



HYSTER COMPANY

Americas Division

Hyster® National Accounts Account Announcement – January 2006

Account: Goodyear

Address: Corporate HQ – Akron, OH

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Dealer: All - Nationwide

We are pleased to announce a 5 year contract with Goodyear Tire & Rubber Corporation which includes provisions for service, parts, rentals, and new units. Our ability to secure the 5 year agreement was predicated on a highly successful fleet management proposal fulfilled by VBS in Danville, Virginia. I would like to recognize Parker Reeves and Claude Crosby for their outstanding sales efforts which have generated significant opportunity for other Hyster Dealers.

Goodyear™ is embarking on an aggressive program to replace their outdated equipment with new trucks through a creative leasing program, often including full maintenance. We feel it imperative that we share as many details as possible related to the Danville Virginia contract to ensure you are awarded the service business accordingly. We ask in advance for your cooperation in helping to complete surveys and full maintenance quotes for sites that do not have union technicians. We will be asked to provide headcount for Fleet Management at the sites that have union technicians and are awaiting the outcome of the new Goodyear labor agreement to finalize those details. We will be contacting dealers on an individual basis to discuss next steps according to the Goodyear fleet management rollout schedule.

This is the beginning of a great opportunity to work with Goodyear and to prove to them that we are the leaders in the material handling business. Goodyear has 36 facilities in the United States, 9 in Canada and 3 in Mexico. Their fleet size in North America is approximately 1300 to 1500 units. In addition, their subsidiaries, affiliates, and distribution centers may add another 500 units to the fleet. Goodyear also manages facilities in Europe, Africa, South America, Asia and Australia. Attached is a location listing for Goodyear North American locations. I look forward to talking with participating dealers soon.

Thanks for your support,

John Fischer
Hyster National Account Sales

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To Hyster Authorized Dealers and Hyster Company.

