



HYSTER COMPANY

Americas Division

May 2, 2008

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS
FROM: SCOTT A. ALEXANDER, VICE-PRESIDENT, SALES – EASTERN REGION
SUBJECT: ARMSTRONG WORLD INDUSTRIES, INC.

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Armstrong World Industries, Inc. and Modern Handling Equipment Company – Bristol, Pennsylvania who is responsible for administering the account.

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

Modern Handling Equipment Company – Bristol, Pennsylvania 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 sheet are to be placed through the Modern Handling Equipment Company office in Bristol, Pennsylvania. Armstrong World Industries, Inc. will be responsible for informing their locations of this agreement.

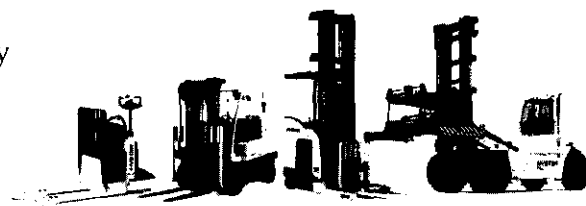
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be March 28, 2011.

If you have any questions concerning this account, please contact Drew Hundley, Account Manager on his cell phone at (302) 322-2999, fax number (302) 323-0810 or e-mail him at HundleyD@moderngroup.com.

Sincerely,

Scott A. Alexander, Vice-President, Sales
Eastern Region

cc: Drew Hundley, Modern Handling Equipment Company
Ray Wiley, Modern Handling Equipment Company
Chuck Beugless, Hyster Company





March 19, 2008

Armstrong World Industries, Inc.
2500 Columbia Ave.
PO Box 3001
Lancaster, PA 17604-3001

Attn: Mr. Jim Hopper

Re: Hyster Dealer-Managed National Account Agreement

Modern Handling Equipment Company is pleased to present this Letter of Agreement in establishing a formal Dealer-Managed Account Agreement between Armstrong World Industries and Modern Handling Equipment Company. Modern Handling Equipment Company's responsibility will be to administer, coordinate and facilitate this agreement.

All Hyster Equipment orders will be placed centrally through Armstrong World Industries - Lancaster, PA directly to Modern Handling Equipment with Drew Hundley being the responsible Account Manager.

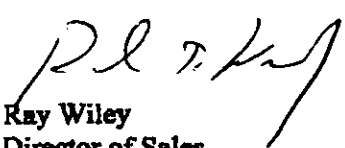
Modern Handling Equipment / Hyster Responsibilities

- To inform all participating Hyster dealer locations on the current and any future Armstrong World Industries' locations.
- To provide participating Hyster dealer locations all local Armstrong World Industries contacts with whom they are to initiate and maintain a relationship providing Armstrong World Industries with the best possible support as a Hyster Representative
- To enter orders for all Hyster Equipment in a timely manner with Hyster Company and coordinate delivery and installation of said equipment with the appropriate Hyster dealer locations

Armstrong World Industries' Responsibilities

- To supply Modern Handling Equipment Company with Requests for Quotations (RFQ) requirements, including but not limited to specified requirement options, delivery locations and delivery specifications.
- To supply Modern Handling Equipment Company a complete listing of all Armstrong World Industries' locations to be distributed to the Hyster Dealer Network.

Sincerely,


Ray Wiley
Director of Sales
Modern Handling Equipment Company

Accepted by:

Sign:

Title:

Date:

