in participating in the Initial Phase, please complete the "Forklift Fleet Analysis" Form and fax it to us.

Respectfully,

Jim Dickey

WISPAK LOCATIONS

STATE	LOCATION	SERVICING DEALER	PHONE/FAX NUMBERS	DISTANCE FROM DEALER TO LOCATION
IA	BURLINGTON	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	60 Miles
IA	CLINTON	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	50 Miles
IA	DAVENPORT	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	20 Miles
IA	DECORAH	Iowa Machine, 18 River Rd, Waterloo, IA 50702	(319)235-7035	70 Miles
IA	DUBUQUE	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	75 Miles
IA	ESTHERVILLE	Iowa Machine		
IA	MUSCATINE	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	40 Miles
IA	OSKALOOSA	Iowa Machine, 1711 2nd Ave., Des Moines, IA 50303	(515)288-0123 PH, (515)288-3733 FAX	50 Miles
IL	CHAMPAIGN	M H Equipment, 817 E Voorhees St, Danville, IL 61832	(217)443-6965 PH, (217)442-1369 FAX	25 Miles
IL	DECATUR	M H Equipment, 3505 Rupp Parkway, Decatur, IL 62526	(217)233-7965 PH, (217)233-1369 FAX	40 Miles
IL	GALESBURG	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	40 Miles
IL	MACOMB	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	90 Miles
IL	MARION	Ship Utilities, 1477 N. Kingshighway, Cape Girardeau, MO 63701	(573)338-9777 PH, (573)338-1133 FAX	50 Miles
IL	QUINCY	M H Equipment, 309 NE Rock Island, Peoria, IL 61603	(309)686-4024 PH, (309)686-4017 FAX	100 Miles
IL	ROCK ISLAND	M H Equipment, 4235 J F Kennedy Dr, East Moline, IL 61244	(309)796-0265 PH, (309)796-2173 FAX	20 Miles
IL	ROCKFORD	MEE Material Handling, 5195 27th Ave, Rockford, IL 61126	(815)398-5800 PH, (815)398-6228 FAX	
IL	SPRINGFIELD	MH Equipment, 3505 Rupp Parkway, Decatur, IL 62526	(217)233-7965 PH, (217)233-1369 FAX	50 Miles
IL	STERLING	MEE Mat. Handling, 5195 27th Ave, Rockford, IL 61126	(815)398-5800 PH, (815)398-6228 FAX	60 Miles
IN	LOGANSPOUT	BOM Equipment, 5859 W Raymond St, Indianapolis, IN 46241	(317)240-6300 PH, (317)240-6303 FAX	100 Miles
IN	TERRE HAUTE	BOM Equipment, 5859 W Raymond St, Indianapolis, IN 46241	(317)240-6300 PH, (317)240-6303 FAX	70 Miles
KS	MARYSVILLE	Sellers, 3030 SW 57th St, Topeka, KS 66609	(785)862-0031 PH, (785)862-0034 FAX	100 Miles
KS	PITTSBURG	Van Koppel, 1801 N 9th St, Kansas City, KS 66110	(913)281-4949 PH, (913)281-4815 FAX	114 Miles
KS	SALINA	Sellers, 400 N. Chicago St, Salina, KS 67402	(785)823-6378 PH, (785)823-6083 FAX	
KS	TOPEKA	Sellers, 3030 SW 57th St, Topeka, KS 66609	(785)862-0031 PH, (785)862-0034 FAX	
MI	ESCANABA	MEE, 2500 Tower Dr, Kaukauna, WI 54130	(920)766-5521 PH, (920)766-0866 FAX	120 Miles
MI	HOUGHTON	MEE, 2500 Tower Dr, Kaukauna, WI 54130	(920)766-5521 PH, (920)766-0866 FAX	225 Miles
MI	IRON MOUNTAIN	MEE, 2500 Tower Dr, Kaukauna, WI 54130	(920)766-5521 PH, (920)766-0866 FAX	120 Miles
MI	NEWBERRY	MEE, 2500 Tower Dr, Kaukauna, WI 54130	(920)766-5521 PH, (920)766-0866 FAX	230 Miles
MI	SAULT STE MARIE	MEE, 2500 Tower Dr, Kaukauna, WI 54130	(920)766-5521 PH, (920)766-0866 FAX	300 Miles
MN	BEMIDJI	RDO Material Handling, 4320 W. Main Ave, Fargo, ND 58100	(701)282-8440 PH, (701)282-2283 FAX	95 Miles
MN	DULUTH	RDO, 2985 Lone Oak Circle, Eagan, MN 55121	(651)905-7025 PH, (651)905-7035 FAX	125 Miles
MN	FERGUS FALLS	RDO, 4320 W. Main Ave, Fargo, ND 58103	(701)282-8440 PH, (701)282-2283 FAX	60 Miles
MN	MANKATO PEPSI	RDO, 2985 Lone Oak Circle, Eagan, MN 55121	(651)905-7025 PH, (651)905-7035 FAX	70 Miles
MN	ORTONVILLE	RDO, 2801 N. Louise, Sioux Falls, SD 57107	(605)338-2730 PH, (605)338-8241 FAX	100 Miles
MN	PIPESTONE	RDO, 2801 N. Louise, Sioux Falls, SD 57107	(605)338-2730 PH, (605)338-8241 FAX	50 Miles
MN	ROCHESTER	RDO, 2985 Lone Oak Circle, Eagan, MN 55121	(651)905-7025 PH, (651)905-7035 FAX	70 Miles
WI	SHEABOYGAN FALLS	MEE, 11721 W. Carmen Ave., Milwaukee, WI 53225	(414)353-3300 PH, (414)353-6327 FAX	60 Miles
MN	THIEF RIVER FALLS	RDO, 6565 Gateway Dr, Grand Forks, ND 58203	(701)772-4842 PH, (701)772-9620 FAX	45 Miles
MN	WAITE PARK	RDO, 2985 Lone Oak Circle, Eagan, MN 55151	(651)905-7025 PH, (651)905-7035 FAX	80 Miles

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