



HYSTER COMPANY

A Division of NACCO Materials Handling Group, Inc.

1400 Sullivan Drive, PO Box 7006, Greenville, NC 27834 (27835-7006)

July 27, 2010

TO: HYSTER DEALER PRINCIPALS AND SALES MANAGERS

FROM: GARY BATES, DIRECTOR SALES – WEST

SUBJECT: JELD-WEN

This is to confirm a formal Dealer Managed National Account Agreement (DMNA) has been approved between Jeld-Wen, a leading provider of windows and doors, and Pape Material Handling – Eugene, Oregon who will be responsible for administering the account.

Jeld-Wen is headquartered in Kalamath Falls Oregon and has over 20,000 employees throughout the United States. **Please note the attached listing of plants in your area and reach out to them as soon as possible.** It is important we quickly engage these key influencers to convey the value of the Hyster product and our superior Dealer Network.

Pape Material Handling – Eugene, Oregon and Hyster have jointly developed an account success strategy which will be closely monitored to ensure compliance with all DMNA requirements. Pape Material Handling – Eugene, Oregon will be solely responsible for placing orders, and coordinating the delivery and installation of all new equipment. Jeld-Wen will be responsible for informing their locations of this agreement.

This agreement will expire in three (3) years from the date of the attached agreement which will be July 27, 2013

If you have any questions concerning this account, please contact Scott Eckstein (seckstein@papemh.com) or Cory Carroll (ccarroll@papemh.com), at (541) 689-7407.

Sincerely,

A handwritten signature in black ink, appearing to read "Gary Bates".

Gary Bates, Director Sales – West

C: Cory Carroll, Pape Material Handling
Scott Eckstein, Pape Material Handling
Kerry Hockemeyer, Hyster Company
Brett Schemerhorn, Hyster Company





HYSTER COMPANY

Americas Division

June 10, 2010

Mr. Darryl McNair
Jeld-Wen
P.O. Box 1540
Klamath Falls, OR 97601

SUBJECT: DEALER MANAGED NATIONAL ACCOUNT

Dear Darryl,

This letter is to confirm a Dealer Managed National Account Agreement between JELD-WEN, Hyster Company and Papé Material Handling. Papé Material Handling is responsible for administering this account agreement on behalf of Hyster Company and its dealers.

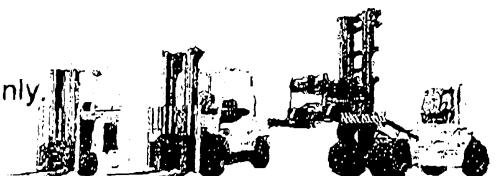
Through this agreement, Hyster Company is extending our most favorable levels of equipment pricing with provision for both the administering dealer (Papé Material Handling) and for local dealers, which will be responsible for delivering and supporting the equipment during the term of this agreement.

The Dealer Managed National Account Agreement will expire in three (3) years from the date of the agreement. Discounts from list price will be applied to each order placed for product delivery within the United States, Mexico and Canada according to the attached schedule. Hyster Company reserves the right to increase its list prices without prior notice to Jeld-Wen.

All orders will be forwarded to Papé Material Handling – Eugene, Oregon. Scott Eckstein, Major Account Manager, will be responsible for their timely placement with the factory; and coordination within the Hyster dealer network for delivery and installation of new Hyster equipment to all Jeld-Wen locations throughout North America and Mexico.

It will be the responsibility of Jeld-Wen to advise its locally affected management of this agreement and to provide the major account manager and Papé Material Handling with the address of all plant locations, equipment needs and a point of contact at each location. This information is necessary to ensure that the delivering/servicing dealers are prepared to support the equipment.

Discounts listed below apply to the base-capacity option list price only.



Hyster Company and its exclusive dealers appreciate the confidence you have shown in us and we will endeavor to exceed your expectations. Please contact Scott Eckstein, or Cory Carroll with any questions or comments regarding this agreement.

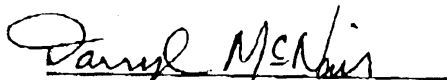
We look forward to a continuing partnership with Jeld-Wen.

Sincerely,

Cory Carroll
General Sales Manager
Pape Material Handling, Inc.
541-607-7103

Scott Eckstein –
Pape Material Handling, Inc.
Major Account Manager
541-480-0392

Agreed to by:


