



HYSTER COMPANY

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

January 10, 2011

TO: DEALER PRINCIPALS AND SALES MANAGERS

FROM: MARK KOFFARNUS, DIRECTOR SALES – EAST REGION

SUBJECT: ZF GROUP NAO

This is to confirm a Dealer Managed National Account Agreement (DMNA) for Hyster product between ZF Group NAO and Great Lakes Power Lift – Warren, Michigan 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.

Great Lakes Power Lift – Warren, Michigan will be responsible for placing orders with Hyster Company and coordinating the delivery and installation of new equipment. All orders for locations are to be placed through Great Lakes Power Lift office in Warren, Michigan. ZF Group NAO 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 December 23, 2013.

If you have any questions concerning this account, please contact Edward Rutt (586) 759-5500, or email him at erutt@glpowerlift.com.

Sincerely,

Mark Koffarnus, Director Sales-East Region

Cc: Edward Rutt, Great Lakes Power Lift

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GREAT LAKES POWERLIFT
2006 TOBSAL CT.
WARREN, MICH 48091
Ph. (586) 759-5500 Fax (586) 759-0879



New • Used • Rentals • Parts & Service

December 23, 2010

Mr. Jens Heidig
ZF Group NO
15811 Centennial Drive
Northville, MI 48168

Mr. Heidig,

We are pleased to prepare this Letter of Agreement establishing a formal Major Account Agreement between ZF Group NAO, Hyster Company and Great Lakes Power Lift/Ramco.

Under this Major Account Agreement, Hyster Company is extending most favorable National Account Level pricing, with provisions for the administering dealer (Great Lakes Power Lift), and for affected Hyster dealers who will be responsible for delivering and maintaining your equipment after the point of sale for the term of the individual contracts. The most favorable pricing status provided is based on an anticipated average annual volume of 15 to 20 units. The pricing and terms of sale offered by Great Lakes Power Lift and Hyster to ZF Group NAO are confidential and may not be disclosed without the written consent of Hyster.

Administratively, all orders for Hyster equipment are to be placed centrally through the ZF Group NAO Corporate Office to Great Lakes Power Lift. The Operations Manager for Great Lakes Power Lift, Edward Rutt will be responsible for this major account.

Great Lakes Power Lift Responsibilities:

- Provide and coordinate plant surveys, trade-in analysis, and point person for all plant activities.
- Single point for quotation and all activities related to quote preparation.
- Order entry of Hyster equipment. All orders will be placed through Great Lake Power Lift.
- Advise and coordinate appropriate Hyster dealer locations with ZF Group facilities in their respective service areas of this Agreement. This would include providing ZF Group NAO facilities with contact and support information of the Hyster Dealers in closest proximity.
- Develop fleet management programs including leasing, full maintenance and upcoming renewal activity.

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E-Z GO • KESMAC • LOAD LIFTER • LPM • SCHAEFF • MARIOTTI**



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ZF Group NAO Responsibilities:

Advise all local ZF Group NAO Management Teams of this Agreement, with copies to Great Lakes Power Lift and Hyster Company.

Provide Great Lakes Power Lift/Hyster with timely notifications of the location contact changes.

Agreement prepared by: Edward Rutt

[Signature]

Accepted by Buyer: ZF Group NAO

By: [Signature]

Printed Name: Jens Heidig

Title: Purchasing Mgr Ind. Mat.

Date: 01/05/2011

Accepted by Seller: Great Lakes Power Lift/Ramco

By: [Signature]

Printed Name: Edward A Rutt III

Title: Operations Manager

Date: 01/06/2011

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E-Z GO • KESMAC • LOAD LIFTER • LPM • SCHAEFF • MARIOTTI**

Name	Address	City	State	Zip	Phone
ZF Lemforder Corporation	1200 Commerce Drive	Tuscaloosa	AL	35401	1-205-333-5100
ZF Marine LLC	15351 SW 29TH Street, Suite 300	Miramar	FL	33027	1-954-441-4040
ZF Industries Inc	1261 Palmour Drive	Gainesville	GA	30501	1-770-531-2800
ZF Lemforder Chicago LLC	3400 East 126th st	Chicago	IL	60633	1-773-371-4550
ZF Boge Elastmetall, LLC	1102 Aviation Blvd	Hebron	KY	41048	1-859-698-5900
ZF Steering Sytems LLC	15 Spiral Drive	Florence	KY	41042	1-859-568-1143
ZF Group North American Operations Inc	15811 Centennial Drive	Northville	MI	48168	1-734-416-6200
ZF Lemforder Corporation	3300 John Conley Drive	Lapeer	MI	48446	1-810-245-2000
ZF Lemforder Corporation	1570 East P Street	Newton	NC	28658	1-828-468-3800
ZF Commercial Suspension Systems & Components LLC	946 Quality Drive	Lancaster	SC	29721	1-803-286-8999
ZF Lemforder Corporation	191 Parkway West	Duncan	SC	29334	1-864- 486-3761
ZF Marine Electronics LLC	12125 Harbour Research Drive Suite B	Mukilteo	WA	98275	1-425-583-1900
ZF Electronics Corporation	11200 88th Avenue	Pleasant Prairie	WI	53158	1-262-942-6500
Service Locations	Service Locations				
ZF Marine LLC	15351 SW 29TH Street Suite 300	Miramar	FL	33027	1-954-441-4040
ZF Service North America, LLC	777 Hickory Hill Drive	Vernon	IL	60061	1-847-478-6868