



HYSTER COMPANY

Americas Division

Hyster® National Accounts Account Announcement – June 2007

Account: APL Logistics

Address: U.S. Corporate HQ – Oakland, CA

NAM: Steve Munton (815) 517-0411 Office: e-mail; steve.munton@hyster.com

Dealer: All – U.S. and Canada Dealers

APL Logistics has recently been added to the Hyster National Account list. APL Logistics is a third party logistics company (3PL) with numerous locations across the U.S. and Canada. Much like my previous letter about another 3PL, an APL location is usually not easily discernable, for it is usually the customer's name whose name appears on the door.

We do not have a facility list, probably for the same reason as most 3PL's in that their customers and locations are of great secrecy. The list is kept close for competitive reasons as well as some labor and plant movement concerns.

As with all 3PL's, the decisions for equipment depend on the customer of APL. Sometimes the 3PL's pricing is better and the customer can take advantage of it, in other cases such as the customer's pricing may be better and they will dictate to APL whom to contact for MHE.

What we could use from the dealer network is lists of these locations in your areas and who the 3PL customer is. From there if we can deduce how the procure MHE we can help the Logistics folks at the 3PL corporate offer some value to their customers and secure our own positioning. For this reason, we ask you to communicate your locations and customers to myself and / or Jackie Lee. (ahjlee@hyster.com)

Any field support or information you have will help us continue to build this list and augment our continued partnership with APL Logistics. We currently have an RFQ for a facility somewhere in Kentucky. If we make it through this first RFQ we will communicate our continued growth with this customer. Our intent is to work side by side with the 3PL when they go and establish the MHE and throughput requirements of their new customers.

Thanks for your support.

Steve Munton
Hyster National Account Manager

Confidential – This information is only authorized for distribution to Hyster Authorized Dealers and Hyster Company.