Mr. Darryl McNair
Jeld-Wen

7-6-10
Date


Mr. Cory Carroll
Pape Material Handling

7-16-10
Date


Mr. Scott Eckstein
Pape Material Handling

7-6-10
Date



DIVISION	LOCATION	CODE	PHONE NUMBER	ADDRESS		
Exterior Doors						
	Lexington	D	243	336-956-3055	647 Hargrave Road Ste C	Lexington, NC 27292
	*Ligonier	D	240	260-894-7111	200 Gerber Street	Lignier, IN 46767
	Sulphur Springs	D	241	903-885-0660	902 Hillcrest Drive N	Sulphur Springs, TX 75482
	St Henri	D	273	418-882-2223	115, Rue de la Gare	St. Henri, QC,Canada G0R 3E0
Interior Doors						
Arrow Door	Grand Rapid	D	274	616-531-5440	4200 Roger B Chaffee Mem Blvd	Grand Rapids, MI 49548
	Chiloquin	D	260	541-783-3019	31725 Highway 97 N Ste A	Chiloquin, OR 97624
	Grinnell	D	270	641-236-9000	820 Industrial Avenue	Grinnell, IA 50112
	Hartselle	D	263	256-773-5466	1101 Young Drive	Hartselle, AL 35640
	Kissimmee	D	272	407-944-9939	1700 Avenue A	Kissimmee, FL 34758
	Lexington	D	271	336-956-1105	647 Hargrave Road Ste D	Lexington, NC 27292
	*Ludlow	D	269	802-228-2020	146 Pleasant St Extension	Ludlow, VT 05149
	Rocklin	D	265	916-782-4900	3901 Cincinnati Avenue	Rocklin, CA 95765
	St Henri	D	273	418-882-2223	115, Rue de la Gare	St. Henri, QC,Canada G0R 3E0
	*Temple	D	267	254-771-1194	2201 Baker Blvd	Temple, TX 76501
IWP Custom Fiberglass Doors						
	*Tijuana	D	212	011-52-66-46-45-0350	Privada Colinas #11552; Secc Colinas, Parque Ind.	Tijuana, BC, Mexico CP 22650
IWP Wood Doors						
	San Diego	D	210	619-229-6700	7365 Mission Gorge Road	San Diego, CA 92129
	*Tijuana	D	211	011-52-66-46-45-0350	JW DeMexico, SA DE CV Calle	Mesa De Otay, Tijuana, B.C., Mexico
JELD-WEN						
	Aviation/Travel Serv.	D	780	541-883-8089	2850 Stinson Way	Klamath Falls, OR 97603
	*Engineering	D	010	541-885-7461	407 Harbor Isle Blvd	Klamath Falls, OR 97601
	Marketing Support	D	804	541-850-2606	3737 Lakeport Blvd	Klamath Falls, OR 97601
	Research & Development	D	053	541-783-2057	3737 Lakeport Blvd	Klamath Falls, OR 97601
	*Risk Management	D	050	541-885-7420	3922 Lakeport Blvd	Klamath Falls, OR 97601
	Timber and Ranches	D	020	541-885-7466	401 Harbor Isle Blvd	Klamath Falls, OR 97601

DIVISION	LOCATION	CODE	PHONE NUMBER	ADDRESS
JW Door Systems				
	Springfield	D	618 802-886-1728	36 Precision Drive Springfield, VT 05150
	Ringtown	D	275 570-889-5551	700 W. Main Street Ringtown, PA 17967
Millwork Distribution				

(*) Please see Corporate Directory for Mail To: address

	Abbotsford	D	576	604-864-6005	31414 Peardonville Road	Abbotsford, BC, Canada V2T 6L1
	Amherst	D	590	902-667-7000	41 Anson Avenue	Amherst, NS, Canada B4H 4R3
	Austell	D	650	770-819-2870	7905 Troon Circle	Austell, GA 30168
	Calgary	D	579	403-243-2741	4030 8th Street SE	Calgary, AB, Canada T2G 3A7
	Coral Springs	D	640	954-255-1175	12421 NW 39th Street	Coral Sprins, FL 33065
	*Des Moines	D	765	515-283-2131	1400 Market Street	Des Moines, IA 50309
	Edmonton	D	580	780-447-1622	12704 156th Street	Edmonton, AB,Canada T5V 1K2
	Fargo	D	632	701-282-5700	1358 38th Street N	Fargo, ND 58102
	Jackson	D	652	601-981-3667	240 NW Industrial Pkwy	Jackson, MS 39213
	North Wilkesboro	D	651	336-836-9000	205 Lanes Drive	North Wilkesboro, NC 28659
	Phoenix	D	601	602-269-2615	1002 S 54th Avenue	Pheonix, AZ 85043
	Saskatoon	D	583	306-934-1890	10 Lolaro Place	Saskatoon SK, Canada S7K 6A2
	Sioux Falls	D	630	605-336-1910	1820 E 54th Street N	Sioux Falls, SD 57104
	Tampa	D	644	813-229-0931	4720 Oak Fair Blvd	Tampa, FL 33610
	Winnipeg	D	587	204-783-0496	485 Watt Street	Winnipeg, MB, Canada R2K 2R9
Millwork Manufacturing						
	*Bend	D	109	541-385-1444	62845 Boyd Acres Road	Bend, OR 97701
	*Klamath Falls	D	101	541-885-7405	3307 Lakeport Blvd	Klamath Falls, OR 97601
	Latvia	D	130	011-371-5121-623	Rupiencibas iela 13	Aizkraukle, Latvia LV 5101
	*Sparta	D	110	931-738-3515	130 Sunset Drive	Sparta, TN 38583
	*Thomas	D	381	541-885-7407	4013 Lakeport Blvd	Klamath Falls, OR 97601
Millwork Masters						
	Edison	D	615	732-512-1441	86 Norfield Avenue	Edison, NJ 08837
	Grand Prairie	D	614	976-623-9751	2510 W Main Street Ste 300	Grand Prairie, TX 75050
	Kingman	D	649	928-681-2173	4550 Mohave Airport Drive	Kingman, AZ 86401
	Knoxville	D	645	865-522-0600	3015 Govenor John Sevier Hwy	Knoxville, TN 37914
	Muskogee	D	648	918-682-5810	1631 S Cherokee	Muskogee. OK 74402
DIVISION		LOCATION		CODE	PHONE NUMBER	ADDRESS
Millwork Masters						
	Ocoee	D	600	407-877-3322	450 Maguire Road Extension	Ocoee, FL 34760
	Pataskala	D	618	740-964-1431	91 Heritage Drive Etna Corporate Park	Pataskala, OH 43062
	Wedowee	D	647	256-357-2254	51 Probilt Drive	Wedowee, AL 36728
JW Window						

