



HYSTER COMPANY

Americas Division

Hyster® National Accounts Account Announcement – June 2007

Account: Ryder Logistics

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Dealer: All – U.S. and Canada Dealers

Ryder Logistics has recently been added to the Hyster National Account list. Ryder Logistics is a third party logistics company (3PL) with numerous locations across the U.S. and Canada. A Ryder location is usually not easily discernable, for it is usually the customer of Ryder's whose name appears on the door.

Examples include the Philips contract in Roanoke, Texas or the Whirlpool facility in Plainfield, Indiana. Both facilities are run by Ryder, however the building is clearly marked with each of the customer's names. For this reason, I have never been able to get a clear customer facility location list. Also, the facility list is kept close for competitive reasons as well as some union concerns.

As with all 3PL's, the decisions for equipment depend on the customer of Ryder. Sometimes Ryder's pricing is better and the customer can take advantage of it, in other cases such as the Detroit auto area where Ryder does a lot of Ford and GM kitting a WIP, the customer's pricing is usually better and they will dictate to Ryder who to contact for MHE.

What we could use from the dealer network is lists of these locations in your areas and who the Ryder customer is. From there if we can deduce how the procure MHE we can help the Logistics folks at the Ryder 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 Ryder Logistics. Thanks for your support,

Steve Munton
Hyster National Account Manager

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