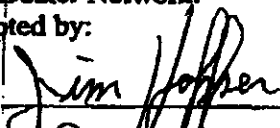

Purch. MGR
3-28-08

EXHIBIT A

**to Corporate Agreement between
Armstrong World Industries and Supplier**

Buyer Ordering U. S. Locations and Recommended Supplier Sales Offices

<u>Plant Location</u>	<u>Distributor</u>	<u>Sales Office</u>
Armstrong World Industries 1251 Baker St (P.O. Box 2088 36652) Mobile, AL 36603		
Armstrong Wood Products Robbins Hardwood Division 501 Pennington Street Warren, AR 71671		
Armstrong World Industries 5037 Patata St South Gate, CA 90280		
Armstrong World Industries 300 Myrick St Pensacola, FL 32505		
Armstrong World Industries 4520 Broadway Macon, GA 31206		
Armstrong World Industries P.O. Box 589 Kinzie Avenue, US Route 50 North Kankakee IL 60901		
Armstrong World Industries Hartco Flooring Division 630 Industry Rd Lake Cumberland Industrial Park Somerset, KY 42501		

EXHIBIT A

**to Corporate Agreement between
Armstrong World Industries and Supplier**

Buyer Ordering U. S. Locations and Recommended Supplier Sales Offices

Plant Location

Distributor

Sales Office

Armstrong WAVE
1415 Perryman Road
Aberdeen, MD 21001

Worthington Armstrong Venture
745 Enterprise Way
Benton Harbor, MI 49022

Armstrong Worldwide
Bruce Hardwood Floors Div
508 W Thornburgh St
West Plains, MO 65775

Armstrong World Industries
1085 Highway 80 W
Jackson, MS 39204

Armstrong Hardwoods
1735 N Washington Street
Vicksburg, MS 39183

Armstrong Worldwide
Premier Woods Div
755 Washington Ave
Statesville, NC 28677

EXHIBIT A

**to Corporate Agreement between
Armstrong World Industries and Supplier**

Buyer Ordering U. S. Locations and Recommended Supplier Sales Offices

Plant Location

Distributor

Sales Office

Armstrong Cabinet Products Inc
1 Mi N Rr 2, Box 13
Auburn, NE 68305

Worthington Armstrong Venture
4525 N Walnut Rd
North Las Vegas, NV 89031

Armstrong World Industries
4241 Leap Rd Bldg A
Hilliard, OH 43026

Armstrong World Industries
4115 N Perkins Rd
Stillwater, OK 74075

Armstrong World Industries
1645 Railroad Ave
Saint Helens, OR 97051

Armstrong World Industries
1018 11Th St
(P.O. Box 441)
Beaver Falls, PA 15010

Armstrong World Industries
Po Box 450
325 Eagle Rd
Beech Creek, PA 16822

Armstrong Worldwide Inc
P.O. Box 3001
2500 Columbia Ave
Lancaster, PA 17603

EXHIBIT A

**to Corporate Agreement between
Armstrong World Industries and Supplier**

Buyer Ordering U. S. Locations and Recommended Supplier Sales Offices

Plant Location

Distributor

Sales Office

Armstrong Worldwide Inc
2500 Columbia Ave.
Lancaster, PA 17603

Armstrong Worldwide Inc
1067 Dillerville Road
Lancaster, PA 17603

Armstrong World Industries
1507 River Rd
Marietta, PA 17547

Armstrong Wood Products
Main Street
RR2 B171C
Thompsontown, PA 17094

Armstrong World Industries
Bruce Hardwood Floors Div
608 Rosedale Street
Jackson, TN 38301

Armstrong Wood Products
Triangle Pacific
5400 Centennial Blvd
Nashville, TN 37209

EXHIBIT A

**to Corporate Agreement between
Armstrong World Industries and Supplier**

Buyer Ordering U. S. Locations and Recommended Supplier Sales Offices

Plant Location

Distributor

Sales Office

Armstrong World Industries
Hartco Flooring Div
565 Hartco Dr
(P.O. Box 4009)
Oneida, TN 37841

Armstrong World Industries
Bruce Hardwood Floors Div
1100 Cotton Ford Rd
Center, TX 75935

#C5706

Armstrong Wood Products Inc
Bruce Hardwood Floors Div
Box 160, Route 250 South
Beverly, WV 26253

Canada Location

ARMSTRONG WORLD INDUSTRIES
6911 DECARIE BLVD
PO BOX 919 STATION A
MONTREAL, QUEBEC
CANADA H3W3E5