(*) Please see Corporate Directory for Mail To: address

	*Bend (Pozzi)	D	450	541-382-4411	62845 Boyd Acres Road	Bend, OR 97701
	Calgary	D		403-252-3111	Bay 276 Building A; 2880-45th Avenue SE	Calgary, AB, Canada T5V 1K2
	Charlotte	D		704-598-8824	6051 Ste A Lakeview Road	Charlotte, NC 28269
	Cheyenne	D	410	307-637-5010	7201 Commerce Cir	Cheyenne, WY 82007

JW Window

Windowmaster	Edmonton	D		780-447-1600	12704-156 Street	Edmonton, AB, Canada T5V 1K2
	El Cajon	D	413	619-588-1144	1111 Pioneer Way	El Cajon, CA 92020
	*Grinnell	D	403	641-236-6546	911 Industrial Avenue	Grinnell, IA 50112
	*Hawkins/Ringtown	D	460	715-585-6311	811 Factory Street	Hawkins, WI 54530
	Mt Vernon	D	402	740-397-1144	1201 Newark Road	Mount Vernon, OH 43050
	Rantoul	D	463	217-893-4444	201 Evans Road	Rantoul, IL 61866
	*Ringtown Vinyl	D	404	570-889-3173	700 W Main Street	Ringtown, PA 17967
	*Ringtown Wood	D	466	570-889-3173	700 W Main Street	Ringtown, PA 17967
	St Apollinaire	D	621	418-881-3974	90, Rue Industrielle: Suite 200	Saint-Appollinaire, QC, Canada G0S
	Stayton	D	406	503-769-7781	2044 Deshutes Drive	Stayton, OR 97383
	Toronto	D	620	905-265-5700	90 Stone Ridge Road	Vaughan, ON, Canada L4H 3G9
	Venice	D	414	941-497-1984	355 Center Court	Venice, FL 34285
	Vista	D	704	760-597-4201	2760B Progress Street	Vista, CA 92081
	Winnipeg	D	626	204-668-8230	550 Munroe Avenue	Winnipeg, MB, Canda R2K 4H3

DIVISION	LOCATION	CODE	PHONE NUMBER	ADDRESS
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JW Window

	Yakima	D	480	509-248-4346	1311 N. 6th Avenue	Yakima, WA 98907
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DIVISION	LOCATION	CODE	PHONE NUMBER	ADDRESS
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Wood Fiber Division

	*Fiber of Australia	D	321	011-61-2-6336-7600	Lowes Mount Road	Oberon NSW, 2787 Australia
	Iowa	D	302	563-557-1603	250 East 8th Street	Dubuque, IA 52001
	Latvia	D	322	011-37-1511-0001	Upes, Aizkraukle Township	Aizkraukle District, Latvia LV 5102
	North Carolina	D	304	828-724-9511	100 Henry McCall Road	Marion, NC 28752
	*Oregon	D	301	541-885-7403	3309 Lakeport Blvd	Klamath Falls, OR 97601
	*Washington	D	303	509-874-2255	3592 Wesley Road	White Swan, WA 98952
	*West Virginia	D	306	304-742-5180	500 JELD-WEN Road	Craigsville, WV 26205

Coatings Division

	*Australia	D	331	011-61-2-6336-7639	Lowes Mount Road	Oberon NSW, 2787 Australia
	Washington	D	330	206-574-0986	1061 Industrial Dr.	Tulwilla, WA 98188

(*) Please see Corporate Directory for Mail To: address

	West Virginia	D		304-742-5720	600 Jeld-Wen Road	Craigsville, WV 26205
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