



Yale Materials Handling Corporation
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Yale Honors 19 Top Performing Dealers
Largest Group of Yale Dealers Ever Recognized as Dealer of Excellence

GREENVILLE, NC, May 17, 2007 – Yale Materials Handling Corporation, a market leader in lift trucks, honors its 19 top performing dealers with the 13th Annual Dealer of Excellence Awards. This is the first time Yale has recognized this many of its dealers for outstanding performance.

“Yale is dedicated to providing top-quality products and superior levels of service to our customers, and we are pleased to honor these dealers that represent the best this industry has to offer,” said Don Chance, president, Yale Materials Handling Corporation. “These exceptional people work everyday to deliver quality and excellence, while setting the standard that our industry and customers demand.”

Yale’s dealer network, the most comprehensive network of lift truck dealers in the world, participates 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.

DEALERS OF EXCELLENCE

Alta Lift Truck Services, Inc.
Berry Material Handling
Black Equipment Company, Inc.
Brennan Industrial Truck Co.
E.D. Farrell Company, Inc.
Eastern Lift Truck Co., Inc. (all locations)
H & E Equipment Services, Inc. (Utah/Nevada)
Hilo Yale Industrial Trucks
Insley – McEntee Equipment Co., Inc.
Key Material Handling Equipment Co., Inc.
M & G Materials Handling Co.
Northland Industrial Truck Co., Inc.
Ohio Materials Handling, Inc.
Riekens Equipment Company
Yale Equipment & Services, Inc.
Yale Industrial Trucks of Florida & Georgia
Yale Industrial Trucks Pittsburgh, Inc.
Yale Materials Handling Dougherty Equipment (NC)
Yale Materials Handling - Green Bay, Inc.

Steven Greenawalt
Joe Wilson
Ken Bonnell
James Brennan
Edward Otis
Mike Pruitt
David Heinz
Steve LoPiccolo
Philip Robinson
Robert Kehley
Ken MacDonald
Stephen O’Leary
James Orenge
Duncan Murphy
Clifford Anglewicz
Sandy MacKinnon
Christopher Burns
Michael Dougherty
Gary Fairchild

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Yale Names 2006 Dealers of Excellence

Page 2

Yale also recognized its Dealers of Merit and Dealers of Value in the 2006 Challenge of Excellence.

DEALERS OF MERIT

Briggs Equipment (Southeast)
Yale Materials Handling Dougherty Equipment (South)
Hy-Tek Material Handling, Inc.
Yale/Chase Materials Handling Inc.
Yale Kentuckiana, Inc.
Medley Material Handling Co.
Yale Materials Handling – Torrance

Mike Winemiller
Michael Dougherty
Samuel Grooms
Roger Ketelsleger
Barry Paul
Mark Medley
Steve Gallagher

DEALERS OF VALUE

Barclay Brand Ferdon
Yale Materials Handling Dougherty Equipment (VA)
Fitzgerald Equipment Company, Inc.
KMH Systems, Inc.
The Lilly Company
National Lift Truck Services, Inc.
Pacific Material Handling Solutions, Inc. (N. CA)
Tynan Equipment Co.
Yale Carolinas, Inc.
Yale Industrial Trucks - Central California
Yale Industrial Trucks – Minnesota, Inc.
Yale Materials Handling Gammon, Inc.

Skip Russo
Michael Dougherty
Kevin Fitzgerald
John Guenin
Joe Clark
Robert Siano
Ralph Logan
Michael Tynan
Joseph Wheeler
Michael Fitzgerald
Gary Fairchild
Greg Gammon

About Yale Materials Handling Corporation

Yale Materials Handling Corporation markets a full line of energy efficient materials 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. All Yale® trucks are manufactured in plants meeting ISO 14000 environmental standards. Company engineers are researching and investing in new technologies to help make lift trucks more energy efficient. Yale is a market leader in the development of electric trucks designed to duplicate the performance of ICE trucks. Yale is also a market leader in the introduction of regenerative technology on electric trucks to help conserve energy.

Yale offers comprehensive Fleet Management services, as well as Yale® service, parts, financing and training. Yale® trucks are manufactured in ISO 9001:2000 registered facilities and range in capacity from 2,000 to 36,000 pounds. For more information, or to find the authorized Yale® lift truck dealer nearest you, call 1-800-233-YALE or visit www.yale.com.

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