



HYSTER COMPANY

Americas Division

Hyster® National Accounts Account Announcement – May 2007

Account: Kuehne and Nagel

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Dealer: All – U.S. and Canada Dealers

Kuehne and Nagel has recently been added to the Hyster National Account list. K&N have two main divisions of their company. First is the Contract Logistics portion, a 3PL (third party logistics) provider to large corporations in the pharmaceutical, tire, and Telcom industries. The second business unit is the freight forwarding unit, sea, air, and land both rail and road.

We have begun working with the contract logistics folks. They are currently a national account of Crown forklift's. They use primarily reach trucks, orderpickers, three wheel sit-downs and walkies. They also purchase sit-down IC units from Toyota. They are looking to Hyster for single source across all classes.

Being a 3PL, K&N is most interested in our fleet capabilities. They have many locations across the US and Canada and service many different customers. They would like to have a single source contact and be able to compare and contrast metrics across facilities and their business units. For this they are looking at us.

We are working to get a facilities list together, but as with most 3PL's, the list is usually kept pretty close to the vest. If you have a Kuehne and Nagel run facility in your area please contact Steve Munton or Jackie Lee (ahjlee@hyster.com) as we are trying to build a list of known facilities ourselves.

We are looking to meet with their managers in June 2007. Any field support or information you have that will help us in the endeavor would be greatly appreciated. Thanks for your support,

Steve Munton
Hyster National Account Manager

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