



**HYSTER
COMPANY**

P.O. BOX 7006
GREENVILLE, NC 27835-7006
(252) 931-5100

Wanda Woods
NMHG, Inc. (Hyster Company)
Greenville, NC 27834

December 8, 2003

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: DAVE HOEHN, VICE-PRESIDENT, SALES COUNTERBALANCED
AND WAREHOUSE PRODUCTS

SUBJECT: AMWARE LOGISTICS / AMWARE DISTRIBUTION

This letter is to confirm a formal Dealer Major Account Agreement for Hyster product between Amware Logistics / Amware Distribution and Barloworld Handling -- Decatur, Georgia branch, who is responsible for administering the account.

Please note the attached list of plants/operations in your area and make contact with your local plant as soon as possible.

Barloworld Handling -- Decatur, Georgia branch will be responsible for placing orders with Hyster Company and coordinating the delivery and installation of new equipment. All orders for locations on the attached list are to be placed through the Barloworld Handling office in Decatur, Georgia. Amware Logistics / Amware Distribution will be responsible for informing their locations of this agreement.

If you have any questions concerning this account, please contact Joe Nieves, Jr., at (770) 987-7666.

Sincerely,

Dave Hoehn

Vice-President, Sales Counterbalanced
and Warehouse Products

DH/wgw

Cc: Jeff Block, Barloworld Handling
Joe Nieves, Jr., Barloworld Handling
John Callahan, Hyster Company
Tim Mills, Hyster Company



Barloworld
Leading brands

**BARLOWORLD HANDLING, LP
5191 SNAPPINGER WOODS DRIVE
DECATUR, GEORGIA 30035**

MAJOR ACCOUNTS PURCHASE AGREEMENT

**AMWARE LOGISTICS / AMWARE DISTRIBUTION
331 METCALF ROAD
BUILDING 2, SUITE #7
AVON, COLORADO 81620**

AGREEMENT: This agreement shall be in effect from this date and shall continue thereafter until Either party notifies the other in writing of its intent to terminate, which notice shall State an effective date of termination that is not less than Thirty-Days after the giving of notice. Orders shall be filed in accordance with this agreement even though delivery or other performance by either party may not occur until after the effective date of termination. Notice shall be considered given when made in writing to the address of such party indicating in this agreement.

DISCOUNT: Maximum Major Account Discounts as directed by the below Manufacturers will apply to all orders. Discounts will be applied to the list price in effect at times of the order.

**HYSTER COMPANY
WALDON, INC.
RAIL KING**

**SELICK EQUIPMENT
DITCH WITCH
CAPACITY, INC.**

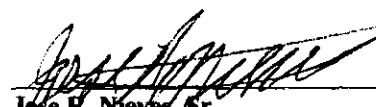
SCOPE: The terms, conditions, and limitations of the Quotations, Offer of Sales, or other Barloworld Handling, LP sales order agreements between the customer and Barloworld Handling, LP shall apply to the particular products covered by such agreement in addition To the terms and conditions provided herein.

PURCHASES: The discount structure contained in this Agreement applies to orders placed with:

**Joe Nieves, Jr.
Capital Equipment Salesman / Customer Service
Barloworld Handling, LP
5191 Snapfinger Woods Drive
Decatur, Ga. 30035**

AGREEMENT

NOTIFICATIONS: Amware Logistics / Amware Distribution will notify their facilities of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.


Jose R. Nieves, Sr.

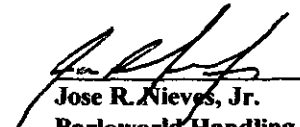
**Amware Logistics / Amware Distribution
Director of Forklift Operations**

11-15-03

Date


Mark Wilhelm

**Amware Logistics / Amware Distribution
C.E.O.**


Jose R. Nieves, Jr.

Barloworld Handling, LP

11-15-03

Date

AMWARE FACILITIES

<u>FACILITY</u>	<u>ADDRESS</u>	<u>CITY</u>	<u>STATE</u>	<u>ZIP</u>	<u>PHONE</u>	<u># OF LIFTS</u>
ATLANTA	3025 SYLVAN RD.	HAPEVILLE	GA	30354	404-763-9816	35
BENSON	1700 CHICOPEE RD.	BENSON	NC	27504	919-207-2403	9
BIRMINGHAM	116 FINLEY AVE. SUITE "C"	BIRMINGHAM	AL	35204	205-252-0700	8
CHARLOTTE	5808 F. LONGCREEK DR.	CHARLOTTE	NC	28269	704-921-1928	6
CORPORATE	331 METCALF RD. BLDG. 2 SUITE 7	AVON	CO	81620	970-748-6700	0
DENVER	8221 E. 96 AVE. UNIT C	HENDERSON	CO	80640	303-288-7400	10
ELLOREE	287 SNIDER ST.	ELLOREE	SC	29047	803-897-2779	5
HAMMOND	1500 INDUSTRIAL BLVD.	HAMMOND	LA	70403	985-419-1312	7
HOUSTON	2525 MINIMAX DR.	HOUSTON	TX	77008	713-880-4167	9
INDIANOLA	1795 N. THEOBALD BLDG. 6	INDIANOLA	MS	38704	662-344-1455	5
JACKSONVILLE	1111 IMESON PARK DR.	JACKSONVILLE	FL	32218	904-714-2066	13
LAKELAND	5035 GREAT OAK DR.	LAKELAND	FL	33815	863-688-4643	9
LITTLE ROCK	1901 EAST 22 ST.	LITTLE ROCK	AR	72206	501-376-4461 X2262	0
MAULDIN	321 STANDING SPRINGS CT. #4	SIMPSONVILLE	SC	29680	864-962-9799	6
McDONOUGH	125 SOUTHSIDE CT	McDONOUGH	GA	30253	770-914-1616	15
NATIONAL SALES	ONE WESTBROOK CORPORATE CTR. SUITE 300	WESTCHESTER	IL	60154	708-236-1790	0
PETERSBURG	12600 BERMUDA TRIANGLE RD	CHESTER	VA	23836	804-706-9430	7
POMPANO BCH	1724 PARK CENTRAL BLVD. #9	POMPANO BCH.	FL	33064	954-970-9220	9
SALEM	1300 INTERVALE RD.	SALEM	VA	24153	540-389-9737	6

TOTAL # OF LIFTS

159

**FACILITIES IN RED NEEDS P.M. SERVICE