



HYSTER COMPANY

Americas Division

March 5, 2007

TO: CERTAIN DEALER PRINCIPALS AND SALES MANAGERS

FROM: SCOTT ALEXANDER, VICE-PRESIDENT SALES – EASTERN REGION

SUBJECT: ASTEC INDUSTRIES

This is to confirm a formal Dealer Managed National Account Agreement for Hyster product between Astec Industries and Barloworld Handling – Dalton, Georgia 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.

Barloworld Handling – Dalton, Georgia 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 Dalton, Georgia. Astec Industries will be responsible for informing their locations of this agreement.

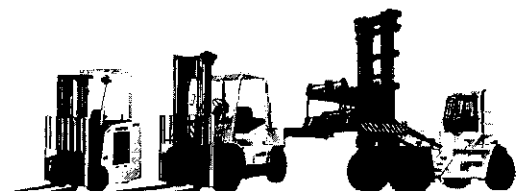
The Dealer Managed National Account Agreement will expire in three (3) years from the date of this agreement which will be January 30, 2009.

If you have any questions concerning this account, please contact Keith Whitlock, Account Manager at (706) 259-4895 or his cell phone at (706) 280-8929.

Sincerely,

Scott A. Alexander, Vice-President Sales
Eastern Region

Cc: Keith Whitlock, Barloworld Handling
Larry Murray, Barloworld Handling
John Callahan, Hyster Company





Barloworld
Leading brands

ATTN: JERRY

MAJOR ACCOUNT PURCHASE AGREEMENT

Between

BARLOWORLD HANDLING, LP
3425 DUG GAP ROAD SW
DALTON, GEORGIA 30720

And

ASTEC INDUSTRIES
4101 JEROME AVE.
CHATTANOOGA, TN. 37407

ATTN: Mr. JERRY WARLOW

AGREEMENT: This Agreement shall be in effect January 30, 2007 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 indicated in this agreement.

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

Hyster Company
Cascade Corporation

All Batteries
All Chargers

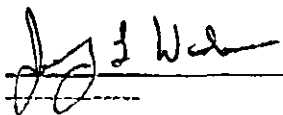
SCOPE: The terms, conditions, and limitations of the Quotations, Offer of Sales, or other Barloworld Handling, LP sales order agreements between the customer and Barloworld Handling, LP shall apply to the particular products covered by such agreement in addition to the terms and conditions provided herein.

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

Keith Whitlock, Account Manager
Barloworld Handling, LP
3425 Dug Gap Road SW
Dalton, GA 30720 (Cell: 706-280-8929, Office: 706-259-4895)

AGREEMENT

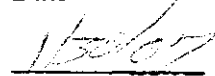
NOTIFICATION: ----- will notify their franchisees and branches of this agreement. Barloworld Handling, LP will advise our dealer organization of this agreement.



Keith Whitlock, Account Manager
Barloworld Handling, LP

1/30/07

Date


Date

Manufacturing Managers as of January 1, 2007						
	Sr. VP of Operations	VP of Manufacturing or Director of Manufacturing	Mfg Manager	Maint. Supervisors	Superintendent	Address & Phone Number
American Augers, Inc.		David Hammond		Roger Eichel		135 U.S. Rt. 42, P. O. Box 814, West Salem, OH 44287 (419)869-7107
Astec Underground		Ben Campbell		Randy Tatham		9600 Corporate Park Drive, Loudon, TN 37774-5584 (855)408-2100
Astec, Inc.	George Francisco	Derward Quinn			Roy Clayton/Tommy Hutson	4101 Jerome Avenue, Chattanooga, TN 37407 (423)867-4210
Astec Mobile Screens, Inc.		Larry VanLanduit		Marshall Foy		2704 West LeFevre Road, Sterling, IL 61081 (815)326-6374
Breaker Technology Consolidated		Don Sissons		Rob Brown		35 Elgin Street, P.O. Box 130, Thornbury, Ontario, Canada N0H 2P0 (519)599 2015
Carlson Paving Products, Inc.		Scott Stephens		Scott Stephens		18425 50th Ave E, Tacoma, WA 98448 (253)875-8000
CEI Enterprises, Inc.		James Jenkins		Rudy Kramm		245 Woodward Road, SE Albuquerque, NM 87102 (505)842-5656
Heatec, Inc.		John Clayton	Don Fuller	Eddie Reed		5200 Wilson Road, Chattanooga, TN 37410 (423)821-5200
Johnson Crushers International, Inc.		David Schmidt		Mickey Walker		86470 Franklin Blvd., Eugene, OR 97405 (541)736-1400
Kolberg-Pioneer, Inc.		Roger Hurt/Mark Luchtel		Randy Blunck		700 wW. 21st Street, Yankton, SD 57078 (605)665-9311
Osborn Engineered Products		Dirk Herbst		Verna Engelbrecht		57 Jansen Road, Elandsfontein 1403, South Africa 011-27-11-820-7600
Roadtec, Inc.		Tim Lewis		Mark Ezell		800 Manufacturers Road, Chattanooga, TN 37405 (423)265-0600
Telsmith, Inc.		Jim Bremer		Peter Rausch		10810 N. Industrial Drive, Mequon, WI 53092 (262)242-6600