



Yale Materials Handling Corporation
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Yale Honors Top Performing Dealers

GREENVILLE, NC, June 26, 2006 – Yale Materials Handling Corporation, a market leader in lift trucks, honors its 14 top performing dealers with the 12th Annual Dealer of Excellence Awards.

“Yale is extremely proud to honor our dealers that have driven their companies to the highest levels of performance in all areas of business,” said Don Chance, president, Yale Materials Handling Corporation. “The Dealers of Excellence have made a commitment to accept nothing short of excellence and to create a new benchmark standard that our industry demands to be the leader.”

Yale’s dealer network, the most comprehensive network of lift truck dealers in the world, competes each year in the Challenge of Excellence program. The top performing members are named Dealers of Excellence, achieving ambitious goals for customer satisfaction, dealer performance, general management, truck sales, short-term rental, aftermarket sales, and parts and service operations.

Dealers of Excellence offer customers the benefits of a highly motivated and customer-oriented distribution network. In the end, excellent performance comes down to one essential ingredient: people. The dealer's employees are the people who make it happen and achieve successful results by exceeding customer expectations through outstanding service and value-added solutions.

DEALER OF EXCELLENCE WINNERS

- **Steven W. Greenawalt**, Alta Lift Truck Services, Inc.
- **Joe Wilson**, Berry Material Handling
- **Ken Bonnell**, Black Equipment Company, Inc.
- **Edward Otis**, E.D. Farrell Company, Inc.
- **Mike Pruitt**, Eastern Lift Truck Co., Inc.
- **Samuel W. Grooms**, Hy-Tek Material Handling, Inc.
- **Robert Kehley**, Key Material Handling Equipment Co., Inc.
- **Stephen O’Leary**, Northland Industrial Truck Company, Inc.
- **Duncan Murphy**, Riekens Equipment Company
- **Clifford T. Anglewicz**, Yale Equipment & Services, Inc.
- **Christopher J. Burns**, Yale Industrial Trucks – Pittsburgh, Inc.
- **Michael E. Dougherty**, Yale Materials Handling – Dougherty Equipment
- **Gary Fairchild**, Yale Materials Handling – Green Bay, Inc.
- **Les Gobler**, Hilo Yale Industrial Trucks

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Yale also recognized its Dealers of Merit and Dealers of Value in the 2005 Challenge of Excellence.

DEALERS OF MERIT

- **Skip Russo**, Barclay Brand Ferdon
- **James Brennan, Jr.**, Brennan Industrial Truck Co.
- **A.D. “Sandy” MacKinnon**, Yale Industrial Trucks – Gulf/Atlantic
- **Ken Sharp**, H&E Equipment Services
- **Philip D. Robinson**, Insley – McEntee Equipment Company, Inc.
- **Ken MacDonald**, M & G Materials Handling Co.
- **Mark Medley**, Medley Material Handling Company
- **James P. Orenga**, Ohio Materials Handling, Inc.
- **Michael J. Tynan**, Tynan Equipment Co.
- **Gary Fairchild**, Yale Industrial Trucks – Minnesota, Inc.

DEALERS OF VALUE

- **Dave Bratton**, Briggs Equipment
- **Roger Ketelsleger**, Yale/Chase Materials Handling, Inc.
- **Joe Clark**, The Lilly Company
- **Robert Minich**, Material Handling Products Corp.
- **Robert Siano**, National Lift Truck Service, Inc.
- **Ralph Logan**, Pacific Material Handling Solutions, Inc.
- **Joseph Wheeler**, Yale Carolinas, Inc.
- **Pete Voss, Sr.**, Voss Equipment, Inc.

Yale Materials Handling Corporation markets a full line of material handling lift truck products and services, including electric, gas, LP-gas and diesel powered lift trucks; narrow aisle, very narrow aisle and motorized hand trucks. Yale offers comprehensive Fleet Management services, as well as Yale service, parts, financing and training. Yale trucks are manufactured in our ISO 9001:2000 registered facility and range in capacity from 2,000 to 36,000 pounds. For more information, or to find the Yale lift truck dealer nearest you, call 1-800-233-YALE or visit www.yale.com.

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